

European Technology Summit



Vinny Sanchez

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Vinny Sanchez is the Global Co-chair of DLA Piper's Technology Transactions and Strategic Sourcing practice and is highly recognized as a leading technology and outsourcing lawyer by *The Legal 500 US* and *Chambers*.

Vinny advises clients in complex technology, strategic sourcing/outsourcing and commercial transactions, including post-contract matters that arise during the normal course of these relationships such as implementation/transition challenges, governance, audits and disputes. A significant part of his practice also includes representing clients in digital transformation programs and supply chain management, including Nth party risk, business continuity and data and cyber risks. He also advises clients in technology acquisitions, divestitures, and joint ventures; strategic alliances and collaborations; and the commercialization of technology and data assets.

Vinny's strategic sourcing/outsourcing experience involves the outsourcing of key business and technology operations, such as those related to information technology (networks/telecommunications, data center/co-location, application development/management, infrastructure, etc.), human resources, facilities management, finance, accounting, supply chain management, clinical trial, payment processing, research and development, and other key operational functions. He also advises clients on the development of strategic sourcing programs, including matters covering the entire contract lifecycle management process such as contract policies and templates, training/education programs, risk assessments, contract deviation reports, and governance/vendor management. He also has worked with clients on contract strategies for adopting, and accelerating the procurement of, new technologies.

Vinny's digital transformation experience involves advising clients in navigating the legal and operational risks associated with the digital transformation of the enterprise and the evolution of business models that leverage both technology and data as strategic assets to be optimized and potentially monetized. He advises clients on critical implementation and transformation projects, including the migration of key business processes to cloud-based services and the shift from traditional lift-and-shift outsourcing models to "as-a-service" models. He also works with clients through their digital journey, including navigating the phases of ideation/incubation, innovation and commercialization or operational integration. As a trusted digital advisor, he guides clients through (1) the risks associated with establishing new digitally focused business models and platforms, (2) the adoption of new digital technologies such as artificial intelligence, machine learning, edge computing, cloud enablement and blockchain, and (3) managing technology and data as core strategic assets.

Vinny's supply chain experience involves working with clients on navigating the risks associated with complex supply chains and ecosystems, especially those dependent upon digital technologies and data assets. He represents clients in supply chain and manufacturing agreements and regularly advises clients regarding Nth party risk, business continuity and data and cyber risks. (e.g., business continuity and concentration risk).

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