**TechLaw Board Conference Call**

**Minutes Monday, March 18, 2011 at 10 a.m. Eastern**

**ROLL CALL**

**Participating:**

Arthur Cox – John Menton, Patrick McGovern

Barnes & Thornburg – Paul Hunt

Blake, Cassels & Graydon – Richard Corley

Dorsey & Whitney – Nelson Dong

Fenwick & West – Ralph Pais

Gomez-Acebo & Pombo – Eduardo Castillo

Haynes and Boone – David McCombs

Houthoff Buruma – Wolter Wefers Bettink

Nutter McClennen & Fish – Nelson Apjohn

Plesner – Niels Ellegaard

Pinheiro Neto – Raphael de Cunto

Reed Smith – Fred Colen

Taylor Wessing – Andreas Meissner

Tonucci & Partners – Alessandro Vasta

Yulchon - Young-Hill Liew

**TechLaw Group** – Lisa Hood Skinner; Pat Staats

**Absent:**

Jenner & Block – Richard Gray

Meitar Liquornik Geva & Leshem Brandwein – David Mirchin

SNR Denton UK LLP– Stefan Naumann

Walder Wyss – Didier Sangiorgio

**- Approval of Minutes of the Board Meeting of Feb. 14, 2011**: Unanimous.

**- Member Benefits and Program Committee: Paul Hunt**.

   - Paris Spring 2011 Meeting April 27-May 1– hosted by SNR Denton. Paul Hunt reported the CLE agenda still has openings for three moderators and six speakers. He will distribute a call for assistance in filling out the slots. Several board members immediately committed to various panels, including Richard Corley, Niels Ellegaard, Fred Colen, Nelson Dong, and Young-Hill Liew. Raphael de Cunto volunteered his banking partner Ricardo Russo. Paul and Stefan Naumann will further rework the agenda and report back to the group. Paul asked all speakers please send their PowerPoint presentations to Stefan and Regina by no later than Wed. April 20.

Wolter reminded the group the next board meeting is 2:30-6:30 p.m. Thursday, April 28 at the SNR Denton UK LLP Paris offices, but it might end earlier than 6:30 p.m. (SNR Denton’s cocktail reception at the firm begins at 6:30 p.m. Spouses/guests will be escorted as usual by Dr. Skinner from the hotel lobby to the firm for the cocktail reception, to be followed by the Dutch Treat dinner at the nearby restaurant Chez Francis)

   - Fall 2011 Pittsburgh CLE Meeting, Nov. 10-12- hosted by Reed Smith: Fred Colen. Fred confirmed the dates are Nov. 10-12, shortened by a day due to the Managing Partners meeting now being planned for Spring 2012 in Montreal, hosted by Blakes. Lisa reported that negotiations with Pittsburgh’s Fairmont Hotel are mostly complete, a maximum convenience since the hotel is in the same building as Reed Smith. Fred is beginning discussions regarding themes/topics and will bring additional thoughts to the Paris meeting.

**- Member Recruitment and Retention Committee: John Menton/Ralph Pais.**

   - India: Ralph said his partner Rajiv Patel traveled to India, discussing membership with Trilegal while there, resulting in Trilegal’s reiteration of their interest in joining TechLaw. While previously some TechLaw members were concerned about Trilegal’s (nonexclusive) relationship with Allen & Overy, his due diligence suggests the opening of the Indian markets is still years away. He asked the board if the timing now is appropriate for issuing an invitation to Trilegal representatives to meet our membership (Paris scheduling may be problematic at this late date).

Wolter opened the floor for comments pro or con; and hearing no negative reactions, he asked Ralph to issue the invitation. In summary, Wolter said we have a positive attitude toward Trilegal, and that the invitation is a logical next step, much like the Dallas meeting when we became better acquainted with Plesner’s Niels Ellegaard and Yulchon’s Young-Hill Liew. In the event that Trilegal does come to Paris, Nelson Dong suggested that TechLaw members receive an advance one-to-two page dossier about that firm, its size and pedigree in light of the current Indian market, (for members to review in advance of meeting Trilegal representative(s).) Ralph said he will look into this.

- Sweden Opportunity: Ralph requested guidance regarding the Swedish firm Delphi which recently inquired regarding TechLaw membership. Sweden was not on our current priority list, but he said the opportunity may bear some additional consideration. Niels said a Swedish firm could prove valuable for TechLaw’s Nordic strategy, noting that of several potential well-regarded players, (including Vinge, Mannheimer Swartling, and Lindahl), he felt Vinge and Mannheimer Swartling’s larger size might lead to positive interest in TechLaw. Ralph reported he has had more experience with Vinge and Lindahl. Nelson advised that while stronger candidates probably also exist, he can think of two other firms that might first be considered, or perhaps we should look at the markets on a case by case basis. Andreas advised he has worked with Vinge and Mannheimer, that Lindahl and Vinge are good in IT, and that Delphi has a good name/reputation. He said Mannheimer Swartling only does M&A work in Germany. Ralph said we can proceed with discussions gradually after continued conversations with Niels and others.

   -Target countries for 2011 – John Menton:   
John said his query email (sent out to our membership last month) yielded only one member’s recommendation for potential candidate firms in Japan, Russia, and Singapore. Wolter will send his suggestions as well.

**- Treasurer’s Update and Member Dues Report:** In Didier Sangiorgio’s absence, Lisa Skinner gave the following report: The operating cash balance was $228,338 as of February 28, 2011. Year to date income totaled $162,314 ($162,304 Membership Dues and $10 Interest). Total fees and out of pocket expenses totaled $30,963 as of February 28, 2011. As of March 15, 2011, membership dues had been received from 15 firms, leaving four firms still to pay (one of which sent a clarification on wiring instructions February 7).

: **- Miscellaneous**

   -Website: Next Steps: Wolter Bettink reported that volunteers from Fenwick & West, Haynes and Boone and Barnes & Thornburgh have provided texts for the Member Access area of the website. The website updates continue, including the possibility of a different registration module for the next CLE (Pittsburgh). He anticipates that the Member Access part of the website will be ready to be demonstrated for the Paris board meeting.

**- Other Business**

**-**Trend of national & international mergers: effects on TechLaw: Wolter Bettink Wolter deferred this discussion to a later date to be designated.

No other business was on the agenda.

**-Adjournment**