

Alain Bensoussan-Avocats is the largest dedicated technology firm in France, and has a comprehensive range of expertise. Alain Bensoussan is a prominent figure in his field, and Jean-François Forgeron is 'a great professional and excellent litigator', 'whose unique objective is to satisfy his clients' interests'.

Ahmed Baladi heads **Allen & Overy LLP's** TMT practice, which earns instructions on some of the most innovative hi-tech and IT projects including new media, cloud computing, anti-piracy and data protection issues. The team represents major IT suppliers, users and several internet giants. The practice is equally strong in telecoms, especially for EU and regulatory matters under Olivier Fréget and Michel Struys.

Bird & Bird is recommended for large IT projects. It has 'outstanding business acumen' and 'really pays attention to clients' needs'. The 'very professional, easygoing and efficient' Stéphane Leriche is regularly appointed by large corporations to advise on major outsourcing projects, while Marion Barbier and Alexandre Vuchot focus on contractual and commercial litigation for leading internet clients. The 'very responsive and commercial' Marc Schuler joined from **Nixon Peabody LLP**, reinforcing the firm's media and technology expertise. Ariane Mole heads the dedicated data protection team and advises on global compliance issues.

Stéphane Lemarchand heads **DLA Piper's** superb IT practice, which continues to attract new high-profile clients and panel appointments. The 12-lawyer practice advises on matters ranging from major outsourcing projects and litigation. The firm's balanced client base includes large technology users and providers, and it is assisting Airbus/EADS with the restructuring of its global IT network. Data protection expert Carol Umhoefer is recommended along with recently promoted partner Gregory Tulquois. Florence Guthfreund-Roland joined from **Simmons & Simmons LLP** to lead the new telecoms practice.

IT boutique **Derriennic Associés** 'always reactive and proactive' team has 'great industry knowledge'. It advises on the negotiation of large complex IT contracts and excels at litigation. The practice also has strong expertise in the digitization of formal acts and signatures. François-Pierre Lani, Georges Jensemle and Pierre-Yves Margnoux head the team, which assists many prominent technology and industrial companies, software publishers and insurers.

Feral-Schuhl/Sainte-Marie shows very strong IT business acumen. It advises large end users, including leading financial institutions, on matters such as the negotiation and implementation of large outsourcing projects. The 13-lawyer team includes current Paris Bar President Christiane Feral-Schuhl, as well as Bruno Grégoire Sainte Marie, Etienne Papin,

Olivia Luzi, and 'dedicated', 'tough negotiator' Olivier de Courcel.

Latham & Watkins' 'quick and efficient' seven-lawyer team has 'a global approach on matters' and 'client-oriented advice'. 'Great negotiator' Jean-Luc Juhan, who is 'very sharp and down-to-earth' and has 'a very good knowledge of the industry', advises high-profile French and international groups on large outsourcing and integration system projects. Myria Saarinen, who specialises in data protection issues and handles litigation for large international companies, shows 'a very high level of technical knowledge' and 'a constant positive attitude even in difficult situations'.

Norton Rose LLP's growing IT practice acts for numerous CAC 40 companies, including Carrefour, and has deeply entrenched relationships with leading French financial institutions such as BNP Paribas. The five-lawyer team is usually instructed to manage innovative projects large, multi-jurisdictional outsourcing projects such as advising L'Oréal on an outsourcing deal with technology supplier XChanging. Practice head Marc d'Haultfoeuille is very dynamic and experienced, and of counsel Nadège Martin is also recommended.

Aramis has 'excellent industry knowledge', 'high negotiation capabilities', and gives 'constructive advice'. It advises large end users on IT and outsourcing projects. The firm also has a cutting-edge practice in e-payment issues and recently advised Wirecard on a very ambitious project for SFR in that area. Benjamin May is building a good reputation.

August & Debouzy advises prominent IT companies and users on matters such as internet law, data protection, licensing, cloud computing, and litigation. Practice head Mahasti Razavi is pragmatic and responsive, Kami Haeri is 'an extremely good litigator', and Florence Chafiol-Chaumont has 'strong IT experience'. In the telecoms industry, Christophe Clarenc acts for France Télécom in its strategic disputes with competitors.

Cotty Vivant Marchisio & Lauzeral's Guillaume Seligmann runs a dynamic practice which attracts high-profile users such as Moët Hennessy Information Services, Hyundai Motors and La Banque Postale, as well as some technology providers. Seligmann is expert in the drafting and negotiation of large technology agreements regarding outsourcing, licensing and innovative projects. He assisted LVMH with the negotiation of technology agreements for LVMH entities. The team is also involved in innovative online projects for leading French media and press groups.

Courtois Lebel has longstanding experience in the IT sector, advising on issues such as deal negotiations, project implementation and litigation. Clients include technology companies and end users including many insurers such as

IT, TELECOMS AND THE INTERNET

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Franklin

Gide Loyrette Nouel A.A.R.P.I.

Hogan Lovells (Paris) LLP

Bersay & Associés

DS Avocats

Field Fisher Waterhouse

Herbert Smith Freehills LLP

Hugotavocats

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Ichay & Mullenex Avocats

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CNP Assurances and Mondial Assistance. Hervé Gabadou, Cédric Frenel and Arnaud Tesselonikos head the nine-lawyer practice.

De Gaulle Fleurance & Associés' 'extremely creative' team is particularly well versed in new media issues. Cloud computing, e-commerce, online gaming, tax on online services, and content or data protection are other areas of expertise. The practice is also very strong in contentious and non-contentious IP pertaining to the software and internet sectors. The firm also advises technology providers and users on IT contracts. The firm recently advised longstanding client Microsoft on the signing of a strategic partnership with Orange. Béatrice Delmas-Lineil, Louis de Gaulle, Julien Horn, Jean-Marie Job and Frank Valentin are recommended.

Franklin has strong experience in telecoms, IT, internet and outsourcing projects as well as data privacy and encryption issues. The nine-lawyer practice, led by Bradley Joslove, advises major technology providers and users including Danone and providers as well as start-ups and a number of Indian technology companies. The

OTHER RECOMMENDED FIRMS

Altana
 Alyanakian Avocats
 Aston
 CMS
 Clifford Chance
 Dentons
 Eversheds LLP
 Fasken Martineau LLP
 Gilles Vercken Avocats
 Granrut Avocats
 Jones Day
 K&L Gates LLP
 Laude Esquier Champey
 Lawint
 LexCase
 Taylor Wessing
 Teissonnière Sardain Chev e
 White & Case LLP

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team is also involved in a high-profile dispute in the telecoms sector.

Gide Loyrette Nouel A.A.R.P.I. has a strong practice advising governments, notably in Africa, on the development of legal frameworks for telecoms and optic-fiber networks. For example, the practice recently advised the Republic of Guinea on matters pertaining to the country's involvement in the international submarine cable (ACE) project. Internet law is another area of expertise, and Thierry Dor assists users with IT and data protection matters. Olivier Cousi and R emy Fekete are highly knowledgeable.

Hogan Lovells (Paris) LLP's David Taylor has established one of the leading domain name practices in France and globally. The team advises many internet giants on their domain name strategy and the launch of new generic top level domains, as well as related litigation. Head of the IT and contract practice Mikael Salmela advises various banking and healthcare sector clients. Winston Maxwell represents various international telecoms operators and regulatory authorities.

Bersay & Associ es' of counsel Martine Georges-Na im has extensive experience in the telecoms sector and often represents alternative operators before the regulator. The IT practice is headed by of counsel Delphine Touboul, who advises on system integration projects, e-commerce and internet agreements.

DS Avocats regularly represents France T el ecom before courts, including in recent disputes with Num ericable, SFR and Free. Alexandre Limbour is a highly recommended telecoms regulatory and contentious expert. The practice also advises on internet matters.

Field Fisher Waterhouse's 'very reactive and efficient' four-lawyer team 'understands business

needs and its responses are straight to the point'. The practice advises technology providers, software companies, internet companies and many technology users. Christopher Mesnooh has 'longstanding, in-depth experience in the technology sector', and his French and American cultural and legal background makes him very popular with Californian technology companies. Bruno Ducoulombier has 'solid knowledge of commercial law in the technology field' as well as 'global business understanding', attributes which help him to advise on IT contract negotiations as well as litigation.

Leading names in the internet sector turn to **Herbert Smith Freehills LLP**, which is recognised for its profound understanding of the sector, including for IP, e-reputation and e-commerce issues. The practice also advises users on their IT needs and handles an increasing amount of data protection work. Alexandra N eri heads the practice, which was reinforced when of counsel Olivier Haas, who has an engineering background, joined from **Franklin**.

Hugotavocats has particular expertise in the free software sector, where it is adviser to the Free Software Foundation. The practice also has a strong knowledge of the internet, social media and e-commerce issues, and represents clients such as Wikimedia Foundation and MySpace. Jean-Philippe Hugot and Olivier Hugot head the five-lawyer team.

Claudia Weber heads **IT Law Avocats'** six-lawyer practice, which is recommended for IT and telecoms projects. Clients include service providers and technology users.

Ichay & Mullenex Avocats' 'business-minded and dedicated professionals' are praised for their straight-to-the-point approach and 'highest personal commitment'. The practice recently advised key client Monaco Telecom on various projects in Africa, and has a growing client base in the internet sector, notably in the online gaming and internet ticket resale industries. Clients include Viagogo and Orbitz. Practice head Diane Mullenex, Annabelle Richard and corporate partner Fr ed eric Ichay are recommended.

Kahn & Associ es' six-lawyer team, which is headed by Sabine Lipovetsky and Fabrice Perbost, advises on IT, internet and telecoms matters. Work includes contracts, data protection and litigation, and the practice has a growing client base in the online gaming sector. Clients include hardware and software companies.

Latournerie Wolfrom & Associ es' Marie-H el ene Tonnellier has 'great experience in IT law', and advises many technology users on integration and development contracts. Telecoms, the internet and e-commerce are other fields of expertise with the team's key clients including Voyages-sncf.com and Fnac.com.

Magenta's five-lawyer team is 'greatly reactive', and has 'in-depth knowledge of the

mobile and fixed telecoms sectors'. The firm has 'deep understanding of regulation and competition issues', and represents alternative operators such as Outremer Telecom and Aphone. Sylvain Justier and Vincent Jauret are recommended.

NomoS has great understanding of digital and internet matters, as well as IT and data protection matters. Clients include internet-based companies such as Yahoo! and Amazon, as well as large corporations with website issues. H el ena Delabarre, Eric Lauvaux and Armelle Foulon are recommended.

Racine's 'really efficient' four-lawyer practice is recommended for its 'real capabilities in understanding the technical aspects of a given project'. Isabelle Renard, who has a background in engineering, heads the team which has 'great negotiation skills'. It advises major users on large projects such as IT contracts or cloud computing issues, and also undertakes litigation. Clients include the newspaper, *Le Monde*.

Staub & Associ es is recommended for IT and internet advice, particularly integration projects, e-commerce and data protection matters for technology providers and users. Sylvain Staub heads the practice.

Stehlin & Associ es advises major technology providers and users on large integration projects, as well as domain names and IP issues. Fr ed eric Lecomte heads the team, which also handles litigation. Tata Technologies and Dell are regular clients.

Insolvency

De Pardieu Brocas Maffei A.A.R.P.I. handles an impressive caseload, including acting in the *Coeur D efense* case and Orco Property's debt restructuring. The firm has remarkable expertise acting for creditors and bondholders, as well as representing distressed companies or administrators. The team includes the experienced Philippe Dubois, Jacques Henrot, Paul Talbourdet, Matthieu Barth el emy and counsel Joanna Gumpelson.

Weil, Gotshal & Manges stands out for its 'ability to cover the whole range of restructuring and insolvency matters', and having the 'highest level of techniques'. The practice's prominent track record includes recent involvement in the *Petroplus* and *Coeur D efense* cases. Jean-Dominique Daudier de Cassini and Philippe Druon are recommended.

Willkie Farr & Gallagher LLP demonstrates 'great techniques and high commitment toward its clients'. The team has extensive experience handling headline cases, including multi-jurisdictional proceedings, and acting from all parties' perspectives. It is advising Doux on its financial restructuring and bankruptcy