

Raymond R. Bonnabeau

"I take a business approach to representing clients, one that emphasizes achieving business objectives while minimizing risks. My job is to facilitate my client's initiatives and I do that by understanding their expectations and exceeding them at every turn."

Ray Bonnabeau is a partner at Hellmuth & Johnson and chair of the information technology and e-commerce practice group. Since 1995, his practice has been exclusively in the IT and e-commerce fields, working on behalf of large to mid-sized, highly regulated entities in the healthcare, financial and health insurance industries. While his focus is on representing the user or acquirer of IT, he also represents providers of technology from an e-commerce and licensing perspective.

Ray frequently serves as lead counsel to strategize and negotiate agreements in "mission critical" engagements. He has drafted and negotiated hundreds of IT and e-commerce agreements, including multiple eight ($10M+) and nine/ten (100M+ to $2B+) figure agreements for internationally, nationally and regionally recognized organizations. His practice includes a full range of potential IT and eCommerce agreements, including without limitation:

Major System Acquisitions

Electronic Medical Record/Electronic Health Record systems, PACS, RIS, Laboratory and related subsystems

Healthcare claims, Payroll and Decision Support systems and related subsystems

Licensing

Complex licensing agreements and related services, including related service level agreements, data privacy obligations or agreements, complex SOWs and support services

Client-hosted, ASP and Software as a Service (SaaS) agreements

Database licenses

Co-branding agreements

Source code and other technology escrows

Service level agreements

IP rights assignment agreements

Open source agreements

Software Development Agreements

Complex development engagements

Joint development agreements (shared IP)

Equipment

Equipment purchase agreements

Equipment leases

Equipment maintenance agreements

Telecommunication Agreements

Full telecommunication system replacements and acquisitions

ATM

Frame relay

Phone service intrastate/interstate/international

Area networking

Co-Location

Cellular/Cell Tower

Circuit, Router, T1 Lines, etc

Pagers and custom paging software

Dispatch

Internet data services agreements

Internet

Development agreements

Terms of use; browse-wrap and click-wrap

Web site privacy policies

Services Agreements

Complex business process outsourcing agreements

Consulting agreements

Outsourcing agreements

Co-location agreements

Disaster recovery agreements

Data privacy and data security agreements

Complex service level agreements

Staff augmentation

Internet data services agreements

Software maintenance agreements

Ray also represents licensees during software compliance audits.

E-commerce Agreements

eCommerce services agreements

B2B and B2C eCommerce agreements for national financial entities, healthcare and start-up companies