



Testimonials

"As all businesses are in the midst of digitization and technological transformation in order to remain relevant in today's economy, Duncan's book is a must-read for lawyers, CIOs, and business people who increasingly must navigate complex technology transactions. Duncan provides an extremely well written and highly informative road map that touches both on the big strategic questions and delivers analytical insights for those who crave the details. This book is a step-by- step 'must-have' resource tool to promote IT transaction success and sound governance."

George Begic

Partner and Deputy General Counsel
Deloitte Canada

"Mr. Card delivers what the title promises: a clear, articulate, and practical set of legal and non-legal strategies for dealing with the myriad of issues one encounters in today's IT transactions. The organization of the material in accordance with the phases of a transaction allows the reader to zero in on specified content and explore adjoining material as the need and the interest requires. The practical advice from Lessons Learned and Dear Executive highlight the author's business acumen, confidence, and genuine desire to share experience and knowledge with the readers. I would highly recommend this book to those experienced in the field looking to hone their perspective and those who are just commencing their journey of learning on IT Transactions."

Michel E. Belec

SVP, Chief Legal Officer & Corporate Secretary | Law & Governance
TELUS International Canada

"Mr. Card has written an excellent and comprehensive book, which provides an enlightening journey for IT executives through vital IT transactional areas such as legal, risk, and governance. The strategy of focusing on these areas is brilliant as these are areas that most IT leaders are not as well informed about as they are about technology itself. Ironically, most IT project failures are internal and are not the result of technology failures but a failure to fully understand, communicate, and document a detailed contract between the IT supplier and the customer. This book addresses this failure in detail and provides solutions, consequently, it will be of significant benefit to IT leaders. The book also clearly articulates the role of corporate/government Boards and what due diligence and oversight they should be conducting. However, having been a CIO three times in the private and public sector, Boards rarely carry out their responsibility when it comes to IT governance, not because they don't want to, but they are often unqualified and inadequately staffed to do"

Steven Delaney

CEO and Co-Founder of Capital Blockchain
CIO Association of Canada – National Board Member
PhD Candidate (Computer Science)

"A comprehensive reference with valuable insights and practical considerations on how to structure IT transactions. The accessible style will prove useful to managers and counsel alike in managing risk and promoting desired outcomes on large initiatives."

Blythe Walker

Global Chief Technology Officer
RenaissanceRe Holdings Ltd.

"Throws a life preserver to those charged with closing a comprehensive IT transaction for their organization – something companies do rarely, if done properly. The portions of the book that leapt out at me are those addressing evolving areas of risk – these keep legal leaders awake at night, in no small part because of the changing landscape and lack of day-to-day exposure to them. ... In situations where parties are negotiating remotely, unable to gather live around a negotiating table, practice gems emphasizing the traditional nuts and bolts of how to get deals negotiated, closed, integrated, and managed effectively is invaluable. Mr. Card unflinchingly points out deal pitfalls, including those arising from lack of planning, inadequate negotiation preparation, failure to fully define services and other obligations, taking one's eye off the ball during implementation – all are chronicled, with sage advice on how best to avoid them. Mr. Card knows how to march a deal through to completion, as evidenced in this volume – he thoroughly covers the bases in a logical, coherent, but engaging manner. The human element is a wild card when doing deals and implementing them. Mr. Card's astute emotional intelligence carries through in the highly practical and hard-won wisdom shared in this book."

Robert Ellis

Senior Vice President, General Counsel and Corporate Secretary
Celestica Inc.

"Once again, Duncan Card has amassed the ultimate reference text that provides for those involved in negotiating and securing IT transactions all they need to know to ensure that they can achieve the desired successful outcomes. Fully annotated, the book describes and recommends the best course of actions for any situation one would encounter in getting the transaction across the finish line. A must-have reference!

Barry Clavir

Founder of CIO Summit (Canada) and
CEO, Leaders Beyond Inc. (CIO Executive Training)

"Keeping up with the sophistication and constant evolution of the information technology business is a challenge for even the most experienced professionals. Mr. Card paves the way to navigate that complexity with the most comprehensive framework I have ever seen, which serves both the business and legal communities. The abundance of specific legal content guidance and real business strategy makes this book an indispensable resource for all levels of players of the information technology arena. This book can set you ahead of competitors with examples and scenarios that will help you lead your strategy from planning to execution. Find special room on your office desk for this book and make sure it stands within easy reach because you'll need it."

Cristiano Bernarde

Vice President and Regional General Counsel - Latin America and Caribbean
SAP International Inc.

"Card provides an extraordinarily practical and exhaustively comprehensive guide to achieve successful IT transactions; from planning and strategy, to negotiation and pitfall avoidance. His book is an invaluable resource for IT professionals as well as legal practitioners, collating wisdom and guidance gained from the author's real-world experience that is directly relevant and essential for managing IT projects today. This book is an essential "best practices" resource for the successful management of all IT projects. Quoting the author, his book "...painlessly teaches lessons that others have painfully learned", and I could not agree more."

Paul Didyk

Director of IT
Coralisle Group Ltd. (Bermuda)

"It is clear that technology is significant to a company's success and yet many Boards still lack the necessary knowledge and expertise to ensure that such a critical function is properly managed. The lack of IT Governance and oversight from the Board can result in significant cost to the organisation and even a threat to its existence. Duncan's latest book is a comprehensive reference tool for effective IT Governance, at all levels. While there is a focus on the legal aspects of the process, it provides a practical "what", "why", "when" and "where" approach to the critical processes necessary in an effective IT organisation with an emphasis on the "transaction" life cycle process from inception to completion. The Board, Management, legal teams and IT professionals will all find invaluable guidance and practical advice to follow to ensure that all angles are covered. Duncan leaves no IT or legal "stone" unturned, covering all possible outcomes and strategies to mitigate the potential risks."

Ronald A. Viera, CISSP, CISM, CISA, CRISC

Financial Services CIO/IT Executive, and Cybersecurity Advisor

"Having long benefitted from Mr. Card's guidance in the 2nd edition, we welcome this 3rd edition of Information Technology Transactions: Business, Management and Legal Strategies. As our products and services migrate to the cloud ... the insights shared by Mr. Card have helped us build successful legal strategies, prioritize privacy and security, while identifying and actively mitigating risk."

Damien McCotter

Legal Counsel,
Canada Thomson Reuters