

## AMIR KASHDARAN

Bar: QC 2007

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At Delegatus since 2022



*My passion for technology and innovation, my experience in corporate and private practice, as well as my insatiable appetite for learning ensure that I quickly grasp my clients' needs, understand the issues at hand, and find concrete solutions. Give me a good cup of coffee and I will meet any challenge head on!*

### Biography

Amir Kashdaran is a lawyer with over 15 years of experience in commercial, transactional, corporate and technology law. He offers his clients legal service relating to all aspects of information technology and security matters. Throughout his career, he has had the opportunity to act as counsel on complex commercial transactions as well as deal with intellectual property matters, cross-border transactions, enterprise licensing, cloud outsourcing, and software implementation and integration services. Over the course of his career, he has provided support to a diverse clientele, ranging from SMEs to multinationals. His clients operate in various industries and sectors, namely FinTech, AdTech, MedTech, LegalTech, gaming, and others.

Amir has worked for many years as General Counsel in a high-tech company with a global footprint where he managed the legal department and provided legal services such as dealing with complex commercial contracts with Fortune 500 organizations, global strategic partnerships, master services agreements and professional services, SaaS agreements, managed services, support services and SLA's, software development contracts, and more. As a legal executive and head of the legal department, he also managed all aspects of global legal operations, such as management of lawyers and support staff, budget and expenses, corporate policies, corporate compliance, maintenance, and governance, and business process improvement.

Finally, Amir combines his management and leadership skills with his legal expertise to mentor small and medium-sized businesses helping them scale and grow their business and acts as Industry Expert for non-profit organizations.

## Areas of practice

- Information technology
- Intellectual property
- Commercial law
- Confidentiality, privacy and cybersecurity
- Fintech
- Corporate law
- Litigation and dispute resolution

## In-house experience

Amir began his career with Computershare Trust Company of Canada (formerly Montreal Trust Company of Canada) where he represented private and public entities in connection with private placements, corporate financing transactions, escrow agreements, corporate bond issuances and many other corporate legal matters.

Prior to joining Delegatus, he was responsible for global legal operations from a functional and operational perspective as the General Counsel of a global software company in the FinTech and Human Capital Management space. Amir has also been mentoring numerous small and medium-sized businesses with national and international projects for several years through Startup Montreal.

## Experience in private practice

Prior to his role as General Counsel, Amir represented numerous tech-companies in civil, commercial and business law in private practice for nearly a decade. In this context, he represented his clients on various matters relating to corporate financing, commercial transactions, shareholder disputes, and dispute resolution mandates.

## Important mandates

- Handling of commercial agreements related to information technology, such as SaaS, PaaS, IaaS, subscription agreements, managed services, warranty agreements, Service Level Agreements, inbound and outbound license agreements;
- Implementation of website Terms of Use, End-User License Agreements, acceptable use policies, clickwrap agreements, and related matters;
- Dealing with "Enterprise" license and SaaS agreements with *Fortune 500* companies;
- In-depth understanding of Enterprise Resource Planning (ERP) systems, system integrations, implementations, and regulatory compliance;
- Dealing with Data Protection Agreements, data privacy matters, and related policies;
- Dealing with open-source applications and licensing interpretations;
- Representation of companies in the FinTech, AdTech, MedTech, LegalTech, cybersecurity, and other industries disrupted by technology;
- Representation of tech-companies in strategic partnerships, co-development agreements, professional services, joint venture agreements, value-added reseller agreements (VARs), revenue share agreements, system integration agreements, and related agreements;
- Listing of software products on App Stores and in large online marketplaces;
- Representation of multinationals in the gaming industry;
- Transformation of traditional software development companies into "SaaS" businesses;

- Commercial dispute management, dispute resolution, and litigation, including cross-border trade secret misappropriation litigation.

## Education

- LL.B., University of Montreal | 2006
- Canadian Securities Course, Canadian Securities Institute | 2003
- Bachelor of Commerce, with distinction, major in finance and minor in management, Concordia University | 2003