

Allison Wallace

Special Counsel

Melbourne
+61.3.9205.2095

allison.wallace@klgates.com

OVERVIEW

Allison Wallace is a senior lawyer in the technology sourcing and privacy team. Her practice focuses on complex outsourcing and technology procurement projects, including large transformational platform implementations (such as ERP, CRM, HR and billing systems). Allison works with her clients to provide end-to-end advice on their technology procurements, from assisting in designing and implementing procurement strategies that aim to drive vendor accountability in project delivery, to negotiating contractual frameworks that reduce the risks of these types of projects for her clients. Her project experience also includes providing strategic advice on managing troubled projects, including by working with her clients to manage difficult vendors, to providing assistance in negotiating exits from these kinds of projects.

Allison also advises clients on managing their key technology requirements – from managed and support services, to software licensing and IP protection. She also has experience providing technical and commercial advice regarding cloud-based services, website terms and conditions and software and app development.

Allison's clients include several government departments and bodies as well as large mining and resource companies, energy retailers and distributors. She also has experience acting for and advising multi-national system implementors and software and technology vendors.

Allison is the co-chair of the Women in Profession Committee in Melbourne.

PROFESSIONAL BACKGROUND

Prior to joining K&L Gates, Allison worked as a broadcast journalist for five years at several metropolitan radio stations across Melbourne. She completed her practical legal training in-house at a major Australian media company.

ACHIEVEMENTS

- Recognised by *The Legal 500 Asia Pacific* as a Recommended Lawyer for IT and Telecoms in Australia, 2024-2025

PROFESSIONAL / CIVIC ACTIVITIES

- Law Institute of Victoria member
- Victorian Women Lawyers member
- Co-chair of K&L Gates Women in the Profession Committee (Melbourne)

EDUCATION

- Graduate Diploma in Legal Practice, Australian National University, 2015
- J.D., Monash University, 2014
- B.A., University of Melbourne, 2010 *(Media and Communications)*
- Diploma in Modern Languages, University of Melbourne, 2010 *(Indonesian)*

ADMISSIONS

- Supreme Court of Victoria

THOUGHT LEADERSHIP *POWERED BY HUB*

- 3 May 2019, Make cryptocurrency by driving a Jag?! Sign us up
- 13 March 2018, Weather Bureau IT mining cryptocurrencies?
- 31 January 2018, Hacking of digital currency exchange leaves Japanese company footing the bill
- 15 February 2017, On 13 February 2017 the Australian Government passed the Privacy Amendment (Notifiable Data Breaches) Bill 2017.

OTHER PUBLICATIONS

- Shhh, it's a secret, *Ragtrader*, July 2017

NEWS & EVENTS

- 18 August 2026, K&L Gates Advises Centuria and ResetData on GPU Transaction and MSA With CDC Data Centres

AREAS OF FOCUS

- Technology Transactions and Sourcing

- Data Protection, Privacy, and Security

INDUSTRIES

- Technology

EMERGING ISSUES

- Artificial Intelligence (AI)

REPRESENTATIVE EXPERIENCE

IT / Enterprise Resource Projects

- Advising the Australian arm of a major global manufacturer in its rollout of Microsoft's D365 ERP suite, using DXC as its implementor, including preparing a hybrid prime implementation services agreement, assisting in negotiations with DXC for the prime contract, as well as negotiations with Microsoft for the procurement of its software. Allison also prepared, advised on and assisted in the negotiations of statements of work for design and implementation.
- Advising Australia's largest independent electrical wholesaler in its roll-out of a business-changing, once-in-a-generation new ERP system, with its selected vendor, Pronto, to implement Pronto's ERP suite. Allison's work on this project included providing strategic advice on handling "change management" within a large, family-run business, as well as maintaining competitive tension in a single-vendor process, so as to ensure the best outcome for the client.
- Advising an Australian sporting authority on its multi-phase rollout of Microsoft's D365 ERP suite, using Microsoft as its implementor. Allison's work on this project involved assisting in negotiations with Microsoft regarding its suite of agreements, as well as providing strategic advice on managing the purchase of "out of the box" software, and negotiating with Microsoft regarding its delivery of a solution that meets the client's requirements.
- Advising a Papua New Guinean oil and gas exploration and development company in relation to the negotiation of a Prime Contract for System Implementation and Services, for the its ERP project, including preparing the implementation and services agreement, and sitting as second chair in simultaneous negotiations with three bidding system implementors, and assisting in negotiations with the ERP software vendor (SAP), as well as secondary software vendors providing software for the project.
- Advising a leading energy retailer in relation to the negotiation of master services agreements with IBM and Accenture for the provision of ongoing IT services, as well as providing assistance in negotiations with both implementors for the procurement of services to rollout of its Customer Transformation Project.
- Advising a global ICT service provider in relation to mediation and exit strategies from its troubled project, including assisting in negotiations regarding the transition (and termination) of staffing and other services.

- Advising a property development company in the implementation of a new ERP system following a project reset, including assisting in the procurement of and negotiations with a new implementor, and in negotiations with the ERP software vendor (Sage).
- Advising a leading energy retailer in relation to its roll-out of the SAP ERP suite of software as part of its EST Project, including preparing the implementation and services agreements, sitting as second chair in negotiations with bidding system implementors, and advising on Statements of Work (for design and support) executed with the eventual successful implementor (CapGemini).

IT Projects / Procurement & Outsourcing

- 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.
- Advising a financial services provider on the procurement and implementation of bespoke data warehousing software, including assisting in the drafting and negotiation of a services and implementation contract, and negotiation of the software licence.
- Advising a leading energy retailer in relation to the preparation and negotiation of an embedded network agreement for the installation and operation of embedded networks across three sites in Victoria and New South Wales, including sitting as second chair in protracted negotiations with the developer.
- Advising a large international integrator on a major business process and IT outsourcing mega deal. Allison assisted the client in the preparation of services descriptions and schedules (for various services towers), as well as providing advice on their interaction with the umbrella-style master agreement.
- Advising a leading energy retailer in relation to its negotiations with its incumbent software provider to develop and implement enhancements to its existing platform to meet new regulatory requirements.
- Advising a global insurer in its negotiations for the procurement of new claims management and insurance software to replace its existing platform, which is end-of-life.
- Advising an Australian insurer on its once-in-a-generation project to replace its existing ERP software. When the project was reset, Allison advised on strategy for the procurement of an alternate vendor, and assisted in negotiations with selected system implementor SSP. Allison also advised on the procurement of third-party software to supplement the SSP platform.
- Advising a tertiary education provider on the rollout of a new student management system platform, including providing strategic advice on procurement, preparing a bespoke services agreement for use in the project, and assisting the client with its assessment of the bids received from four software providers who are bidding to implement their own software. Allison's work on this project included negotiating with the preferred vendor to achieve agreement on the terms of the project documents, including the terms of the SaaS offering being procured, and a statement of work for support services.

Privacy and Data Security

- Advising various clients on the implications of recent updates to the privacy act, including the preparation of data breach response plans and policies.
- Assisting various clients in handling and responding to data breaches.
- Advising a health services provider in relation to the inadvertent disclosure of emails containing the personal information of one individual to another.