

## Steven A. Certilman

### Summary of IT-Related Experience

My ADR practice has a heavy concentration in corporate and commercial law and especially information technology, outsourcing and intellectual property disputes. I have served in cases including, for example, custom software development, SAP implementation, Magento ecommerce platform implementation, custom website development, SEO and enterprise operating system and network migration.

As an attorney, I have served as lead counsel in more than 150 outsourcing engagements and at least 25 software development/licensing agreements, representing both the client and vendor sides. These engagements have included:

- Drafted, reviewed and negotiated more than 100 business process outsourcing agreements and scope of work agreements for vendor to Fortune 50 companies
- Representing IT vendor, reviewed RFP's and worked embedded in sales team to prepare responses and replies to customer follow-up inquiries
- Negotiated enterprise hardware supply agreements and hardware lease agreements
- Structured, negotiated and implemented strategic alliance for co-venturing IT principals
- Drafted and negotiated custom software design, license and maintenance agreements
- Negotiated license with SAP for corporate client
- Reviewed business model and performed website legal compliance review including drafted website terms and conditions
- Negotiated online advertising contracts such as click-through contracts
- Drafted online publishing contracts
- Drafted and negotiated web development agreements and web hosting agreements for providers of website services
- Drafted and negotiated non-disclosure agreements and intellectual property assignments for employees and consultants

I have served as panelist or sole arbitrator in approximately forty IT arbitrations and as mediator in approximately twenty more, some of which were international disputes. I have also served as the trial referee in the Superior Court of the State of Connecticut in a software development lawsuit.