



Best Practices for Managing Outsourcing Transactions: Leading Lawyers on Selecting Appropriate Providers and Creating Flexible Service-Level Agreements (Inside the Minds)

Multiple Authors

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Best Practices for Managing Outsourcing Transactions provides an authoritative, insider's perspective on drafting adaptable service-level agreements in a global environment. Featuring experienced partners from law firms across the nation, these experts outline the necessary components for outsourcing deals and explore best practices for managing data security. These top lawyers offer advice on understanding how agreement terms apply outside the United States, engaging in cloud sourcing for IT transactions, and helping clients maintain their relationships with vendors. From understanding a client's business goals before engaging in outsourcing to updating deals as necessary, these experts stress the importance of creating secure partnerships during transactions and discuss key strategies for building perceived changes into an agreement's structure. The different niches represented and the breadth of perspectives presented enable readers to get inside some of the great legal minds of today, as these experienced lawyers offer up their thoughts on the keys to success within this evolving legal field.

Inside the Minds provides readers with proven business and legal intelligence from leading C-Level executives and lawyers. Each chapter offers thought leadership and expert analysis on an industry, profession, or topic, providing a future-oriented perspective and proven strategies for success. Each author has been selected based on their experience and C-Level standing within the business and legal communities.

Chapters Include:

1. Harry Rubin, Partner, Ropes & Gray LLP - "A Practical Guide to Risk Management in Global Outsourcing"
2. Daniel R. Mummery, Partner, Gibson Dunn & Crutcher - "Evolving Nature of Outsourcing Raises New Business and Legal Issues for Customers"
3. Jon Grossman, Partner, Dickstein Shapiro LLP - "Adapting a Service Level Agreement to Technology"
4. Christopher Ford, Partner, Morrison & Foerster LLP - "Outsourcing Today: Enterprise-Wide Solutions, Smaller Deals, and a Mature Community"
5. Peter R. George, Partner, Baker & McKenzie LLP - "A Perfect Storm: Risk Management Tools for the Confluence of Increased Regulatory Oversight, Cloud Services, and BYOD"
6. Emma Maconick, Partner, King & Spalding - "Climate Change: Cloud Sourcing as the New Normal for IT Outsourcing Transactions"
7. Dr. Trevor W. Nagel, Partner, White & Case LLP - "Structuring Multi-Supplier IT Environments"
9. Michael Orlando, Partner, Sheppard Mullin Richter & Hampton LLP - "Key Contract Considerations and Governance Issues for Managing Outsourcing Risks"
10. Randall S. Parks, Chair, Global Technology and Outsourcing Practice Group, Hunton & Williams LLP - "Outsourcing Governance and Program Management: An Evolution"
11. Monica Verma, Partner, Baker & Hostetler LLP - "Creating and Maintaining a Successful Relationship"

with Outsourcing Vendors"

12. Michael J. Brito, Partner, Akin Gump Strauss Hauer & Feld LLP - "Cloud Computing, Multi-Sourcing Create New Challenges in Outsourcing"

13. Peter Burns and Matt Karlyn, Partners, Cooley LLP - "What Companies Need to Know About Outsourcing Contracts"

Appendices Include:

Appendix A: Sample Market Currency Procedures

Appendix B: Checklist and Summary of Key Contractual Terms to Consider for Outsourcing Contracts

Appendix C: Overview of Typical Exhibits and Schedules

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