

*Cordially Invite You To Attend*

## **Transformational Outsourcing and the Outsourcing Agreement: Issues, Risks, and Strategies**

**Monday, October 8, 2007  
Luncheon Program**

### **DESCRIPTION**

In order to distinguish their service offerings, many outsourcing service providers are increasingly highlighting their abilities to effect an orderly transition of, and ultimately transform in a significant way, their customers' business processes. Too often, however, these important areas of transition and transformation that are such crucial differentiators in the RFP process or in the service provider's sales pitch are inadequately addressed or effectively ignored in the outsourcing agreement. Outsourcing customers and service providers alike are better served by using the negotiation process to identify risks and issues associated with transition and transformation and then using the outsourcing agreement to appropriately align the parties' interests and to allocate risks with respect to those mission-critical phases of the outsourcing engagement.

### **SPEAKERS**

**Gregg Kirchhoefer, P.C., Partner, Kirkland & Ellis LLP, Chicago** - Building on work experience in the computer industry, Mr. Kirchhoefer's practice is focused on outsourcing, strategic alliance and other technology transactional and counseling matters primarily involving computer, telecommunications, biotechnology, other technology and intellectual property, corporate and commercial issues. Mr. Kirchhoefer is responsible for the Firm's intellectual property/technology transactions practice group in Chicago.

**Matthew S. Lovell, Associate, Kirkland & Ellis LLP, Chicago** - Mr. Lovell has counseled clients in the licensing and transfer of intellectual property, information technology and software development outsourcing, and general corporate and transactional intellectual property matters. His practice spans intellectual property law (copyright, patent, trademark, trade secret, and rights of publicity), general corporate law, contract law, and intellectual property aspects of corporate transactions, bankruptcy and antitrust.

### **TIMES**

11:45 am: Registration and Networking  
12:00 pm: Lunch  
12:15 - 1:15 pm: Presentation  
1:15: Q&A

**LOCATION:** The Mid-America Club, 200 E. Randolph, Chicago, IL 60601

### **COST**

Attendance is complimentary but limited to ACC members, prospective ACC members and guests of the sponsor.

### **MCLE**

ACC Chicago is an Approved Illinois CLE Provider

**Register by email to [accchicago@att.net](mailto:accchicago@att.net)**

Include name, title, organization, ACC or In-house status, and e-mail.

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