



RAYMOND R. BONNABEAU

ATTORNEY AT LAW

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OVERVIEW

Ray Bonnabeau is a partner at Hellmuth & Johnson and chair of the information technology and e-commerce practice group. Since 1995, his practice has been exclusively in the IT and e-commerce fields, working on behalf of large to mid-sized, highly regulated entities in the healthcare, hospital system, health insurance and financial industries. While his focus is on representing the user or acquirer of IT, he also represents providers of technology from an e-commerce and licensing perspective.

Ray frequently serves as lead counsel to strategize and negotiate agreements in “mission critical” engagements. He has drafted and negotiated thousands of IT and e-commerce agreements, including multiple eight (\$10M+) and nine/ten (100M+ to \$2B+) figure agreements for internationally, nationally and regionally recognized organizations.

EXPERIENCE

Major System Acquisitions

- Electronic health record systems, PACS, RIS, laboratory and all related subsystems
- Healthcare claims, payroll, financial, and decision support systems and all related subsystems
- Loan processing and all related subsystems

Licensing

- Complex licensing agreements and related services, including related service level agreements, data privacy obligations or agreements, complex SOWs and support services
- Client-hosted, ASP, cloud and Software as a Service (SaaS) agreements
- Database licenses
- Co-branding agreements
- Source code and other technology escrows
- Service level agreements
- IP rights assignment agreements
- Open source agreements

PRACTICE AREA

Information Technology & E-Commerce
Intellectual Property

ADMISSIONS

Minnesota State and
Federal Courts

EDUCATION

William Mitchell College of
Law, J.D., cum laude, 1992

University of Minnesota,
B.A., summa cum laude,
1989

Software Development Agreements

- Complex development engagements
- Joint development agreements (shared IP)

Equipment

- Equipment purchase and lease agreements
- Equipment maintenance agreements

Telecommunication Agreements

- Full telecommunication system replacements and acquisitions
- ATM; frame relay; area networking; cellular/cell tower; circuit, router, T1 lines, etc.; pagers and custom paging software; dispatch
- Phone service intrastate/interstate/international
- Co-Location
- Internet data services agreements

Internet

- Development agreements
- Web site terms of use (browse-wrap and click-wrap) and privacy policies

Services Agreements

- Complex business process outsourcing agreements
- Consulting agreements
- Outsourcing agreements
- Co-location agreements
- Disaster recovery agreements
- Data privacy and data security agreements
- Complex service level agreements
- Staff augmentation
- Internet data services agreements
- Software maintenance agreements

Ray also represents licensees during software compliance audits.

E-commerce Agreements

B2B and B2C eCommerce agreements

AFFILIATIONS

- Member of the Minnesota State Bar Association and the American Health Lawyers Association.

COMMUNITY

- Former Adjunct Professor at William Mitchell College of Law, having taught Licensing and Intellectual Property Transactions, both advanced skills-based courses.