



Mr Ian Ferguson

Partner, Head of Technology & Sourcing, Olswang Asia LLP

Ian Ferguson is a Partner in **Olswang Asia LLP** where he is the Head of Technology & Sourcing. He specialises in technology, sourcing and telecommunications, with over 30 years of experience in international law firms of advising on, structuring and negotiating commercial transactions across sectors and geographies. Ian is focused on delivering commercial solutions in an international business environment.

Ian is Co-Chair of the Singapore Chapter of the International Association of Outsourcing Professionals (IAOP) and Co-Chair of the IAOP Pacific Rim Regional Advisory Board. He is also a founder and non-executive Board member of Elix-IRR Partners LLP, an international strategic advisory firm specialising in business transformation.

Ian advises on technology and communications infrastructure, services and integration projects, e-payments, e-commerce, digitisation projects as well as on acquisitions, disposals and joint ventures in the technology sector. He also advises customers and suppliers on sourcing transactions across sectors including business processes, IT, communications and facilities management services, multi-jurisdictional and offshore transactions, shared services arrangements, and cloud based transactions. He has considerable experience of strategic investments, mergers and acquisitions, joint ventures, privatisations, regulation and commercial contracts in the telecommunications sector.

Synopsis:

Sourcing for the Future: Impact of Technology

The sourcing model is evolving. Business drivers are changing, customers have different expectations, new disruptive technologies are impacting business models, and suppliers are having to adapt their service models and solutions. Ian Ferguson will discuss market developments and highlight the challenges and opportunities facing suppliers and customers, and regulators, as well as predict some future trends.