

“ Ian Kyer and John Beardwood are experienced practitioners who understand the relationship aspects of outsourcing.

They have prepared a book that recognizes and reflects their experience ... Their book will contribute ... to more successful outsourcing transactions.”

Richard Austin
Chief Legal Counsel of EDS Canada
President of the Canadian IT Law Association



C. Ian Kyer, B.A., M.A., Ph.D., LL.B., is a partner and the Chair of the Technology and Intellectual Property Group in Toronto, practising corporate/commercial law with an emphasis on serving information technology companies. Mr. Kyer advises buyers and sellers of technology on acquisitions, licensing, outsourcing and technology-related legal disputes and is regularly retained by the federal government and the Ontario provincial government with respect to computer related transactions and disputes.

The Canadian/Legal LEXPERT Directory has stated that Ian Kyer is one of the most consistently recommended “leading practitioners - Toronto”. He has been listed for several years in The Leading 500 Lawyers in Canada and has twice been rated one of the top 25 IT lawyers in the world in Euromoney’s The Best of the Best.

Mr. Kyer is the founder and first president of the Canadian IT Law Association (IT.Can), and is a past president of the Computer Law Association, Inc. (now ITech Law.Org), the U.S.-based organization that serves computer and information technology lawyers in North America and elsewhere. He has also written and spoken extensively on computer and telecom-related legal issues, both in Canada and internationally, and has co-authored books on the history of legal education in Ontario and on computer-related legal agreements. Mr. Kyer is on the steering committee of the firm’s national Technology and Intellectual Property Practice Group, and is director of the Toronto office’s Information and Technology Practice Group.



John P. Beardwood, B.A., M.A., LL.B., is a partner with the law firm of Fasken Martineau DuMoulin LLP, practising in the Toronto office. John is engaged in a corporate/commercial practice, with an emphasis on information technology and privacy law related matters. John is listed among the world’s pre-eminent Internet and e-commerce lawyers in the Who’s Who Legal –The International Who’s Who of Business Lawyers. He is recognized in The Best Lawyers in Canada for information technology law and is recommended as a leading outsourcing practitioner in the PLC Which lawyer? Yearbook 2008-2009 and in the PLC Outsourcing Handbook.

John is Co-Chair of the National Technology and Intellectual Property Group, Co-Chair of the Outsourcing Group, and Vice-Director of the Privacy and Information Protection Practice Group. John works closely with clients in preparing and negotiating various technology-related transactions, including outsourcing, licensing, implementation, distribution, technology transfer, strategic alliance and e-commerce related transactions. He is a frequent national and international speaker and publisher on various IT and privacy law-related topics and has been interviewed for CBC Metro Morning, The Globe and Mail, ITBusiness.ca, Computing Canada, CBC Marketplace, Canadian Business Magazine, 1010 CFRB, and was featured on the cover of CBA National Magazine for the feature article “The Outsourcing Lawyers.”

John is the founder and past Chair of Canadian Bar Association National Privacy and Access Law Section; Co-founder of the Ontario Bar Association, Privacy Law Section; Member of the Executive Committee and Program Chair, ITechLaw (formerly Computer Law Association); Co-founder, past Director and past Treasurer, Canadian IT Law Association; and Canadian editor for Computer und Recht International (CRI).

OUTSOURCING

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wrote
the
book...

Helping you manage
your outsourcing
transactions to their
full potential

How can you realize the benefits of outsourcing while minimizing the risks that could jeopardize your business?

Although there are often significant benefits to outsourcing, the challenges of entering into a successful arrangement can be complex. “**Outsourcing Transactions: A Practical Guide**” is a loose-leaf service that analyzes the critical issues from the perspective of both parties while demonstrating how a successful outsourcing relationship can be created and maintained for the long term. The innovative thinkers at Fasken Martineau draw on their deep outsourcing experience to simplify and guide you through the full process. Each chapter has been written by subject matter experts in multiple jurisdictions identifying key legal and business issues such as:

- Deciding if outsourcing is the right decision
- The RFP process
- Pricing and payment
- Benchmarking and its alternatives
- Implementation, governance and administration
- Exit strategies
- Special jurisdictional issues, cross-border transactions and offshore outsourcing

You will find this guide to be an invaluable resource in realizing tangible market benefits and long term success. For more information about the guide or outsourcing in general, please visit our website at www.fasken.com/outsourcing or contact the editors directly:

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