



*The World's Leading
Patent & Technology
Licensing Lawyers
2010*

commercial licensing agreements in the areas of IT and communications. Borenus & Kemppinen partner **Pekka Tarkela** is noted as "a strong IP and IT all-rounder, who is on everyone's radar". Tarkela mainly focuses on representing licensees of IT services and advising third-party telecommunications companies on the negotiation of licence agreements with Nokia. **Martin von Willebrand** of HH Partners is an IT and internet licensing expert who primarily advises clients on open source technology. He has helped to set up Validos – a collaboration of companies that pool compliance information on open source technology. Also at HH Partners is **Alf-Ole Wanamo**, who is also heavily involved in the IT licensing and outsourcing field. ■

France

France has highly active IT, life sciences, automotive, defence, energy and other high-technology industries, all with complex licensing requirements. French lawyers have historically focused on litigation, but are increasingly sought out by clients seeking more sophisticated drafting in order to avoid disputes resulting from unclear contracts. Against this backdrop, it is unsurprising that many of the leading lawyers working on licensing and technology transactions also have litigation practices. A keen awareness of the potential for disputes and the ability to avoid them through deft contract drafting are valued skills in this market.

Ahmed Baladi made partner at Allen & Overy in May 2010. He focuses on non-contentious IT matters, specialising in assisting financial institutions with major systems integration, IT and business process outsourcing, invariably involving extensive complex licensing arrangements. **Alain Bensoussan**, founding partner of IT boutique Alain Bensoussan Avocats, is "a well-known name" for technology transfers, among other matters, and is "an excellent choice for the best France-focused deals". **Jean-François Bretonnière** of Baker & McKenzie maintains a diverse IP practice with an international flavour. He spends a significant amount of time on IP transactional work,

France

Ahmed Baladi
Allen & Overy LLP, Paris

Alain Bensoussan
Alain Bensoussan Avocats, Paris

Jean-François Bretonnière
Baker & McKenzie, Paris

Stéphane Lemarchand
Bird & Bird AARPI, Paris

Bertrand Liard
White & Case, Paris

Dominique Ménard
Hogan Lovells (Paris) LLP, Paris

Arnaud Michel
Gide Loyrette Nouel AARPI, Paris

Marianne Schaffner
Linklaters LLP, Paris

Denis Schertenleib See p101
Cabinet Hirsch & Associés, Paris

including licensing. **Stéphane Lemarchand** heads the IT team at Bird & Bird's Paris office and, despite the firm's superior reputation for litigation, proves to be "a leader for IT licensing transactions". At White & Case, **Bertrand Liard** devotes a significant amount of his time to technology and patent licensing, with peers noting a significant amount of transactional work in the IT field. Clients include major financial institutions and players in the energy and automotive industries. Like many practitioners in the French market, Hogan Lovells' **Dominique Ménard** has a wide-ranging IP practice that takes in litigation, transactional and advisory work. The licensing aspect of his practice spans a number of sectors, most notably life sciences, automotive, energy and defence-related industries. **Arnaud Michel** of Gide Loyrette Nouel advises on many of the most complex licensing matters in the market. He is trusted for his combination of contentious and non-contentious expertise, which enables him to forestall prospective disputes, and for his knowledge of a wide range of sectors, including