

John Salmon

Partner
London

Biography

John is a highly experienced IT lawyer with a market leading reputation in the financial services sector.

His main focus is advising financial institutions on their strategic IT projects and he supports his clients in implementing innovative digital and technology solutions whilst managing legal and regulatory risk.

John has a reputation as a lawyer in the FinTech area and has been heavily involved with leading edge developments.

John has been actively involved in developing industry-wide solutions for electronic data exchange issues. He worked on both the Origo Legal Framework and TISA Exchange, which was established to facilitate the electronic re-registration of assets and portfolios between platforms.

John has considerable wealth platforms experience, having advised several major life companies on the procurement of their wrap and corporate platforms and outsourcing of related services.

In addition, John has extensive experience of drafting and negotiating both customer and supplier IT services contracts, including for development projects, software licensing, cloud, and systems integration.

Representative experience



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Languages

English

Practices

Blockchain

Industries

Financial Institutions

Areas of focus

IT Outsourcing

Outsourcing

Product Compliance

Advising the board of TISA on its Re-Registration Project and the creation and implementation of a standard legal framework for the electronic re-registration.

Advising Bright Grey, a division of Royal London on the multiple IT systems, services and software contracts needed for the establishment of its new protection business.

Advising Zurich on a services agreement with Pershing which allowed Sterling ISA Managers (part of Zurich Group) access to a wider range of funds.

Advising Friends Provident on a number of matters including the procurement of its internet based corporate platform and associated services from FNZ.

Advising Royal London on its outsourcing of insurance administration and IT support services, including transitional arrangements.

Advising Mercer on its partnership with three major product providers to launch its Mercer Workplace Savings Solution.

Origo Services on drafting a standard legal framework to address the data protection, security and contractual issues surrounding the on-line transfer of data.

Advising AXA UK on the procurement of its Elevate platform and associated services, negotiation and drafting of the Heads and subsequent services agreement with FNZ.

Advising Global bank on it's agreement for the outsourcing of its middle office in respect of its wealth business.

Advising AXA on the outsourcing of its wealth platform from FNZ UK, including ancillary contracts.

Advising Friends Life on the outsourcing of its wealth platform from FNZ UK.

Advising Zurich on the procurement of its corporate

Regulatory Authorization and
Financial Institutions

FinTech

and retail wealth platforms from FNZ UK.

Advising a UK financial institution on the successful exit from its platform services agreement following a strategic review by the business.

Advised a global ATM software product company in connection with software licensing agreements for its middleware software product.

Advised insurance product providers on the IT, IP and data issues arising in distribution and affinity arrangements, and on contracts with portals and aggregator sites.

Advising a retail bank on its white-labelling arrangement with a major travel and entertainment services provider.

Advising a software provider on its on-line ticketing service for major exhibition venue, and drafting and negotiating the relevant contracts.

Advising a start-up on the provision of multimedia content for mobile phones and its agreements with mobile telecoms services providers and partners.

Awards and rankings

- Leading Individual, FinTech, *Legal 500*, 2017

Latest thinking and events

- Hogan Lovells Engage
 - UK says cryptoassets can be property and smart contracts are enforceable
- Events
 - Hogan Lovells Blockchain Summit
- Events
 - A turning point for Tech
- Hogan Lovells Events
 - Tech: Who wins, who loses?

- Press Releases

- Hogan Lovells once again named one of the most innovative law firms in Europe by the Financial Times

- Events

- London Tech Week 2019 - "Yeah, we gotta take the power back"