



Juerg Hess

Attorney-at-law
MBA (Zurich University)
Dr. iur. (Zurich University)
M.C.J. (New York University)

juerg.hess@lauxlawyers.ch
<http://www.lauxlawyers.ch>

EDUCATION, ADMISSION TO THE BAR

Ph.D. / Doctorate (1986). At University of Zurich	1986
Ph.D./Doctorate,	
Postgraduate studies in the USA At New York University School of Law	
M.C.J., 1983 Salzburg Seminar, American Law and Legal Institutions	1982 – 1983
Bar of the Canton of Zurich	
Admission to the bar	1981
Legal education At Universities of Berne and Zurich	
LL.M./Licentiate at University of Zurich,	1979
Education in economics and business administration (until 1976).	
MBA in economics and business administration at the University of Zurich MBA/Licentiate	1976

PROFESSIONAL CAREER

LAUX LAWYERS AG, Zurich
Partner

since 6/2014

IBM

Inhouse Counsel

1984 –2013

- Responsible for all legal matters of IBM Switzerland Ltd. Since 1997, managing the legal department of IBM Switzerland Ltd. Negotiated almost all major outsourcing agreements for IBM Switzerland Ltd. over the last 25 years. Major deals include information technology outsourcing deals for customers in the financial sector (banking, insurance, reinsurance, credit cards, financing), the industrial sector (manufacturing, aircraft services, nutrition), the distribution sector (retailers, duty free, clothing, life style), the public sector (on the federal and cantonal level), and the pharmaceutical sector. Experience extends to all kinds of deals, including local and international, first and second generation outsourcing, back-sourcing and litigious work, as well as operational aspects of migration, termination and post termination matters. Extended experience in negotiating IT related standard agreements (license, maintenance, T&M services, turnkey solutions, reseller, agent, financing), and localization work for all IBM group-wide IT agreements, but also in negotiating deviations to standard terms of major customers. Responsible for further legal matters of IBM Switzerland Ltd., in particular for HR matters (drafting employment agreements, arranging for work permits, supporting legal aspects of sales plans), pension plan reorganization matters and all corporate matters (performing all tasks of a Company Secretary, including compliance aspects, overseeing SEC reporting obligations, determining and maintaining signature policies, and the like). Providing legal support for acquisitions, mergers and divestitures, government permits (people lending authorization, FINMA Supervision as financial intermediary), and real estate related work (site construction agreements, purchase and sale agreements).

Kopp & Vetsch Attorneys-at Law Zurich.*Inhouse Counsel*

1980 – 1981

Trainee Associate

District Court of Pfaeffikon ZH

Clerk to the Court

1979 – 1980

PUBLICATION

- **Ph.D./Doctorate Thesis.** 'Der Denkmalschutz im zürcherischen Planungs- und Baugesetz vom 7.9.1975

INTERNATIONAL EXPERIENCE

- **Europe Middle East Africa.** Headquarter of IBM in Paris (12 months assignment) 1986
- **Central and Eastern Europe.** Headquarter of IBM in Vienna (30 months assignment) 1995 – 1997

LANGUAGES

- **German** (mother tongue)
- **English** (fluent)
- **French** (intermediate)