



Richard Chew

Partner

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OVERVIEW

Richard is a partner in our Corporate - Technology Sourcing & Privacy group. Richard assists his clients with commercial transactions, outsourcing, IT and commercial telecommunications arrangements, technology and IP commercialisation, strategic procurement and sourcing, vendor management and negotiated company and business mergers and acquisitions across a range of industries.

Richard has a diverse range of clients, from small and medium enterprises to the largest ASX-listed companies. His clients operate in the food, liquor, retail, telecommunications and technology services industries.

PROFESSIONAL BACKGROUND

Before joining K&L Gates, Richard was a partner at an Australian national firm, leading the technology practice with a particular focus on technology and commercial transactions, telecommunications and outsourcing matters in Australia and the Asia Pacific region. He also acted as the Chief Information Officer while at his previous firm.

Before entering the legal practice, Richard spent over 10 years in the information technology industry where he led operational technology teams across Australia and the Asia Pacific region in the ICT sector.

ACHIEVEMENTS

- *Best Lawyers in Australia*, listed in Information Technology Law (2018-present)

EDUCATION

- Graduate Diploma in Legal Practice, Australian National University
- LLB, Australian National University, (*Hons*)
- B.S (Computer Science), Australian National University

ADMISSIONS

- High Court of Australia
- Supreme Court of New South Wales
- Supreme Court of the Australian Capital Territory

LANGUAGES

- Bahasa (Malaysia)
- Chinese (Cantonese)
- English

NEWS & EVENTS

- 14 December 2020, K&L Gates Adds Sydney Technology Partner (*Press Release, Practice & Regional News*)

AREAS OF FOCUS

- Technology Transactions and Sourcing

REPRESENTATIVE EXPERIENCE

ICT Matters

- **APAC distribution arrangements:** assisted clients with partnering and distribution arrangements in Australia, APAC and China.
- **Customer experience platforms:** assisted clients with customer experience platform service arrangements.
- **Cloud services:** assisted clients with its Cornerstone HR cloud service and cloud contact centre arrangements.
- **Fintech:** assisted a key client with its service arrangements for its financial technology / SOA cloud services.
- **IOT and telco services:** assisted with mobile service arrangements (as a supplier and as a customer) and IOT service arrangements.

Privacy, big data and App

- **Global appliances supplier:** assisted with EULA and privacy issues in the Asia Pacific region.
- **Global Big Data technology provider:** advised on Asia Pacific regional service and software licensing transactions.

- **Global service provider:** assisted with agreements to provide advanced contact software and cloud services to corporate and government customers in China, Australia and the Asia Pacific region.

Government contracting

- **Various clients:** assisted with Procure IT v3.2 service arrangements for cloud services, GITC contractual arrangements in Queensland, Core& agreements.

Commercial and IP

- **University:** assisted with student service arrangements in China, Hong Kong and Macao.
- **Electrical paint provider:** assisted a client with its joint research and product development agreement with a leading Australian appliance manufacturer.