

PROFESSIONAL EXPERIENCE

Law Office of Allan Page Weeks, Boston, MA

2003-Present

ATTORNEY-AT-LAW

- Represent Healthcare, Life Sciences and other business organizations in the structuring and negotiation of contracts for computer systems, software development, systems integration, and outsourcing and associated IT services, with the objective of attaining the client's financial, operational and legal goals.
- Consult with Information Technology and Knowledge Management personnel in the early stages of computer systems procurements, to assure that the contract encourages vendors to perform to contract specifications and comply with relevant HIPAA, FDA and Sarbanes-Oxley regulations.
- Analyze technology projects to identify valuable intellectual property rights and properly allocate the ownership interests in, e.g., software development and systems integration contracts.

Mintz, Levin, Cohn, Ferris, Glovsky and Popeo, P.C., Boston, MA

2000-2002

PARTNER

- Counseled clients about structuring technology and computer systems contracts to maximize leverage, minimize project delays and prevent contract disputes.
- Drafted and negotiated consulting contracts for services in support of SAP systems, multi-site computer system implementations and the establishment of various Internet-enabled functions and services, e.g., B2B, CRM and medical data/services.
- Established need for computer law expertise in firm's healthcare and biotech practice groups, to address the growing computer systems requirements of Healthcare and Life Sciences organizations.

Shipman & Goodwin, LLP, Hartford, CT

1997-2000

PARTNER

- Drafted and negotiated contracts for software development and licensing; ERP software and implementation services; strategic alliances; technology consulting; software and content acquisition; distribution of intellectual property; Web site development and hosting; patent licensing; outsourcing; technology transfer; systems integration; and hi-tech product manufacturing.
- Co-founded E-Business Practice Group; chaired committee to select firm's Web site developer; and served as member of Business Development Committee.

Law Office of Allan P. Weeks, Newport Beach, CA

1991-1997

ATTORNEY-AT-LAW (Part-time In-house Legal Services)

1986-1989

- Negotiated computer system contracts that included software licensing and development; outsourcing; reseller relationships; multi-media content; and consulting services for start-up and billion dollar clients.
- Reduced computer system implementation costs through negotiations that focused on project management and support services costs.
- Negotiated corporate asset and stock acquisitions, joint ventures and strategic alliances, including related IT/IP due diligence.

Systems Integrated, Orange, CA

1989-1997

GENERAL COUNSEL (Full-time/Part-time)

- Provided general corporate and IT transaction legal services to turnkey SCADA (utilities) systems integrator for Fortune 500 companies, U.S. Federal/State agencies, and private and public organizations in the Pacific Rim.
- Participated in sales/marketing, financial and personnel decisions as a member of senior management.
- Administered domestic and foreign patent, copyright, trade secret and trademark programs; and directed litigation.

Santa Fe Drilling Company, Alhambra, CA

1982-1986

GENERAL COUNSEL

- Advised regarding general corporate legal matters; and established international joint ventures.
- Negotiated multi-million dollar oil and gas drilling services contracts.
- Managed three attorneys and a contracts/insurance administrator.

Crown Central Petroleum Corporation, Baltimore, MD **1979-1980**
MANAGER

- Managed office on president's staff that responded to orders and regulations issued by Federal and State agencies regarding petroleum refining/distribution and environmental matters.
- Supervised staff of six.

U.S. Department of Energy, Washington, DC **1980-1982**
DEPUTY ASSISTANT ADMINISTRATOR **1974-1979**

- Supervised four divisions that administered petroleum price/allocation, natural gas, electric utility, and coal conversion regulatory programs, with combined staff of 250.
- Promoted to increasingly responsible management and legal positions for national energy conservation, mineral leasing, coal/gas conversion and various petroleum regulatory programs.
- Chief DOE lawyer for several energy and environmental legislative initiatives.
- Managed staffs of up to thirty-five, composed of engineers, economists, lawyers and financial analysts. Direct reports ranged from five to twelve.

Stephoe & Johnson, Washington, DC **1971-1974**
ASSOCIATE

- Practiced securities, anti-trust, employment, bankruptcy, environmental and corporate law.

O'Melveny & Myers, Los Angeles, CA **1969-1971**
ASSOCIATE

- Rotated through litigation, labor and corporate practice groups, selecting corporate.

EDUCATION

Boston University School of Law, Boston, MA; JD

- Boston University Law Review, 1967-1969; Case Comment Editor.
- Author of Note, Choice of Law in Prime-Sub Government Contract Disputes, 48 B.U.L. Rev. 613 (1968); republished, 5 Procurement Articles 439 (1968).

Dartmouth College, Hanover, NH; BA, Economics

LICENSES

Member of Bar: States of California, Connecticut and Massachusetts; and District of Columbia

RELATED PUBLICATIONS AND PRESENTATIONS

Publications

- *Outsourcing an EMR System—Service Level Agreements and Other Contractual Concepts You Need To Know To Reduce Your Risks*, Mass Media (Published by MA/RI Chapter of Healthcare Financial Management Association), July, 2008
- *Application Services Provider Transactions*, The Comparative Law Yearbook of International Business, March 2003.
- *Outsourcing Is Central to the E-Commerce Business Model*, E-Business Law Bulletin, June 2002.
- *Science and Computer Industries Not A Match Made In Heaven*, The Boston Business Journal, March 2002.
- *ASP Services – Outsourcing By Another Means*, The Connecticut Tech Tribune, March 2002.

Presentations

- *Evaluating and Negotiating an IT Contract—A Buyer's Perspective*, Drug Information Association's Annual Meeting, June 2008.
- *Acquiring Life Sciences Knowledge Management Systems: A Buyer's Issues in Bioinformatics Contracts*, Law Seminars International, November 2002.
- *IP and Legal Issues Confronting Bioinformatics*, BioITWorld Conference, March 2002
- *Application Services Provider Transactions*, E-Commerce Law and Jurisdiction Conference (Austria), October 2001.

PROFESSIONAL AFFILIATIONS

Member of International Technology Law Association, Boston Bar Association, American Bar Association