

## UPCOMING MEMBER EVENTS

**September 11, 2018**

Monthly Luncheon  
"Labor & Employment"  
Sponsored by Ogletree Deakins

**September 27, 2018**

CLE Jamboree  
Sponsored by King & Spalding

**October 4, 2018**

Deep Dive Luncheon  
Sponsored by Freeman Mathis & Gary

**October 9, 2018**

Monthly Luncheon  
Sponsored by Fish & Richardson

**October 16, 2018**

Women's Initiative Event  
"Know Your Worth"  
Sponsored by Bodker, Ramsey, Andrews, Winograd & Wildstein, Kilpatrick Townsend, Ogletree Deakins, Taylor English, LawDocsXpress

**October 21-24, 2018**

ACC Annual Meeting  
Austin, Texas

**October 23, 2018**

Deep Dive Luncheon  
"Cloud Computing: Key Legal Issues"  
Sponsored by BakerHostetler

**October 30, 2018**

Half-Day Seminar  
Sponsored by Kilpatrick Townsend & Stockton LLP

**November 5, 2018**

Nonprofit Legal Check-Up  
Sponsored by Pro Bono Partnership of Atlanta

**November 8, 2018**

Deep Dive Luncheon  
Sponsored by Squire Patton Boggs

**November 13, 2018**

Monthly Luncheon  
"Cross-Border Employment Tips for In-House Counsel"  
Sponsored by Blake, Cassels & Graydon (U.S.) LLP

**November 26 or 27, 2018**

Women's Initiative Event  
Sponsored by Bodker, Ramsey, Andrews, Winograd & Wildstein, Kilpatrick Townsend, Ogletree Deakins, Taylor English, LawDocsXpress

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## DEAR ACC GEORGIA MEMBERS:



Angela Frazier  
ACC Georgia President

Greetings!

We hope that everyone had an enjoyable summer and is looking forward to an energizing fall schedule of programs provided by the Georgia chapter of the Association of Corporate Counsel.

It has been gratifying to see so many members taking part in our diverse slate of activities and CLE opportunities over the summer, which has included Monthly Luncheons, Deep Dive Luncheons, Women's Initiative wellness events and networking events that brought members together with a summer soiree, happy hour and the kickoff of college football. We'd like to thank our members for getting involved and contributing to the vibrant community of in-house lawyers.

ACC Georgia is committed to offering engaging, entertaining and educational events for corporate counsel. A highlight this year has been the continuation of our Leadership Development program, which we launched last year. We started this program to assist with the deficiency in leadership training that in-house counsel often experience with a goal of providing guidance and direction on the development of leadership skills. Our first leadership class last year focused on executive presence. In June, the Leadership Development program presented a course focused on strategic thinking. Both were half-day workshops that were well-attended and well-received by our members. We are planning to present at least one more class by year's end. Please be on the lookout for the invites! These classes are free to our members and fill quickly.

Summer also has been a time to provide opportunities to the next generation of lawyers. The 2018 Lori Ann Haydu Memorial Summer Internship Program provided three fully paid summer internships to rising second-year law students who spent their summers working in two different corporate legal departments.

Congratulations to James Clifford Boxton III at Georgia State University, Jaylen A. Mize at the University of Georgia, and Tamra K. Voll at Georgia State University on completing their internships. ACC Georgia salutes the companies that hosted this year's interns: Beazer Homes, Carter's Inc., Ciner Resources Corporation, Graphic Packaging International, LLC, McKesson Corporation and NCR Corporation.

## More Opportunities to Get Involved

Looking ahead at our fall lineup of programs, in addition to continuing our Leadership Development series, we will present three more Monthly Luncheons and three Deep Dive Luncheons with opportunities for CLE credit, two Women's Initiative events and a half-day international seminar sponsored by Kilpatrick Townsend & Stockton LLP. The annual CLE Jamboree will return this year. The Jamboree is a full-day event sponsored by King & Spalding providing CLE credit with sessions covering a range of topics. We are excited to have Sally Yates as the keynote speaker this year. Be sure to sign up early.

We could not present such an extraordinary slate of programs without our wonderful sponsors, and we deeply appreciate their generous support.

We look forward to seeing you at our next event!

Angela Frazier  
ACC Georgia President  
Assistant General Counsel, Cox Communications, Inc.



Our 2018 Lori Ann Haydu Memorial Summer Interns: Jaylen A. Mize, Tamra K. Voll and James Clifford Boxton III

## IN-HOUSE SPOTLIGHT

### Greg Heller

Executive Vice President and Chief Legal Officer, Atlanta Braves and The Battery Atlanta



#### Q. What is your role in the legal department?

My role is to protect the Braves organization and help get deals done. My responsibilities include providing counsel on baseball operations matters, sales and marketing, broadcasting, stadium and business operations, intellectual property, corporate governance, legislative affairs, employment and litigation. I also have oversight for all legal issues related to SunTrust Park and The Battery Atlanta mixed-use entertainment district.

#### Q. What attracted you to law and working in-house?

My undergraduate degree (from Indiana University) is in sports marketing and management. Early on, this seemed like a natural fit to combine my passions for sports business and the law.

#### Q. What is your biggest legal challenge?

We've really grown as an organization with development of The Battery Atlanta and the real estate side of our business. We've evolved from a local professional baseball team into a much larger enterprise. Our company is part of a publicly traded tracking stock, which is rare in professional sports. Being part of a larger public company at Liberty Media also has some unique challenges and opportunities.

#### Q. What makes a successful leader?

I'm a huge believer in servant leadership and humility, leading with actions and not words. It's important to demonstrate a strong work ethic as well as compassion for your team. I think that goes a long way when you're in a difficult situation or working on a big project to let your actions speak louder than your words.

#### Q. What has been your involvement in a unique legal management effort or trend?

Major League Baseball and our folks on the business side have been innovative in the digital space and social media with the MLB Ballpark app.

What we have built here in SunTrust Park and The Battery Atlanta with the convergence of a sports stadium and a real estate development has really become the new model for a unique fan experience. It's all controlled by the team, and a lot of other teams and owners from every major sports league have come to take a look at it.

#### Q. What is your best advice for outside lawyers?

Take the time to understand our business, because you're going to be a much more efficient advocate and a much better lawyer to help us with what we need if you do. Try to think more strategically and more "big picture" and not necessarily so narrow on the particular issue you've been hired for.

#### Q. What are words you live by?

I'm Catholic, and my faith is a big driver and foundation for my life. Being consistent in life, you know what you're going to get regardless of the situation – when people are looking and when they're not looking.

#### Q. Who has been a mentor to you?

My dad had a big influence. He embodied a lot of the attributes I've mentioned. He was humble, kind and compassionate. He was a hard worker and gave me my work ethic, which I think has helped me be successful.

#### Q. What else would you like to share about your family?

I've been married for 23 years. We have four children – a daughter who is a sophomore at the University of Georgia; two boys, a senior and a sophomore at Blessed Trinity Catholic High School in Roswell; and a seventh-grade daughter.

#### Q. What keeps you busy outside of work?

Keeping up with our kids' activities! My eldest daughter runs track and cross country at Georgia, one son plays football and the other runs cross country, and my youngest daughter is a big soccer player. I also teach a course in sports law at the University of Georgia, and I'm on the sports law board at Marquette University, where I went to law school.

#### Q. What is your favorite travel destination or place you hope to visit?

We go to Hilton Head as a family during the summer. That's become a tradition.

#### Q. What would you be if you weren't a lawyer?

High school basketball coach!

## Thank You to Our Sponsors!

Thank you to our recent luncheon and event sponsors:



June 12 – Monthly Luncheon – Jackson Lewis – "Update on Cutting Edge Discrimination Tactics, Strategies and Responses to #MeToo"

June 28 – Women's Initiative Event – Bodker, Ramsey, Andrews, Winograd & Wildstein, Kilpatrick Townsend, Ogletree Deakins, Taylor English, LawDocsXpress – "The Lighthouse Method: How Busy, Overloaded Women Can Get Unstuck and Figure Out What to Do with Their Lives"

July 10 – Monthly Luncheon – Bryan Cave – "Automation: The New Frontier and What It Means for Your Vendor Arrangements"

July 17 – Networking Event – Squire Patton Boggs – "A Summer Soiree"

July 25 – Networking Event – The Partners Group – Happy Hour

August 1 – Annual Braves Event – Nelson Mullins – "Deals and Data: Navigating Transactions Involving Data in the Current Legal Landscape"

August 10 – Women's Initiative Event – Bodker, Ramsey, Andrews, Winograd & Wildstein, Kilpatrick Townsend, Ogletree Deakins, Taylor English, LawDocsXpress – "Let's Dance!: A Wellness Event"

August 14 – Monthly Luncheon – Wargo French – "Who Needs Insurance? Strategies to Transfer Your Risk"

August 30 – Networking Event – FordHarrison – "College Football Kickoff"

In addition, thank you to Alison Danaceau, assistant general counsel for Aptean, for serving as our chapter photographer, and Poston Communications, for production of our newsletter, public relations and other activities.

## MEMBER SPOTLIGHT

### Harris Troutman

Chief Legal Officer, Chief Compliance Officer and Secretary, Healthgrades



#### Q. What is your role in the legal department?

Healthgrades is the leading online resource for information about physicians and hospitals. Each month, we help millions of consumers find and schedule appointments with their provider of choice. Additionally, we partner with more than 500 health systems across the country to cultivate new patient relationships, improve patient access and build customer loyalty. At Healthgrades, I serve as Chief Legal Officer and Chief Compliance Officer.

#### Q. What attracted you to the law?

I was a little bit late in life going to law school. I've got a master's degree in economics and worked two years before I went to law school. But, I've always thought the law opens the door to a lot of interesting opportunities.

I started as a litigator at a boutique employment firm, then went into product liability litigation. Litigation is a great foundation for any lawyer, but two things attracted me to working in-house. When the first in-house opportunity came up, we were in the middle of the dot-com boom so it seemed like an exciting opportunity to use my economics training and business background. What has kept me going back to in-house roles is the opportunity to be on the front end – developing strategy and building something - and then getting to see it all the way through.

#### Q. What is your biggest legal challenge right now?

I'm planning for compliance with the California Consumer Privacy Act (CCPA). I'm sure there are plenty of in-house lawyers, particularly those who work in the media and marketing industries, who are doing the exact same thing. We've all just gotten past the General Data Protection Regulation (GDPR), so now we've got a year to get ready for the CCPA.

#### Q. What makes a successful leader?

Foremost is trust. To lead anything, the people you work with and the people who work for you must trust your judgment. They have to know that you're going to take a measured approach with the wisdom that you bring and your problem-solving skills. Also, you need to trust your team to execute. You articulate the goal and let your team figure out how to get there.

#### Q. What advice do you have for outside counsel?

Take time to understand your client's business. Outside counsel needs to be pragmatic, and it can't be pragmatic without having some insight and understanding of the business environment for your client. Part of my job as general counsel is to articulate it to my executive team and help colleagues evaluate the risks and the rewards. It helps me if outside counsel and I are conversing in practical terms rather than just pure legal advice.

#### Q. What are you most proud of?

I've been fortunate to be involved in cutting-edge industries. Early on, I was general counsel for a company that was developing a software-as-a-service product before SaaS was completely recognized. Later, I was involved in a company that was on the cutting edge of social media with a platform for brands to manage their presence on Facebook, Twitter, YouTube and other social media sites. Now, the changes in health care make Healthgrades an exciting place to be. Having the opportunity to be on the front end of changes in various industries has made my in-house roles very rewarding.

#### Q. Have you read any good books lately?

I'm a big fan of historical fiction. "The Alice Network" by Kate Quinn and "Beneath a Scarlet Sky" by Mark Sullivan are both based on true stories, set during wartime. What the characters went through and the heroism that they displayed really stuck with me. We're very blessed with the freedom we live under, keeping in mind what others have gone through in the past and what people in other parts of the world are going through now.

#### Q. What keeps you busy outside of work?

I've got a wife and two boys – a junior in high school who plays baseball and football, and an eighth-grader who plays rugby and football. Our weekends are often filled with going from one sporting event to the other.

#### Q. What is one of your favorite travel destinations?

We just got back from a fishing trip to Alaska, where my wife's family has a place outside of Homer. That's pretty special.

#### Q. If you weren't a lawyer, what would you be?

On the dreamer side, I go back and forth between Jimmy Buffett and Bob Costas. Jimmy Buffett has been the beach soundtrack for a generation, and Bob Costas has been witness to every major sporting event for decades. Not bad ways to make a living, and both appear to truly love what they do.

## WOMEN'S INITIATIVE



#### Feeling Stuck on Your Career Path? Try the Lighthouse Method

A social scientist turned life coach shared with in-house counsel her secrets for getting unstuck at an ACC Georgia Women's Initiative event on June 28 at Druid Hills Golf Club. Stacy Kim, founder of Life Junctions, described how she and numerous clients discovered a fun and successful way to get moving toward rewarding new careers.



Kim says many smart, talented women who dream of restarting or shifting careers are too maxed out to put those dreams into action. They often believe they should first analyze options and set goals, but Kim says such thinking and planning are precisely what keeps them stuck.



Kim has published an ebooklet called "The Lighthouse Method," which calls bright women to abandon maps, aim for the lighthouse and row.



A reception followed the presentation. The event was made possible by founding sponsor Bodker, Ramsey, Andrews, Winograd & Wildstein, P.C.; catalyst sponsors Kilpatrick Townsend & Stockton LLP, Ogletree, Deakins, Nash, Smoak & Stewart, P.C., and Taylor English Duma LLP; and thought leader sponsor LawDocsXpress.

## FROM OUR EVENT SPONSORS

### Automation and Artificial Intelligence: A Look at the Implications for Commercial Contracts

Sean D. Christy, Bryan Cave Leighton Paisner LLP



Bryan Cave Leighton Paisner Partner Sean D. Christy  
Photo Credit: Alison Danaceau/Aptean

Most companies today are deploying some form of automation in their enterprises, and the use of automation gives rise to a number of commercial contract considerations.

Sean D. Christy of ACC Georgia Chapter sponsor law firm Bryan Cave Leighton Paisner highlighted key considerations at the July luncheon.

Technology	Description	Common Applications
Robotic Process Automation (RPA)	Using a robot (think software bot) to automate a business process historically performed by a human worker	<ul style="list-style-type: none"><li>• Accounting functions</li><li>• Customer and employee onboarding</li><li>• Data migration and extraction</li><li>• Invoicing</li><li>• Loan application and KYC processing</li><li>• Software installation and predictive maintenance</li></ul>
Artificial Intelligence (AI)	The use of computers to simulate human intelligence, analytics and decision making	<ul style="list-style-type: none"><li>• Predicting consumer behavior</li><li>• Due diligence and contract review</li><li>• Inventory and infrastructure monitoring</li><li>• Marketing and ad targeting</li><li>• Medical diagnosis</li></ul>

Many of the considerations in AI and RPA technology and services contracts are no different from any other technology license, subscription or service arrangement that your organization may employ, including:

- Defining the appropriate scope of use and authorized users of the automation platform and services (including third-parties such as service providers);
- Specifying the parties' respective systems implementation, integration and testing obligations; and
- Defining the performance characteristics associated with the platform and related services, with focus on availability and speed of processing in the RPA context and on availability, quality, and relevance of cognition in the AI context.

However, there are some considerations that are unique to contracting for automation technology and services that you may want to consider for your organization:

- Allocation of IP Rights – The allocation of IP Rights and post-term usage rights in the automated workflows developed on RPA technology and the results of the cognition of AI platforms is often negotiated.
- Apportionment of Costs and Financial Benefits of Automation:
  - Will productivity improvements and cost reductions for your company resulting from RPA deployment be committed outright or dependent upon actual deployment?
  - Should you include a gainsharing mechanism to incentivize and accelerate the deployment of automation?
  - Which party has the right to control automation deployment, and which party bears the cost of deployment development, licensing and/or subscription?
- Data Privacy and Security:
  - Have you ensured that you have appropriate rights in underlying data that will be utilized to enable AI machine learning?
  - A heavily automated workforce creates another area of cybersecurity vulnerability. Have you considered contingency planning in your automation-dependent services arrangements?

*Continued on next page...*

### How to Draft Effective Insurance and Indemnification Provisions in Commercial Contracts

Ellen E. English and Raymond J. Tittmann, Wargo & French LLP

“Clear eyes, full heart, can’t lose.” This is more than Coach Eric Taylor’s rallying cry to his championship high school football team in the TV show “Friday Night Lights;” it also forms the foundation for drafting effective indemnity and additional insured clauses.

ACC Georgia Chapter Silver Sponsor law firm Wargo & French LLP provided a combination corporate and insurance presentation at the August luncheon, offering a unique perspective on how to negotiate, draft, tender and litigate under these clauses.

The presentation was based on a real-life case study, in which a San Francisco 49ers fan suffered a terrible beating at Levi’s Stadium in 2013. The fight erupted over an open urinal. The fan was punched to the ground, fell unconscious and suffered seizures and internal bleeding, ultimately leading to a permanent decline of cognitive function. The plaintiff credibly penciled out \$10 million in damages.

The San Francisco 49ers thought they had fully transferred their risk to their security guard subcontractor, with broad indemnity and additional insured language. Not so. Both the U.S. District Court and the Santa Clara Superior Court held otherwise, and the net effect was that the 49ers transferred only half their risk, all but rendering these broad clauses toothless.

Ellen E. English, of the Wargo French corporate group, addressed the problem within the 49ers’ contractual indemnity clause. While it protected against injury caused by the security guards, it did not protect against injury caused by the 49ers. Most states, including Georgia, limit enforcement of indemnity clauses unless they expressly state that the subcontractor must indemnify the company even for injury caused by the company.

The net effect was that the 49ers and the security guards shared defense costs 50-50, which inevitably drove the settlement contributions as well. The allegations potentially implicated both the 49ers and the security guards, and consequently the contractual indemnity provisions were rendered of no value. A more robust indemnity clause would have avoided this outcome. “Clear eyes” anticipating this eventual judicial interpretation would have avoided this problem.

Second, Raymond J. Tittmann, of the Wargo French insurance group, addressed the problems that arose in the effort of the 49ers to shift all responsibility to the insurer for the security guards. Although the additional insured provisions were properly worded, courts freely permit the sharing of coverage obligations. Because the allegations of the complaint created a potential that the 49ers alone caused the negligence, the 49ers carrier had to share in the defense 50-50 and contribute to settlement at that ratio.

However, had the 49ers been self-insured, the result would have been different. Carriers cannot seek contribution from self-insured entities. Therefore, a self-insured company would have fully transferred the risk, but because the 49ers carried primary insurance, the risk was shared equally between their carrier and the security guards’ carrier. In short, no good deed goes unpunished. Admittedly, it takes a “full heart” to go self-insured, and many other factors come into play beyond these points, but the 49ers would have secured their desired risk transfer had they done so here.

Thus, the concluding advice is clear: “Clear eyes, full heart, can’t lose.”

*Ellen E. English is an associate at Wargo & French LLP, in their Atlanta office. Ellen represents clients on a wide variety of corporate matters, marketing and strategic business issues, and complex business transactions.*



*Raymond J. Tittmann is a partner at Wargo & French LLP, in their Los Angeles office. Ray advises and represents clients on a wide range of insurance products, and was lead counsel on the referenced coverage case involving the San Francisco 49ers, First Mercury v. Great Divide.*

*Wargo French Associate Ellen English, Partner Raymond Tittmann and ACC Georgia President Angela Frazier*  
Photo Credit: Alison Danaceau/Aptean

## NELSON MULLINS ANNUAL BRAVES EVENT

### Deals, Data, and Baseball: ACC Georgia, Nelson Mullins, and Atlanta Braves Explore Transaction Risks and Rewards



Michael Hollingsworth, managing partner of the Nelson Mullins Atlanta office, introduces Atlanta Braves General Manager Alex Anthopoulos and Braves Executive Vice President and Chief Legal Officer Greg Heller. Photo Credit: Courtney Maass/Nelson Mullins

Nelson Mullins partners David Katz and Suhail Seth covered how to handle data-related issues in M&A transactions, including due diligence, addressing the purchase agreement, risks associated with data transfers, and post-transaction integration issues. Joining the panel discussion to offer the in-house perspective was Paul Libretta, general counsel for global specialty finance company Credigy.

Michael Hollingsworth, managing partner of the Nelson Mullins Atlanta office, started the afternoon by welcoming more than 70 attendees to the CLE panel discussion and introducing Braves Executive Vice President and Chief Legal Officer Greg Heller to share an update on the Braves' second season in their new home. When Heller surveyed the room to see if there were any newcomers to SunTrust Park or The Battery Atlanta entertainment district, an overwhelming majority of attendees said they were making a return visit. Heller said attendance has continued to rise, and dozens of ownership groups of professional teams have visited SunTrust Park and The Battery Atlanta as they look to incorporate successful elements in their own facilities.

#### Building the Braves with Data

Heller and Braves General Manager Alex Anthopoulos, led the keynote conversation. They shared how the organization deals with data in its daily operations on the field. With the team exceeding expectations in his first season in Atlanta, Anthopoulos said he depends on data analytics along with his background in old-school scouting to build a successful team.

"I love to collect objective data and merge it with subjective observations to develop a complete picture," Anthopoulos said. Coming off Major League Baseball's trade deadline the day before, he described how he used his data-driven approach to make decisions on roster additions.

"I like as much information as I can get," Anthopoulos said, but he acknowledged that an overload of data can lead to decision paralysis and ultimately kill a deal. He said it's important for in-house counsel to recognize that transactions also carry an emotional component. "That's where a lot of mistakes can be made," Anthopoulos said.

Risk is a topic that is at the forefront daily for in-house counsel. At the Nelson Mullins-ACC Georgia Chapter's annual Atlanta Braves outing at SunTrust Park on Aug. 1, the plan to take in a summer evening game after a CLE presentation was also a risky proposition. Although rain ultimately canceled the ballgame, it didn't dampen the enthusiasm of the interactive event sponsored by Nelson Mullins Riley & Scarborough LLP, which explored good practices for corporate counsel navigating deals involving data.



Nelson Mullins partner David Katz, left, Credigy general counsel Paul Libretta and Nelson Mullins partner Suhail Seth discuss data-related issues in M&A transactions. Photo Credit: Courtney Maass/Nelson Mullins

Following the keynote conversation, Seth and Katz examined the rapidly changing legal landscape of privacy and data. The European Union's General Data Protection Regulation (GDPR), which took effect in May, along with revelation of data collection tactics by Facebook and Cambridge Analytica have put privacy concerns in the spotlight.

Seth noted that because there is no uniform federal law in the United States, in-house counsel face a fragmented path when navigating M&A transactions.

In addressing the risks associated with companies' privacy-related liabilities, Seth stressed the importance of a privacy audit, which includes a comprehensive review of applicable laws, such as the Federal Trade Commission Act, the Financial Services Modernization Act (Gramm-Leach Bliley Act), and the Health Insurance Portability and Accountability Act (HIPAA), along with a patchwork of evolving state statutes. Other considerations for in-house counsel in data due diligence include an exploration of privacy policies, contractual obligations, industry standards, compliance with actual practices and representations, and warranties in agreements.

While the transfer and integration of data in M&A transactions carries risk, Katz said the growing value of data as a business asset makes data due diligence a priority.

"In-house lawyers are always striving to add value to the business," Katz said. By engaging internal teams, IT departments, and outside counsel, in-house counsel can enhance their role in the business while benefitting the bottom line, he said.

The panel said that a uniform federal law, similar to the GDPR, may be inevitable in the U.S. "It seems to be only a matter of time, so you should start getting your house in order," Libretta said.

After the 1-1/2-hour CLE panel, which was organized by Nelson Mullins marketing specialist Courtney Maass, attendees adjourned to Below the Chop, one of SunTrust Park's hospitality areas, to continue the conversation over drinks and a dinner buffet.

"Nelson Mullins and the ACC Georgia have had a great relationship over the years, and we are pleased to continue to support this annual event that brings us together to enjoy a great venue and share topics of interest with our in-house counsel colleagues," Hollingsworth said. The event was first held in 2007 and organized by the firm's late partner Donna Lewis "fueled by her twin passions of Braves baseball and providing cutting-edge material for in-house lawyers," he said.

## Automation and Artificial Intelligence

Continued from previous page.

Attention should also be paid to third-party license and subscription arrangements that might be affected by the deployment of automation, including:

- User definitions – For software or SaaS subscriptions that might be used by an automated (RPA) workforce, is your definition of "users" sufficiently broad to permit use by RPA bots? Provider positions in the market greatly vary, with some readily accepting the express inclusion of bots in the user definition and others refusing usage of the subject software or SaaS platform by bots due to pricing, platform scalability, availability and connectivity concerns.
- User Counts – If your company is considering automating its workforce to increase productivity, additional licenses/subscriptions must be acquired for the bot "users" and the cost factored into the automation business case.
- Architecture Changes – SaaS services are commonly subject to change at the provider's discretion. Those changes may require reconfiguration of RPA tools that utilize the SaaS services, which puts pressure on the change provision in the SaaS contract and the scope of services in the RPA contract.

These are all considerations related to commercial contracts that you should consider as you employ automation within your enterprise. Taking these steps today could save you a number of potentially troubling (and larger) issues down the road.

Sean Christy is a partner with Bryan Cave Leighton Paisner LLP in its Atlanta office. He is a trusted business and legal adviser to many public and privately-held companies in complex sourcing, cloud and other technology arrangements and related automation (artificial intelligence and robotic process automation) arrangements. He represents clients in their most critical initiatives, ranging from global transactions by multinational corporations to the core business deals of early stage start-up companies.

## EVENT PHOTOS



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## Call for Topics and Speakers!

We are here to serve and would love to know what programming topics you want to hear about! All suggestions are welcome.

We are collecting names of chapter members who would like to join CLE panels, be interviewed for newspaper and magazine articles or otherwise accept opportunities to share their wealth of knowledge on a legal topic and/or experience in-house. ACC National has identified they will offer opportunities for national or international exposure and participation from time to time. Have topic ideas or interested on being on this list of chapter thought leaders?

Please contact Connie Swindell-Harding at [georgia@accglobal.com](mailto:georgia@accglobal.com) with your preferred topics, and/or contact info and subject(s) of interest.