



Cameron Abbott

Practice Area Leader - Corporate

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OVERVIEW

Cameron Abbott is a practice area leader for the global corporate team and also co-practice group coordinator for the global commercial technology and sourcing group. He is also the privacy officer for the firm's Australian offices. He also leads and regularly writes posts for the K&L Gates blog on CyberWatch: Australia.

Cameron is a corporate lawyer who focuses on technology, cybersecurity and privacy matters. He assists corporations and vendors in managing their technology requirements and contracts, particularly large outsourcing and technology procurement issues including licensing terms for SAP and Oracle and major system integration transactions.

Cameron partners with his clients to ensure market leading solutions are implemented in to their businesses. He concentrates on managing and negotiating complex technology solutions, which regularly span multiple jurisdictions as well as advising on electronic data retention and data privacy issues. In telecommunications he has helped clients navigate the pitfalls of rolling out ISP networks, Australia's first wholesale fiber to the home telecommunications networks and several embedded networks.

He partners with his clients, many of whom are utilities and heavy asset industries, to ensure market leading solutions are implemented with the best risk mitigation possible while retaining value for money commercials. With the deep focus around key platform implementations, Cameron brings a detailed understanding of the approach and likely positions of all the major vendors in the market on key risk issues. Cameron acts for a range of large listed corporations, government corporations and departments as well as multi-national system integrators and software vendors. He has many years of experience working on transactions to and from Asia, especially India.

ACHIEVEMENTS

- *Best Lawyers in Australia*, listed in Information Technology Law (2014-present)
- *Best Lawyers in Australia*, listed in Privacy and Data Security Law (2017-present)
- Both Cameron and K&L Gates were recognised as the exclusive Legal Influencer for TMT – Australasia by *Lexology*, 2018 (Content Marketing Awards)

- Listed as Preeminent Leading Technology, Media & Telecommunications Lawyer in *Doyle's Guide* 2018
- *Best Lawyers in Australia*, awarded Lawyer of the Year Information Technology Law (2018)
- Monash MBA Certificate of Merit – Negotiation and Conflict Resolution
- Monash MBA Certificate of Merit – Managing People at Work
- Melbourne University, LLB – Prize: Jurisprudence
- Melbourne University, LLB – Prize: Civil Procedure and Evidence

PROFESSIONAL / CIVIC ACTIVITIES

- Internet Industry Association member
- Australian Indian Business Council member
- Intellectual Property Society of Australia and New Zealand member
- Victorian Society for Computers and the Law member

SPEAKING ENGAGEMENTS

- "Privacy Reforms", Australian Corporate Lawyers Association (ACLA), Brisbane, Melbourne and Perth, 2013
- "Indian Australia Trade", Victorian Government Trade Mission Forum, 2012
- "Cloud Computing", Quest Conference, CIO Forum, 2012
- "Trends in Outsourcing", ACLA Conference, 2010
- "Creating Service Levels", LexisNexis, 2010

EDUCATION

- M.B.A., Monash University, 2007
- LL.B., University of Melbourne, 1997 (*Honours*)
- B.Com, University of Melbourne, 1995

ADMISSIONS

- Federal Court of Australia
- High Court of Australia
- Supreme Court of Victoria

THOUGHT LEADERSHIP POWERED BY HUB

- 13 May 2020, COVID-19: Force Majeure and Your IT Project – Seven Things to Consider Before Pulling the Trigger (*Alerts/Updates*)
- 20 April 2020, From Revenge Porn to Big Data Breaches: NSW Opposition Introduces Bill to Redress "Serious Invasions of Privacy" (*Alerts/Updates*)
- 30 March 2020, COVID-19: (Australia) Forgotten Issues: What Business Continuity Planning in the COVID-19 Era Isn't Contemplating (*Alerts/Updates*)
- 25 March 2020, COVID-19: (Australia) A Phishing Pandemic – Part I (*Alerts/Updates*)
- 20 March 2020, COVID-19: (Australia) Privacy in the Time of Coronavirus (*Alerts/Updates*)
- 3 May 2019, Make cryptocurrency by driving a Jag?! Sign us up (*Research Surveys*)
- 8 March 2019, Un-"tapped" Potential: Gez Z and Transactions (*Research Surveys*)
- 12 February 2019, Crypto founder's death elevates taking a secret to the grave to the next level (*Research Surveys*)
- 17 January 2019, Empire "Blockchain" Building (*Research Surveys*)
- 18 December 2018, Android Users Beware the 21st Century Trojan Horse (*Research Surveys*)
- 6 December 2018, Cybersecurity: Location, Location, Location (*Research Surveys*)
- 14 August 2018, BLOCKCHAIN -BASED BUSINESSES RECEIVE LEGISLATIVE BOOST (*Research Surveys*)
- 13 June 2018, An Old-Fashioned Bank Heist – In Cyberspace (*Research Surveys*)
- 29 May 2018, Augmented Reality: Coming to a Store Near You? (*Research Surveys*)
- 12 April 2018, IOT Group to set up blockchain centre in the Australian energy sphere (*Research Surveys*)
- 13 March 2018, Weather Bureau IT mining cryptocurrencies? (*Research Surveys*)
- 26 February 2018, De-identification of Data and Privacy (*Alerts/Updates*)
- 23 February 2018, Business Bytes: New Data Breach Notification Laws (*Research Surveys*)
- 7 February 2018, Plastic – that is so yesterday (*Research Surveys*)
- 1 February 2018, Starbucks – a trust legitimiser for blockchain? (*Research Surveys*)
- 31 January 2018, Hacking of digital currency exchange leaves Japanese company footing the bill (*Research Surveys*)
- 22 December 2017, FinTech outlook for 2018: US Banks look to AI (*Research Surveys*)

- 13 December 2017, Not Long to Go Until the New Notifiable Data Breach Scheme Begins (*Alerts/Updates*)
- 17 August 2017, Better late than never to the FinTech party (*Research Surveys*)
- 7 July 2017, Surging Adoption Levels of FinTech Services (*Research Surveys*)
- 26 March 2017, Adapt or die, the reality for retail banks during a digital revolution (*Research Surveys*)
- 15 February 2017, On 13 February 2017 the Australian Government passed the Privacy Amendment (Notifiable Data Breaches) Bill 2017. (*Alerts/Updates*)
- 1 September 2016, Bitcoin Operators Exposed to Cyber Threats (*Research Surveys*)
- 29 August 2016, Leading Australian corporate-academic partnership invests in social robotics innovation (*Research Surveys*)
- 22 August 2016, Government committed to introducing mandatory data breach notification laws (*Research Surveys*)
- 5 August 2015, Bitcoin heist – alleged \$72M stolen from Bitfinex (*Research Surveys*)
- 17 March 2016, Salesforce is all in on Fintech (*Research Surveys*)
- 4 March 2016, Fintech investment in the UK – a \$901m business (*Research Surveys*)
- 23 February 2016, Investor Registration Website Launched Following China's Ezubao Scam (*Research Surveys*)
- 4 February 2016, Tech-savvy Aussies Preference Digital Payments (*Research Surveys*)
- 3 February 2016, FinTech Start-ups Shake up Banking Industry (*Research Surveys*)
- 11 May 2015, Development Projects in an Agile World (*Alerts/Updates*)
- February 2014, Getting Personal: How New Privacy Laws Could Affect Your Online Business (*Alerts/Updates*)

OTHER PUBLICATIONS

- "There's a breach," *Ragtrader*, February 2018
- "SMEs face privacy burden with Federal Government moves towards mandatory notification of data breaches", *Smartcompany.com.au*, October 19, 2012
- "Avoiding the data centre property trap", *Computerworld*, September 20, 2012; and *CIO Magazine* September, 2012 * "Council opens passage to India", *The Australian Financial Review*, June 18, 2012
- "Privacy Bill passed by Parliament – important changes for organisations", *Computerworld* November, 2012

NEWS & EVENTS

- 6 July 2020, K&L Gates Corporate M&A Practice Again Among Top Rated in the United States by The Legal 500 with Rankings in Seven Categories and 34 Lawyers Recommended (*Rankings & Recognitions*)
- 1 November 2019, *U.S. News* "Best Law Firms" Rankings Recognize K&L Gates as Corporate "Law Firm of the Year" (*Press Release*)

AREAS OF FOCUS

- Data Protection, Privacy, and Security
- Fintech Lending
- Technology Transactions and Sourcing

INDUSTRIES

- Consumer Products
- Financial Services
- Fintech
- Sports

REPRESENTATIVE EXPERIENCE

- Acting for telecommunications companies and internet service providers in negotiating and drafting telecommunications supply agreements with Telstra, PowerTel, SingTel, Global One, Optus, AT&T, Datacom and MCI Worldcom.
- Advising Papua New Guinea's largest oil and gas exploration and development company, in relation to the negotiation of a system implementation and services agreement for its ERP implementation project. This involved multi-vendor sourcing strategy to allow selection of the provider with the best experience, price, risk and fit for the organisation as well as implementing strategies to captured the best value from licence negotiations.
- Advising a utility company in relation to the terms and conditions of an escrow agreement.
- Advising the owner of one of Australia's four oil refineries on the procurement of new hardware and software for the update of its distributed control system, including the preparation of a bespoke services and implementation contract.
- Lead adviser and negotiator for Accenture on some of the largest outsourcing and business process outsourcing (BPO) transactions in the Asia Pacific region including a global design, build and run SAP consolidation project with BHP valued at AUD250 million.

- Advising Bendigo and Adelaide Bank on a subscription agreement for the provision of data services and advising on the privacy law implications of other AML solutions.
- Advising one of three government owned retail water businesses in Melbourne, on an ERP system implementation project including regarding market engagement strategies for sourcing software, and system implementation (SI) services, and outsourced infrastructure and application support services, compliance with the client's regulatory environment, and a full suite of customer sourcing documentation (RFP, implementation and outsourcing contracts, SLAs).
- Advising Digital Post Australia a joint venture of Salmat and Computershare for the provision of an electronic substitute for physical postal services, this involved overcoming significant privacy issues to design a complying service that is the first of its kind.
- Advising a major Australian energy retailer on its Customer Transformation Project to transform its current Oracle billing system, which was an extremely complicated technical project that involved careful analysis of potential vendors to assess capability to actually deliver the project successfully given its critical role within the business.
- Acting for eServGlobal (now part of Oracle) in a range of international transactions for the implementation of a range of telecommunications solutions.
- Advising Fujitsu on regulatory issues arising in relation to fibre networks and infrastructure rollouts.
- Advising Hampton in the implementation of an intelligent network for the provision of voice and data services as well as the retailing of electricity in a large residential apartment building.
- Advising the largest generator of renewable energy in Australia, on a project for the sourcing and implementation of a global ERP system, including conducting parallel negotiations with enterprise software vendors (Oracle and SAP) for the software solution, developing the SI sourcing strategy and leading the SI services negotiations (which included a three vendor shortlist to meet our client's particular requirements).
- Advising the retail arm of an Australian energy provider in relation to negotiation of a Systems Implementation and Outsourcing Agreement and proposed software and services agreements for the blueprint, design and implementation (by Accenture) of their CRM/ERP Customer Experience Project using Salesforce CRM software and Accenture analytics software, including preparing the implementation services agreement and leading simultaneous negotiations with the two system implementor vendors (Accenture and CapGemini) and leading negotiations with the software vendor (Salesforce) as well as Accenture for its analytics solution.
- Acting for Monash University and managing multiple advisers in a joint venture with the Indian Institute of Technology Bombay (IITB) to establish a research institute situated in Mumbai, India.
- Advising a major Australian energy retailer in negotiating its Oracle licences.
- Advised Tasmanian Networks (TasNetworks), a Tasmanian Government-owned electricity distributor, in relation to the selection of and negotiations for a prime contractor for system implementation, products and support services for the TasNetworks Integrated Business Solution (TIBS) Project. This was a project scoped to deliver an enterprise resource planning system for TasNetworks, to be delivered by UXC (a subsidiary of

CSC, now known as DXC). Our TMT team also provided advice in relation to the ERP software vendor (SAP) terms, and assisted TasNetworks with its negotiations with SAP. The procurement process involved negotiations with three short listed system implementers.

- Advising a tier one technology supplier on its participation in a consortium bid for the initial national broadband network (NBN) tender. This role included advising on the vendor's proposed NBN solution and engaging with other members of the consortium including telecommunications industry leaders and vendors of specialised equipment relevant to the NBN.
- Providing advice on Transport Accident Commission's (TAC) privacy policy, online privacy statements. This involved assisting in the negotiation of TAC's advertising agreement with Grey Worldwide.
- Advising Victorian Employers' Chambers of Commerce and Industry (VECCI) in relation to privacy and data protection issues in a proposed business process (BPO) outsourcing arrangement between VECCI and the Victoria Tourism Industry Council (VTIC). VECCI is acting as a service provider to VTIC in this arrangement.
- Advising Thomas Duryea Consulting in relation to privacy implications and its liability in relation to a new cloud computer offering from Thomas Duryea Consulting.
- Advising SKM on providing a competitive process to procure either Oracle or SAP, and then selecting a system integrator and managed environment.
- Acting for an ISP in negotiating all its wholesale supply agreements to support the establishment of POPs in all capital cities of Australia including related data centre facilities and backhaul and retail terms and conditions.
- Providing comprehensive advice to VicUrban (now Places Victoria) concerning its general privacy obligations under the Information Privacy Act 2000 (Vic). We have also advised VicUrban on various privacy advice for promotional projects, drafting privacy policies, information collection forms and advice on Victorian Privacy Commissioner audits.
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- Advising a range of corporations private and public as well as government owned utilities on troubled ERP, billing and trading platform implementation projects, from complete project failures exiting the system implementer, to project review and resets to allow for a return to successful path. Advice sometimes includes delay claims, step in rights, as well as strategies for supplementing the technical ability of the team on both client and vendor project teams. For obvious reasons these clients would prefer not to be named, given their troubled journey.
- Advising a major Australian energy retailer on the sourcing of enterprise software to secure long term pricing benefits and reduce risk of "shelfware", while sourcing a system implementor on terms to provide the lower risks of implementation failure.

- Advising the retail arm of an Australian energy provider in relation to negotiation of a Systems Implementation and Outsourcing Agreement and proposed software and services agreements for the blueprint, design and implementation (by Accenture) of their CRM/ERP Customer Experience Project using Salesforce CRM software and Accenture analytics software, including preparing the implementation services agreement and leading simultaneous negotiations with the two system implementor vendors (Accenture and CapGemini) and leading negotiations with the software vendor (Salesforce) as well as Accenture for its analytics solution.
- Advising the Australian Customs and Border Protection Service regarding an agency wide review of its relationship with its key ICT outsourcing vendor, including negotiation of performance management regimes and contractual arrangements and development of an overarching strategy for managing legal risk in the supply of ICT products and services.
- Advising the largest generator of renewable energy in Australia on an ERP system including conducting parallel negotiations with enterprise software vendors (Oracle and SAP) for the software solution, developing the SI sourcing strategy and leading the SI services negotiations (which included a three vendor shortlist to meet our client's particular requirements).