

Shane A. Hubbard

Special Counsel

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OVERVIEW

Shane Hubbard is a special counsel in the firm's Technology and Sourcing practice group. With extensive experience in technology, commercial contracts, and intellectual property, he delivers high-value and complex supplies of goods and services. He also drafts and negotiates outsourcing contracts for clients across various sectors, including financial (insurance and banking), healthcare, life sciences, energy, utilities, retail, aerospace, and technology. Shane frequently negotiates contracts with challenging cross-border issues between the USA, UK, EU, and Middle East.

Specifically, Shane's experience consists of drafting, negotiating and advising on:

- *Software and Applications*: software/technology licensing, including end-user licensing, both on-premise and cloud computing (SaaS/PaaS/IaaS/DaaS/CPaaS), software development agreements, proof of concepts/trials, and support & maintenance agreements.
- *Artificial Intelligence*: contract drafting, regulatory compliance (e.g. EU AI Act), and AI frameworks.
- *Website*: Drafts terms of use, privacy policies, cookie policies, acceptable use policies, portal terms, e-commerce agreements, and ensures user accessibility and compliance.
- *Goods/Hardware*: Drafts and negotiates supplies of goods and hardware across sectors, including consignment arrangements and loaning of equipment.
- *Service Contracts*: a broad range of experience on service contracts, including consultancy, exhibitions, labour-as-a-service/augmentation services, service credit regimes/service level agreements, transitional/interim services, public relations services, creative and marketing services.
- *Data Sharing*: data sharing agreements and API licensing agreements.
- *Commercial IP*: IP ownership and licensing, including arrangements involving jointly owned IP.
- *Collaborations*: reseller, distribution, introducer, intermediary, agency, and referral agreements, as well as research and development (cross-sector), teaming, partnership, and cooperation agreements.

- *Outsourcing*: Specializes in customer outsourcing of goods and services, from service-specific outsourcing to transformational and global outsourcing arrangements.
- *Public Sector Procurements*: Advises on drafting and negotiating public sector contracts and provides broader regulatory advice under the Procurement Act 2023. Examples include consortium bidding, preliminary market engagement, navigating tender documents and frameworks/call-off contract mechanisms (including G-Cloud and other CCS Frameworks), selection, bid submissions, evaluations, raising/responding to clarifications, supporting negotiation phases, and award criteria.

PROFESSIONAL BACKGROUND

Shane has previously completed four client secondments to clients in financial services, utilities, central government and the emergency services, and regulary supports pro-bono initiatives on behalf of the firm.

ACHIEVEMENTS

- Recognised by *The Legal 500 United Kingdom* as a Recommended Lawyer for Commercial Contracts in London, 2026-2027

PROFESSIONAL / CIVIC ACTIVITIES

- Member, Society for Computers and Law

EDUCATION

- Legal Practice Course, BPP Law School, 2014
- LL.B., University of Manchester, 2008

ADMISSIONS

- Senior Courts of England and Wales

THOUGHT LEADERSHIP *POWERED BY HUB*

- 05 June 2025, A Positive Package: The Data (Use and Access) Bill
- 28 April 2025, Could This Be the Ai-nswer? A Collective Copyright Licence for Generative AI Training
- 26 July 2024, Principals and Agents: UK Consultation to Deregulate the Commercial Agents Regulations

NEWS & EVENTS

- 15-16 June 2026, Senior Associate Forum: Europe & Middle East | 2026 Cohort

- 25 February 2025, Divergence or Convergence? AI und Cybersecurity Regulation in the EU and UK

AREAS OF FOCUS

- Technology Transactions and Sourcing

INDUSTRIES

- Energy

EMERGING ISSUES

- Data Centers and Energy Intensive Infrastructure