



HERBERT
SMITH
FREEHILLS



JULIAN LINCOLN

**PARTNER, HEAD OF TMT & DIGITAL
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Julian is a partner in Melbourne, specialising in all aspects of information technology law.

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BACKGROUND

Julian graduated from the University of Queensland with a Bachelor of Laws (Honours) and a Bachelor of Science (Computer Science). He also holds a Master of Laws degree from the University of Melbourne and is admitted to practice in the Supreme Court of Victoria.

KEY SERVICES

Corporate
Outsourcing

KEY SECTORS

Technology, Media and Telecommunications
Mining

EXPERIENCE

He has worked for clients across a range of industry sectors including financial services, healthcare, industrials, mining, pharmaceutical, retail and telecommunications. Many of Julian's projects involve clients or counter-parties in multiple jurisdictions and in addition to Australia he has worked in Papua New Guinea and Singapore. His current and recent clients include leading corporations such as BHP Billiton, Orica, Telstra Corporation, Kraft Foods, Corning Cable Systems, National Australia Bank and Telikom PNG.

Julian has negotiated significant agreements against most major technology vendors such as IBM, HP/EDS, CSC, Accenture, TCS, Infosys, SAP, Microsoft and Oracle.

He has complementary expertise in related fields, including strategic sourcing, agreements for the provision of services, joint ventures, telecommunications services and facilities, as well as transitional service agreements and separation activities in an M&A context, outsourcing, cloud computing, data protection and non-litigious intellectual property matters.

Julians experience includes,

- advising on, drafting and negotiating major technology and business process outsourcing agreements, including individual and collective joint venture outsourcing arrangements
- drafting and negotiating numerous software development, software license, systems integration, service level, support and maintenance, and hosting agreements
- advising on, drafting and negotiating agreements for technology transformation projects
- all aspects of cloud computing including negotiating with many leading vendors, drafting and negotiating intellectual property, technology commercialisation and research and development agreements, and advising clients on structuring, licensing and commercializing intellectual property rights