

Internet and e-commerce work constitutes a cornerstone practice at Olswang, a firm attracting clients such as Microsoft, eBay and Amazon. Head of internet and e-commerce **Clive Gringras** often counsels these entities on many of their core legal issues. He also sits on the anti-spam committee of the British Department of Trade and Industry (DTI) and is legal chair of the UK's Internet Service Providers' Association. **John Enser** joins Gringras at the London office. His expertise is particularly valued with respect to clients offering audio and video content via TV, web or mobile and he also has experience in the regulatory field.

Clifford Chance LLP is held to be "very technologically savvy", especially for large international outsourcing deals, data protection and e-commerce. The "very experienced" co-head of the firm's consumer goods and retail industry group **Vanessa Marsland** was praised for her work on home shopping, e-commerce, IT and technology procurement. Next is co-head of Herbert Smith LLP's TMT practice group, **Christopher Rees**. IPOs, outsourcing, system supply and financing transactions all form part of his practice, and he acts as adviser, litigator and arbitrator to businesses such as Applied Materials, Groupe Bull, IMS Health, Toshiba and Time Warner. He has also acted on public-sector projects for government agencies such as the DTI. Rees performed data privacy reviews for Colgate, IPC and IMS Health, and was involved in setting up the aircraft industry's global online registry for filing of financial interests in aircraft. Osborne Clarke also appears in this volume thanks to **Simon Rendell's** "fantastic reputation". Rendell has been instrumental in the legal development of Apple, Electronic Arts and VeriSign, and is a director of the advisory company Technology Venture Consulting.

Former president of the International Federation of Computer Law Associations (IFCLA) and ex-chair of the International Bar Association's technology and e-commerce committee, **Christopher Millard** of Linklaters LLP dominates in terms of votes received. Praised as "pure quality" and dubbed "*the name in data protection*", his group worked on a complex project covering

130 jurisdictions, advising the 'Big Four' on the data protection and confidentiality implications of the Sarbanes-Oxley act. Linklaters also advised JPMorganChase on a seven-year outsourcing agreement with IBM. As head of Linklaters' IT and communications practice, Millard's "creative, informed" approach to complex, multi-jurisdictional work for large clients prompted a raft of positive comments, as did his engagements as a speaker and writer on the subject.

#### EUROPE

Mainland Europe's internet and e-commerce lawyers also command a sizeable presence in our round-up of top practitioners. Lovells LLP was described as having a "wonderful group" and noted for innovations in newer markets such as the Italian e-commerce

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sector. The firm boasts four Europe-based nominees. Two hail from Munich: the "highly recommendable" **Stefan Schuppert** and **Wolfgang Büchner** are "very well known for their practice in Germany" and have "a very good standing". Schuppert advises clients with respect to technology, licensing and media law and works on disputes, contracts, outsourcing and privacy. Büchner is a "great transactional lawyer" and his prowess in outsourcing and international contracts was noted. In London, **Conor Ward's** practice centres on contentious and non-contentious law, with vast experience in outsourcing transactions and

data protection. He works on disputes such as that relating to the intelligent building system operating a worldwide cargo centre at Heathrow Airport. In Rome, **Marco Berliri** completes the firm's contingent. Heading the Italian TMT practice, he brings his previous experience as an e-commerce lawyer in the US to bear in the Italian e-commerce market, now experiencing massive growth since the proliferation of broadband in Italy. Among others, Berliri acts for eBay Italia, which he helped set up in 2001.

From Germany, Heymann & Partners provides three individuals for our list. The firm is Accenture's outside counsel and also works for Computer Associates and Deutsche Bank. **Thomas Heymann** is "a famous name" and ranks in the list of top individuals. Considered "number one in the jurisdiction" by some, his practice focuses on outsourcing, traditional IT law, systems integration and licensing activities. He has completed system integration agreements such as the introduction of XETRA by Deutsche Börse and outsourcing agreements with a Bavarian private bank for Accenture. **Katharina Scheja** has "an excellent standing in the market". Specialising in large IT transactions such as project development, piracy prevention and enforcement, and IT-related litigation, she recently represented Microsoft in licence compliance and product piracy matters. **Lars Lensdorf** completes the firm's showing in this round-up. His IT practice focuses on outsourcing, especially for business processes, and public procurement law work. He advised Deutsche Bank over the sale of etb AG.

Bartsch und Partner, a domestic company and business firm, comes "highly recommended". Sources at home and abroad extolled the "flexibility, expertise and creativity" of its lawyers, whose focus on technology law means its practice extends to all areas of the IT sector, including development project advice, privacy and protection, and e-commerce. Cited as "among the very best", **Michael Bartsch** is "very well known for his IT and e-commerce practice in Germany and has a very good standing". His expertise in software, project structuring and outsourcing received special mention by his peers. **Rupert Vogel** garnered similar plaudits for

the "impeccable quality of his work" in e-commerce and IT areas.

In the Netherlands, independent firm Kennedy Van Der Laan, based in Amsterdam, is considered "one of the country's first internet law firms". It is known for projects such as a Dutch public transport chip card project, and a global banking digital signature project to identify parties in B2B transactions, as well as assisting in model ISP agreements for a Dutch television company. Respondents hold **Marian Kennedy's** domestic and cross-border practice in high regard and competitors highlighted her work for Microsoft. **Joost Linnemann** is managing partner of the firm, with significant IT industry experience. He is especially skilled in e-commerce, e-signatures, digital security and personal data privacy. The "fabulous" **Coen Drion's** practice focuses on coordination of large IT projects and handling cases of threatened project failure, as well as resolving disputes. **Alfred Meijboom**, one of the firm's founders, is an arbitrator for the Netherlands Foundation for the Resolution of Computer-Related Disputes and co-founded the Netherlands Association of specialised IT attorneys (VIRA).

Dutch firm Oosterbaan Advocaten has "an incredible reputation for IT expertise" and is run by **Dinant Oosterbaan**, a "statesman of the country's IT bar". Before entering private practice he worked in the IBM legal department and, during his 30-year career, has handled protection issues, distribution and licensing agreements, litigation and dispute resolution. He is co-founder and ex-president of the IFCLA.

A further group of individuals received enthusiastic recognition as sole representatives of their firms: Spanish lawyer **Enrique Batalla**, of his own firm Batalla Abogados, impressed peers with his broad practice and "eminent domestic and international status". Competitors highlighted his links with Asia and America and his standing in respected bodies such as the Computer Law Associa-

tion (CLA) and the High Council of the Spanish Chamber of Commerce. His areas of expertise include internet and cyberspace law, e-commerce, licensing, technology and transfer of technology contracts. In Paris, **Daniel Kahn** of Kahn & Associés has "great expertise as a transactional lawyer", serving on the advisory boards of numerous French start-ups. His policy work on a French government commission advising the prime minister on e-commerce legislation and his membership of the CLA's board of direc-

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tors also drew praise. Also recommended was name partner **Pietro Tamburrini** of Tamburrini Savi & Associati Studio Legale in Milan. As well as providing counsel on matters such as multimedia e-business and outsourcing, he is coordinator of the legal board of the Italian Association for Software Protection.

In Belgium, Hunton & Williams LLP's **Christopher Kuner** is considered "one of the leading EU experts in data protec-

tion", working on data protection compliance projects for multinationals in financial services, human resources, online services and pharmaceuticals. He is also well versed in counselling clients in negotiations with the European Commission, the article 29 working party and European data protection authorities. Ireland's Beauchamps Solicitors received glowing reviews thanks to the head of its technology and IP unit **Maureen Daly**. Her work in areas such as domain names and IT licensing, as well as her lecturing on IT issues, is widely admired by her peers.

#### GLOBAL STARS

**Stéphan Le Goueff**, founder of LG@vocats, was lauded as "the go-to guy in Luxembourg", a growing area for IT. His counsel on the implementation of internet sites and regulatory issues was deemed "second to none". Brazilian **Ricardo Barretto Ferreira da Silva** of Barretto Ferreira Kujawski Brancher e Gonçalves is a "well-recognised, well-connected" name partner, offering domestic and international clients a broad practice including public services work and policy counselling. At Estudio Millé, Argentine lawyer **Antonio Millé** was described as "a leading name in South America" and "very well established". He is chairman of the Latin American High Technology, Computers and Law Institute. In Australia, "stellar practitioner" **Peter Leonard** of "major IT players" Gilbert + Tobin was highly praised for his "excellent outsourcing work", licensing arrangements, content platform and licensing contracts, and is also highly experienced in internet services and content regulation in Australia and the Asia-Pacific region. The Bangalore office of J Sagar Associates (India) is home to the "brilliant" **Sajai Singh**, considered by some to be "one of India's key technology lawyers". His practice includes a great deal of outsourcing and IT contracting work as well as data protection and privacy audits. Respondents especially noted his work for multinationals looking to do business in India. He has acted as counsel to venture capitalists on TMT matters.