



## RAYMOND R. BONNABEAU

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### PRACTICE AREAS

- + Information Technology & E-Commerce
- + Intellectual Property

"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

### EDUCATION

J.D.

WILLIAM MITCHELL COLLEGE  
OF LAW  
Saint Paul, MN // Cum Laude

B.A.

UNIVERSITY OF MINNESOTA  
Minneapolis, MN // Summa Cum  
Laude



- 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

