

## Accomplishments (Selection)

| Project   | Activity  | Industry  |
|---|---|---|
| Data Protection   | <ul style="list-style-type: none"> <li>Drafting of the Privacy Statement and Cookie Notice for website (GDPR compliant).</li> </ul>   | IT Provider, Switzerland; Software-as-a-Service Provider, Switzerland and international                     |
|   | <ul style="list-style-type: none"> <li>Research and advising on data protection issues (incl. GDPR).</li> </ul>   | Aviation / Manufacturing, international   |
|   | <ul style="list-style-type: none"> <li>Implementation of data protection policies, procedures, and guidelines in the company (IT systems).</li> </ul>   | Aviation / Manufacturing, international   |
|   | <ul style="list-style-type: none"> <li>Negotiation of Data Processing Agreement.</li> </ul>   | Cloud Provider, international   |
| Standard Contracts  | <ul style="list-style-type: none"> <li>Drafting standard contracts for IT Providers for all business areas on a modular basis.</li> </ul>   | IT Provider, Switzerland and international  |
|   | <ul style="list-style-type: none"> <li>Developing of standard agreements for datacenter services on a modular basis.</li> </ul>   | Datacenter Services Provider, Switzerland   |
|   | <ul style="list-style-type: none"> <li>Drafting License Agreements for CRM Software.</li> </ul>   | Software company, Switzerland   |
| ICT Sourcing Requirements   | <ul style="list-style-type: none"> <li>Preparing and drafting customer requirements for ICT sourcing projects.</li> </ul>   | Aviation / Manufacturing, international   |
| Contracting Guidelines  | <ul style="list-style-type: none"> <li>Drafting of contracting and negotiating guidelines.</li> </ul>   |   |
| General Terms and Conditions (T&C)  | <ul style="list-style-type: none"> <li>Establishing industry specific terms and conditions.</li> <li>Drafting of cloud specific terms and conditions.</li> </ul>  | Technology pioneer, international   |
| Standard Proposals  | <ul style="list-style-type: none"> <li>Phrasing a Standard Proposal for all Services.</li> </ul>  | IT Provider, international  |
| Contract reviews and negotiations   | Review, negotiation, and amendment of ICT contracts.  | Cloud Provider, international; Datacenter Services Provider, Switzerland, IT Hardware Provider, Switzerland |
| IT-Outsourcing including Application Development, IT Operations, Managed Services and BPO (Output Management) | <ul style="list-style-type: none"> <li>Provision of contract wording for application development, projects, technical specifications, and Service Level Agreements (SLA), terms negotiated and implemented.</li> <li>Person in charge for all legal and commercial matters.</li> <li>Contract risks identified and analysed; prepared as a basis for decision-making.</li> <li>Escalations de-escalated.</li> </ul> | Financial Services, Switzerland   |
| Agile Contract for Digital Transformation Operation Platform  | Designed the concept of an agile contract model and drafted respective wording.   | Global Insurance Company (HQ Switzerland)   |

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| Service Agreement for Cloud and Data Centre Services  | <ul style="list-style-type: none"> <li>Contract for hosting and data centre services drafted.</li> <li>Lead negotiator and post signature implementation.</li> </ul>  | Financial Services, Switzerland   |
| Managed Services Contracts:   | <ul style="list-style-type: none"> <li>Lead Negotiator.</li> </ul>  | Manufacturing, Switzerland  |
| <ul style="list-style-type: none"> <li>Shared Utility Solutions</li> <li>Business Continuity and Disaster Recovery</li> </ul>                       | <ul style="list-style-type: none"> <li>Drafting contract and amendments.</li> <li>Legal and contractual risks identified, analysed, assessed, and prepared as a basis for decision making.</li> </ul>   | Technology Company, international   |
| Outsourcing Agreements:   | <ul style="list-style-type: none"> <li>Lead negotiator in various contract negotiations in English and German.</li> </ul>   | Telco, Transportation, Automotive and Logistics Industry, FSI, Pharmaceutical Industry, Life Science, Manufacturing and Tobacco Industry, Switzerland and international |
| <ul style="list-style-type: none"> <li>Infrastructure</li> <li>End User Workplace</li> <li>Application Management</li> <li>Managed Print</li> </ul> | <ul style="list-style-type: none"> <li>Drafting of agreements and amendments in English and German.</li> <li>Legal and contractual risks identified, analysed, assessed, and prepared as a basis for decision making.</li> </ul>  |   |
| Application Management Agreements and GTC   | GTC and application development agreements concerning flight planning and passenger handling drafted and amended, negotiated, and implemented, where required.  | Travel and Transportation, (Aviation Industry)  |
| Hardware Sale, Systems Integration and other Managed or Professional Services Agreements  | Contracts for PC rollout, managed print services and systems integration drafted, negotiated, and implemented.  | All Industries, Public Sector, Switzerland  |
| Contract Management   | Contact person for contractual, legal and commercial matters relating to large, complex IT services contracts.  | All Industries, International   |
| Software Contracts  | Modelling, negotiating, and concluding license, partner, software development contracts and project agreements for security software (PKI, encryption, and digital signatures).   | All Industries, International   |
| Legal Advice (In-house)   | <p>Advising and training of staff and project teams mainly in the following areas:</p> <ul style="list-style-type: none"> <li>IT law</li> <li>Data protection law</li> <li>Contract law</li> <li>IP law</li> <li>Antitrust and competition law</li> <li>Company law</li> <li>Labour law</li> <li>Leases</li> <li>Leasing and Financing</li> </ul> | All Business Areas of a major global IT Company   |