



English law advice in the US time zones

Technology Law Alliance is a boutique technology law firm, and one of the few UK legal practices which can offer specialist English law advice through a representative in California.

The firm is independently rated as one of the top IT and outsourcing law practices in the UK by the leading legal directories, including Chambers UK and Legal 500.

Our client base encompasses both users and suppliers of IT systems and services, and every kind of organisation from the latest Cloud start-up to multinationals.

With effect from 1st May, 2011, Technology Law Alliance has a representative in California, based in Palo Alto in the centre of Silicon Valley. Mark Curtis is an English-qualified lawyer, who has been in California since 2005, and who has over 20 years' experience of working with US-based companies.

The move is intended to give our US-based tech clients access to a specialist lawyer who can provide English law advice in their own time zone, and attend face-to-face meetings at corporate HQ if required. We are one of only a handful of UK-based law firms who offer this service in Silicon Valley.

Typical examples of English law matters that we handle for US corporates include the following:

- Contract localisation for standard software licences, support contracts, channel agreements and NDAs for US companies coming to the UK for the first time.
- Support in relation to the negotiation of non-standard system supply contracts and outsourcing agreements, including the structure and drafting of SLAs and other key technical and commercial aspects.
- Provision of training in principles of English contract law, and the preparation of contract negotiation "playbooks" for local management teams.
- Advice on specific English law requirements in relation to matters such as doing business electronically, data privacy and data protection, intellectual property rights and liability issues.

We can also provide a specialist IT lawyer to work in-house in your UK operation on a secondment basis (whether part-time or full-time), as a cost-effective way of obtaining legal support in the UK.



About Mark Curtis

Immediately before joining TLA, Mark provided legal support to the cloud computing and distribution channels teams at Oracle America.

This followed the 2010 acquisition by Oracle of Sun Microsystems, where Mark had previously been UK legal director and a leading member of the European legal team.

He has also worked as an in-house lawyer with Accenture and Electronic Data Systems (now HP).

What the directories say about Technology Law Alliance

Technology Law Alliance is one of the leaders of the 'new wave' of specialist law firms. The team consists primarily of senior lawyers with in-house experience in the technology sector, whose aim is to help clients to identify and understand risks, to provide advice that is practical and commercial, and to get contracts to signature in a cost-effective way.

The UK team attracted the following comments:

■ London office

Boutique firm *Technology Law Alliance* provides clients with a 'very good service,' gives 'practical, accessible advice', and 'always delivers in a very timely manner'... Jeremy Newton is a 'very rounded and pragmatic individual', and Gavin Wakefield is 'extremely helpful'.
(Legal 500, 2010)

Technology Law Alliance specialises in technology and offers a partner-led and cost-effective service. Jeremy Newton leads the practice and "is very pragmatic when it comes to closing deals." Gavin Wakefield is recognised for his advice to both suppliers and users on technology contracts and outsourcings. (Chambers UK, 2011)

■ Birmingham office

Technology Law Alliance has a vibrant team that provides an 'exceptional service in terms of response times'. Stephen Ollerenshaw is 'very entrepreneurial', and Jagvinder Kang 'understands the language of IT'.
(Legal 500, 2010)

Clients appreciate the high level of partner contact at *Technology Law Alliance*. Sources describe Stephen Ollerenshaw as "technically very able" Jagvinder Kang "is prepared to work all hours, is exceptionally responsive and provides great service," according to clients.
(Chambers UK, 2011)

A list of the Directors of Technology Law Alliance Limited is open to inspection at the Registered Office.

Our professional rules can be found at www.sra.org.uk/code-of-conduct.page.

For more information contact us on +44 (0) 203 059 6090 or visit our web site www.TechnologyLawAlliance.co.uk.

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