

Fisher Broyles

Name: Rory Graham

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Office: London

Practice Areas: Commercial Transactions; Cyber-Risk; Privacy & Data Security; FinTech and Blockchain; Intellectual Property; Internet & eCommerce; Outsourcing; Law & Gov't Contracts; Technology

Bar Admissions: England & Wales

Education: Chester College of Law, Law Society Finals, 1987; Magdalene College, Cambridge, MA (Cantab) 1986/1990

Experience: Butterfly Software Limited, Gospel Technology Limited and others, Virtual General Counsel; Bird & Bird; Osborne Clarke; Baker McKenzie; Brown Rudnick; Morgan Lewis & Bockius

Rory is regarded as one of the leading technology lawyers in the UK, having led practices at Baker McKenzie and Bird & Bird (where he became a partner at 27).

Rory has acted on several hundred transactions in the UK, US and globally, with a value exceeding US\$50 billion, and is described in the professional directories as “leading the pack” and “tough to come up against.”

His practice covers corporate and commercial work, principally in the technology sector, including outsourcing/procurement deals; corporate finance; mergers and acquisitions; and joint ventures and other collaborations. This also involves advice on IP identification and exploitation (including licensing and SaaS) and on data privacy.

Rory's clients include NYSE-listed tech businesses) and early-stage tech companies, several of which he has taken from inception to exit He has advised on many international deals and has worked on projects in the US, Switzerland, South Africa and Algeria, amongst other countries.

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Having been a partner in several US law firms, Rory set up his own firm, Coffey Graham, in 2008, focussing on the tech sector.

Rory is a well-respected commentator on technology and the law: recent thought-leadership papers cover Blockchain, AI and public procurement.

Rory is a Founding Fellow of the Global Sourcing Association, having been its first legal director. He was recently chairman of one of its "Reshaping Sourcing" working groups and presented its findings relating to, among other things, Blockchain and AI, at the GSA UK Symposium.

Rory is a Freeman of the Worshipful Company of Information Technologists, one of the Guilds of the City of London.

He was born in Glasgow and brought up in Renfrewshire and Suffolk. He trained in London and Hong Kong. He is Honorary Solicitor to the annual Story of Christmas charity appeal and a trustee of the London Firebird Orchestra, which promotes the careers of recent graduates from the London Conservatoires.

Representative Transactions Include

- Genpact: Acquisition of the Openwealth division of Citi and negotiating agreements with Aviva, NFUM et al
- Landmarc: Advising this JV between PAE and Interserve on a £950m defence services procurement with the UK Ministry of Defence
- Qtel (Qatar Telecom): Advising Wataniya (Qtel subsidiary in Algeria) on network management services outsourcing to Ericsson
- WNS Global: Negotiating BPO deal with Total Oil & Gas, including offshoring to South Africa and India
- Walt Disney/ESPN: multi-billion \$ mobile telecoms deal between Disney/ESPN and Sprint to set up ESPN Mobile MVNO in the US
- Siemens: Advising on £1bn+ bid to provide rolling stock, depot and maintenance services to Crossrail/the Elizabeth Line, and train signalling and telematics
- Syniverse Technologies: Advising on global data protection compliance in relation to SMS platforms and bulk cross-border mobile traffic via IP

- Butterfly Software: Corporate, commercial, IP and M&A advice leading to share sale to IBM International Group BV
- Canopy Simulations: Corporate restructuring and commercial agreements with F1 and Formula E teams
- McDonalds: Review of major technology services procurement
- UK Department for Work & Pensions: Renegotiation and restructuring of £5bn technology procurement agreement
- H3G (“3”): £1.7bn procurement of managed network services
- St Andrew’s Healthcare: Advising on the replacement of the incumbent outsourced IT provider and negotiating the agreement with the new provider

Presentations & Teaching Experience

Numerous seminars and workshops, on outsourcing; technology procurement; the legal implications of Blockchain, Machine Learning/AI and quantum computing; data privacy and the GDPR; the legal challenges facing early stage tech companies and in relation to M&A transactions.

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