



Jeremy Snow

Principal

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Background

Jeremy is an experienced transactional lawyer with particular expertise in commercial contracting and IT matters. Prior to joining Hive Legal, Jeremy worked at Gilbert + Tobin and Minter Ellison in Australia and as senior in house counsel for a broadcasting company in London. He assists clients with complex contracting arrangements and strategic projects in a range of industries, with specific experience in the IT, telco, financial services, energy, infrastructure and health sectors.

Qualifications

- LLB (Hons) *Melbourne University*
- BA (Dean's Honour List) (major in Political Science and Criminology) *Melbourne University*
- Postgraduate Diploma in Commercial Intellectual Property *Nottingham University (UK)*

Areas of Speciality

- Complex and strategic contracting arrangements
- Information technology including outsourcing, systems integration, services agreements, cloud, cybersecurity
- Procurement
- Privacy
- Projects
- Supply, distribution and partnering arrangements
- IP licensing and commercialisation
- M&A

Industry Experience

- Telecommunications, media and technology
- Health
- Infrastructure
- Financial Services
- Energy
- Retail
- Bio-pharmaceutical





Representative transactions

CSL on acquiring the global rights to manufacture and commercialise a leading influenza treatment, and other licensing arrangements (in and out)

Australia Pacific Airports Corporation on a wide range of commercial and IT transactions, both 'business as usual' and project based

Victorian Government Department on a significant procurement project with a prominent global supplier

Ixom (formerly Orica Chemicals) on certain IT and transitional arrangements following divestiture

Energy Market participant on novel procurement arrangements for key metering assets

Telstra Corporation Limited on:

- contractual arrangements and tender submissions for Telstra Health
- complex contractual arrangements with customers and suppliers, in particular for Telstra Wholesale
- commercial and regulatory arrangements associated with participation in the NBN and ongoing supply arrangements

Top 4 consulting firm on tender submissions, engagement arrangements and technology transactions

UniSuper on the implementation of a technology project with member organisations

Various suppliers and customers on outsourcing key business functions

Major Australian banks on contractual terms for participation in e-conveyancing through PEXA

Various buyers and sellers on asset and share acquisitions and divestments, including supporting arrangements (eg transitional services)

Pharmatel Fresenius Kabi on tendering for and entry into a long term supply agreement for medical equipment into NSW public hospitals

Global cloud based providers on Australian privacy regulations

Healthscope Limited on aspects of the development of new hospitals on the Gold Coast (private) and NSW Northern Beaches (public / private)

