



# Technology & Outsourcing

## Practice area

Technology is central in shaping our future and it is therefore paramount to safeguard the legal as well as technological aspects of selling, purchasing and using IT. We tailor our advice to our clients' specific needs vis-à-vis the newest technology.

## SUB AREAS

E-commerce  
IT contracts  
Outsourcing

At a time when technologies such as cloud and artificial intelligence are transforming all industries, it is critical for any business to combine the use of these technologies with solid legal understanding and support, contractual as well as regulatory. Robust and well-thought-out IT contracts play a key role in ensuring that technology investments deliver the expected value and effectively support companies' business goals.

For IT buyers, this applies from the initial planning and selection of technology partners to contract negotiation and project implementation. It is crucial that each phase is managed with careful consideration of technical, commercial and legal aspects. This not only contributes to the success of the project, but also to ensuring compliance and optimal risk management.

For IT salespeople, it is also important to understand the customer's needs, what is delivered, and the customer's own contribution in this context.

Our experience is wide-ranging and includes, among other things, special expertise in advising financial companies which often face complex regulatory requirements when outsourcing IT and technology services. Together with technology partners such as RISMA Systems, we have developed innovative solutions that support financial firms in navigating these regulatory landscapes.

By focusing on advice tailored to our clients' unique needs and commercial goals, clients are able to navigate the technology landscape with greater confidence.

Legal advice in IT projects is not only about avoiding potential pitfalls, but also about taking full advantage of opportunities so that each technology investment maximizes its value and contributes positively to the client's long-term business strategy.

## Cases

Case News 08.05.2023

Funds advised by Agilitas complete the buy-out of NNIT's IT infrastructure outsourcing business

Case News 15.06.2021

Sentia sells data center

## Our specialists



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# Ratings



2024 The Legal 500

Within Information Technology and within Telecoms, Plesner is a first tier firm.

"The practice provides to-the-point, pragmatic and business-oriented advice"



2024 Chambers Europe

Plesner is listed in "Band 1" as regards Information Technology.

"Plesner is a full-service law firm with a lot of highly skilled lawyers in many areas"

"The team offers timely advice and is always available for a call to help or assist"



2023 The Legal 500

Within Information Technology and within Telecoms, Plesner is a first tier firm.

"Plesner's team has mastered the art of creating major outsourcing contracts. Both in terms of negotiating the agreement but also in terms of creating a pleasant and respectful negotiation environment"

"Very strong skills and up to date knowledge with a high level of expertise and experience. Legally precise and commercially useful advice"

"The team has great insights within their area of expertise and is able to deliver very qualified advice. They are extremely competent and very friendly"



2023 Chambers Europe

Plesner is listed in "Band 1" as regards Information Technology.

"The lawyers are highly skilled and show a good commercial understanding. They are highly specialised in their areas, and the team altogether has a good breadth"



2022 The Legal 500

Within Information Technology and within Telecoms, Plesner is a first tier firm.

"The team is first of all very competent and are thought leaders within the area. They have developed the Legal Hub, that is a web tool, gathering relevant information to business people within the legal area"

"Plesner provides excellent specialist advice in IT-related matters"

"The Plesner IT practice advises from an in-house business-minded perspective, not from a distanced risk-averse mindset. They also have the technical expertise to understand the software service/product which is being licensed in/out"

"Very competent and professional service"

"High quality legal advice and very good commercial knowledge. Very short response times, continuously able to adjust if requested"



2022 Chambers Europe

Plesner is listed in "Band 1" as regards Information Technology.

"Plesner has the depth and knowledge"

"We always experience a high level of legal and commercial insight and advice with Plesner"