



## SCOTT M. HOBBY

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Scott Hobby leads Sutherland's Outsourcing and Software Systems Acquisition/Implementation Team. He has more than 25 years of experience. His practice focus has three aspects: customer side offshore and onshore outsourcing transactions including business process outsourcing (BPO), information technology outsourcing (ITO), application development and maintenance (AD/M), managed network services (MNS) and human resource outsourcing (HRO) arrangements; software systems acquisition and implementation transactions; and the structuring, formation and regulatory compliance of joint ventures in new markets and shared services arrangements.

### PRACTICE FOCUS

Outsourcing  
Software Systems Acquisition/  
Implementation  
Joint Ventures for New Markets  
and Shared Services  
Arrangements

### EDUCATION

J.D., *cum laude*, University of  
Georgia School of Law, 1973  
  
Editorial Board, *University of  
Georgia Law Review*, 1968–69  
and 1972–73  
  
B.A., Emory University, 1967

### BAR MEMBERSHIPS

Georgia

He has substantial experience in the banking, insurance, consumer products, electronics, airline, utility, energy and online data/analytics industries.

The geographical coverage of his engagements includes Argentina, Australia, Brazil, Canada, France, Hong Kong, Hungary, India, Ireland, Mexico, New Zealand, the Philippines, the People's Republic of China (PRC), Poland, Singapore, Spain, the United Kingdom and the United States.

Before joining Sutherland, Scott was the lead partner in the outsourcing and technology practice groups at two large international firms. Scott's practice focus also included mergers and acquisitions, corporate governance, private equity and capital markets for technology, software and telecommunications/Internet companies.

### REPRESENTATIVE EXPERIENCE

Scott's experience includes:

- Representing a Fortune 1000 online information and analytics company with the structuring, formation, governmental licensing and governance of a credit information joint venture company in India. The joint venture included several Indian financial institutions. The representation included assistance in obtaining investment approval from the Foreign Investment Promotion Board of India, obtaining a license from the Reserve Bank of India to operate a credit information company, and the structure and formation of a foreign intellectual property and services subsidiary of the client to provide software development and software platform application provider services to the Indian joint venture.
- Representing a Fortune 500 space, aeronautical, defense and technology systems and services company with the structure, content and negotiation of an HRO for the administration of 22 pension plans, insurance, benefits, payroll and HRIS functions covering more than 300,000 employees and retirees.
- Representing a Fortune 1000 online information and analytics company in preparing an RFP, conducting the competitive down-selection process, and negotiating a mainframe, midrange, and support desk ITO and managed network and carrier services arrangement for the client's operations in the United States,

Canada, United Kingdom and Spain with a value of more than \$900 million. Elements of the services were performed in Argentina, Canada, India, Ireland, Spain, the United Kingdom and the United States.

- Representing a Fortune 500 insurance company with the structure, content and negotiation of the acquisition and implementation of two annuity/life enterprise software platforms (Accenture and Oracle) for operations in the United States. Elements of the services were performed in the United States and India.
- Representing a Fortune 500 online information and analytics company in preparing an RFP, conducting a competitive down-selection and negotiating application development and maintenance arrangements with Infosys and TCS. Elements of the services were performed in the United States and India.
- Representing a Fortune 500 manufacturer and consumer electronics distribution company with the structure, content and negotiation of a business-process outsourcing arrangement for North America with IBM valued at more than \$300 million. The arrangement included end-user customer and retailer contact centers, customer management, warranty, entitlement, field service/smart center, parts fulfillment, depot repair, reverse logistics, service contracts, and finance, accounting and data center functions. Elements of the services were performed in the United States, Canada and the Philippines.
- Representing a mutual insurance company in preparing an RFP, conducting a competitive down-selection process, and negotiating a managed network and a carrier services arrangement for North America. Elements of the services were performed in the United States, India and Malaysia.
- Representing a Fortune 500 insurance company in the restructure and negotiation of its midrange and network Singapore data center and Beijing disaster-recovery center services outsourcing in support of the insurer's European and Asian affiliates' operations.
- Representing a Fortune 500 insurance company with the structure and negotiation of an outsourcing arrangement for the administration of blocks of universal life policies (including claims management) and insurance and annuity policies, policyholder service, and print and mail functions.
- Representing a Fortune 500 insurance company in software audits by two software vendors, including preparation and project management of negotiation strategy, internal status audit, license and maintenance agreement due diligence, evaluation of compliance status and exposure, and negotiation of settlement and terms for renewed master volume license arrangements.

## PROFESSIONAL HONORS AND AWARDS

- Recognized by *Chambers Global: Guide to Leading Business Lawyers* in the area of outsourcing (2008, 2009)
- Recognized by *Chambers USA: Guide to Leading Business Lawyers* in the area of outsourcing (2007, 2008)
- Named to *The Best Lawyers in America* in the areas of corporate and information technology law (2003–2006)
- Selected for inclusion in Georgia Super Lawyers® (2004–2009)
- Named among the “Legal Elite” by *Georgia Trend* magazine (2005–2006)

## RECENT SPEAKING ENGAGEMENTS

- Speaker, “Bank Regulation and Outsourcing Initiatives,” 35<sup>th</sup> Annual Texas Bankers Association Legal Conference (March 26–27, 2009)
- Speaker, “Offshore Business Process Outsourcing—Drivers, Risks and Mitigation,” IT Outsourcing 2007: The Advanced Legal and Business Forum (March 26–27, 2007)
- Speaker, “Offshore Outsourcing of High Value U.S. Service Jobs Gain Momentum,” Georgia Institute of Continuing Legal Education, 25<sup>th</sup> Annual Business Law Institute (October 20–21, 2006)