

# Jesper Nevalainen



**Title:** Partner

**Mobile:** +358 40 582 7826

**E-mail:** [jesper.nevalainen@hannessnellman.com](mailto:jesper.nevalainen@hannessnellman.com)

**Languages:** English, Finnish, Swedish

**Assistant:** Jasse Tuunanen

**Assistant's e-mail:** [jasse.tuunanen@hannessnellman.com](mailto:jasse.tuunanen@hannessnellman.com)

Jesper heads our Technology practice in the Helsinki office, and his practice focuses on commercial, technology, and data protection law, including outsourcing in the TMT sectors, and he has particular expertise in open source licensing issues. He advises both buyers and suppliers of information technology on a wide range of business-critical matters ranging from strategic advice, project management, contract drafting, negotiations, and disputes to re-engineering of distressed projects. In addition to outsourcing, his expertise also covers complex technology transactions, data protection and privacy, as well as non-contentious IP, software licensing, and compliance matters. He is also active in Hannes Snellman's ESG Group.

## REFERENCES

- Counsel to Patria Oyj in a data regulation project, 2024
- Counsel to multinational player specializing in medical devices and healthcare
- Counsel to Sibanye-Stillwater, a multinational mining and metal group, in their GDPR project, 2024
- Counsel to Cargotec in the partial demerger of Cargotec and separation of Kalmar into a new listed company, 2024
- Counsel to SSAB in its transformation project to build a fossil-free mini-mill in Luleå, Sweden, 2024
- Counsel to SSAB in its Direct Reduced Iron (DRI) plant project in Mississippi, USA, 2024
- Counsel to Matkahuolto in the acquisition of a parcel locker network from Smartmile, 2024
- Counsel to Oriola in its investment in ERP and warehouse management, 2024
- Joint counsel to Nordea Bank and OP Osuuskunta in forming joint venture to improve payment services in Finland, 2023
- Counsel to Gasgrid Finland Oy in chartering of an LNG floating storage and regasification unit, 2022
- Counsel to Finnish Customs in landmark public procurement of cryptocurrency brokerage services, 2022
- Counsel to Pontos Oy, Taaleri Datacenter Ky, and Other Sellers in the Sale of Ficolo Oy to Digital 9 Infrastructure plc, 2022
- Counsel to Intera Partners in the sale of Renta Group Oy, 2022
- Finnish counsel to Angel Pond Holdings Corporation, a NYSE listed SPAC, in combination with MariaDB Corporation, 2022

HANNES SNELLMAN

- Counsel to Lassila & Tikanoja in creating a joint venture with Neova, 2021
- Counsel to Telia Finland in the sale of its Telia AMR Business to Landis+Gyr, 2021
- Counsel to Umbra in its sale to Amazon, 2021
- Counsel to Sanoma Group in its acquisition of Alma Media's regional news media business (shares in Alma Media Kustannus Oy and Alma Manu Oy), 2020
- Counsel to Business Finland in public procurement of Business Finland Connection, 2019
- Counsel to Francisco Partners backed SmartBear in its acquisition of Bitbar Technologies, 2019
- Counsel to The Social Insurance Institution of Finland (KELA) in public procurement
- Counsel to YIT in the sale of its Nordic paving and mineral aggregates businesses to Peab for EUR 280 million, 2019
- Counsel to Finavia Oyj in its strategic public procurement, 2019
- Counsel to Caverion in the sale of project piping & tank business and the related Ylivieska workshop, 2018
- Counsel to Nordic Packaging and Container Holdings (NPAC Holdings) in the sale of Powerflute Group Holdings Oy to Mondi Group, 2018
- Counsel to a significant IT service provider in a novel agile development project. The advice included strategic advice as well as contract drafting and negotiations
- Lead counsel in numerous IT and BPO outsourcing transactions, typically involving several countries
- Counsel in numerous cloud computing transactions
- Counsel in numerous licensing transactions and license compliance cases
- Counsel in numerous data protection and privacy cases, including data protection impact assessments and drafting and negotiating data processing agreements
- Developed novel agile development agreements
- Lead counsel in the re-engineering of a large-scale and complex distressed IT delivery project
- Counsel to a leading international company in the procurement of a new enterprise resource planning (ERP) system

## RANKINGS

- Leading Individual, TMT, Legal 500, 2024
- "Jesper is our main partner who we rely on especially for any commercial awareness and overall coordination." Chambers Europe, 2024
- Ranked as one of the Thought Leaders in the Who's Who Legal – Data (Finland) 2023 edition
- "Jesper Nevalainen is very diligent, practical and proactive. Jesper Nevalainen is a business-minded and smart lawyer with a good approach to client service. Jesper Nevalainen is very skilled, provides relevant and timely advice, and has a great understanding of the drivers of our business.", TMT, Chambers Europe, 2023
- Financial Times Innovative Lawyers Awards 2023: Highly Commended. "The firm helped Finnish customs authorities to conduct a public auction of bitcoin, then worth about €70mn, seized from illegal drug dealers. Funds of about \$47mn raised by sale in 2022 were donated to the Ukrainian government."
- "Jesper Nevalainen has strong experience in TMT agreements. He gives good guidance to his customers.", TMT, Legal 500, 2022
- "Team lead Jesper Nevalainen, besides having excellent talent within his area of expertise, has the eye for pragmatic and customer-oriented approach. It is enjoyable to work with him.", TMT, Legal 500, 2022
- "Jesper Nevalainen is an experienced lawyer with a practical and forward-looking mindset.", TMT, Legal 500, 2022

HANNES SNELLMAN

- 'Clients say: "He is extremely talented and enjoyable to work with."', TMT, Chambers Europe, 2022
- Ranked as one of the Thought Leaders in the Who's Who Legal – Data (Finland) 2021 edition
- "Jesper Nevalainen is a very pleasant person to work with. He has a broad knowledge of the legal framework, industry practices and suppliers' most common legal terms and arguments.", TMT, Legal 500, 2021
- 'According to one client, Jesper Nevalainen "has the exceptional ability to provide clear and precise legal advice, even in the most difficult negotiations. He can create and implement effective negotiation strategies and adapt and modify the selected tactics if the situation so demands." ', TMT, Chambers Europe, 2021
- Recognised among the World's highest ranked Data Lawyers in the Who's Who Legal Data 2021 edition
- "Jesper Nevalainen is quick to respond and has a deep understanding of our business challenges. The advice and legal recommendations he provides are based on applicable law and adapted to our business requirements/challenges." Another client says that "Outi Jousi and Jesper Nevalainen worked as a team in our assignment. Their high quality performance is based on their high level expertise. They are experts in various kinds of legal technological challenges. We can trust that every significant detail will be thoroughly considered and solved.", TMT, Legal 500, 2020
- 'Clients praise his skills and outside-the-box thinking, with one particularly endorsing his "great commercial awareness."', TMT, Chambers Europe 2020
- Ranked as 2020 exclusive winner of Client Choice's Data Privacy & Protection category in Finland
- Recognised among the World's highest-ranked Data Lawyers in the Who's Who Legal Data 2020 edition
- "Clients praise Nevalainen's tremendous assistance.", TMT, Legal 500, 2019
- Ranked as one of the Thought Leaders in the Who's Who Legal – Data (Finland) 2019 edition
- Ranked among the World's Leading Data Lawyers in the Information Technology category of Who's Who Legal Data 2019 edition
- 'Interviewees value that he provides "good client service and technical knowledge."', TMT, Chambers Europe 2018
- Financial Times Innovative Lawyers' Awards 2017: Commended\*
- Jesper Nevalainen is "commercially minded, authoritative and a pleasant man to work with, who is invaluable when difficult advice is needed quickly in pressurised scenarios", TMT, Chambers Europe 2017
- Ranked as a leading TMT practitioner several times by all notable legal directories (Chambers & Partners, Legal 500, Who's Who Legal and Best Lawyers)
- (\*=rankings from prior to joining Hannes Snellman)

## MEMBERSHIPS AND POSITIONS OF TRUST

- Member of the Finnish Bar Association
- Member of ITechLaw (Committee Member of ITechLaw's Technology Sourcing Committee 2020)
- Member of the Finnish IT Law Association (Member of the Board 2008–2012, Secretary of the Board 2009–2010, Chairman of the Board 2011–2012)
- Member of the International Association of Privacy Professionals (IAPP)

## PUBLICATIONS

- Co-author of the Finnish article in Lexology Panoramic: Outsourcing 2024
- Hannes Snellman Fashion Law Review - Edition 2, 2021
- Hannes Snellman Fashion Law Review - Edition 1, 2020

HANNES SNELLMAN

## EDUCATION AND PROFESSIONAL BACKGROUND

- Partner, Hannes Snellman, 2017–
- Bird & Bird Attorneys Ltd, 2006–2017
- Tecnotree Corporation, 2006
- Roschier Attorneys Ltd, 2004–2006
- Master of Laws, University of Helsinki, 2004

HANNES SNELLMAN