



Anthony Borgese, Partner, Technology and Data, MinterEllison

I am a technology, telecommunications and data specialist. I have extensive experience assisting clients in their IT, cloud computing telecommunications and complex outsourcing and supply arrangements.

My practice includes reviewing and negotiating long term supply and outsourcing arrangements, vendor management, the internet, technology disputes and M&A transaction support. I have been a driver of plain language drafting for many years and have assisted many clients with developing their standard agreements.

I am well versed in the requirements of RFP processes, especially when renegotiation requires competitive tension or a new supplier is engaged to replace an incumbent and dealing with relevant transitional services issues.

Career Highlights

My experience's includes advising:

- Ausgrid on various procurement, cloud computing and supply arrangements, including with IBM, Dell, Fujitsu, Telstra and SAP.
- HCF on various procurement matters, including with IBM and EMC.
- NSW Trains on various procurement matters including catering supply services.
- Toll dnata on the outsourcing of its Australian IT and Telecommunications Services to CSC.
- AMP on various procurement and outsourcing matters including its group telecommunications agreement and its data centre arrangements.
- NBN Co on various procurement matters.
- Suncorp on its Managed Network Services agreements with Optus.
- Helloworld (formerly Jetset) on its long term strategic partnership with Orbitz Worldwide Inc.
- AIA Insurance on various ICP procurement matters including software licensing and hosting agreements and large implementation projects.
- Lloyds Bank on various transitional services arrangements , data agreements and IT services agreements relating to the sale of its Australian operations to Westpac.
- Asurion the global leader in technology protection services, in its arrangements with Telstra for the provision of the Telstra StayConnected Service.
- Australian Turf Club on its arrangements to provide wifi to its customers at its racecourses, on its integrated POS System and general procurement terms.
- TPG Telecom on its acquisition of AAPT.
- Macquarie Bank on one of the country's biggest platform outsourcing deals when Perpetual outsourced the platform administration services for its Private Wealth Clients to Macquarie.
- BPAY for many years, including advising on their IT and platform development projects.