

Middle East & Africa Technology, IP and Sourcing Focus

Welcome to the fifth edition of Latham & Watkins' *Middle East & Africa Technology, IP and Sourcing Focus* — your source for know-how, recent news and developments in technology, intellectual property and sourcing across the Middle East and Africa.

Click on the links below for a more detailed discussion of each topic.

Latham is continuing to update its *Al-Mirsa* blog, with timely insights and commentary on legal developments in the Middle East. The blog is produced in [English](#) and [Arabic](#) and provides useful analysis of legal developments for anyone with an interest in the Middle East.

If you have any feedback on this edition of *Focus*, or if you have any suggestions for particular areas you would like to see covered in a future edition, please do not hesitate to contact us.

October White Paper

[Running a Competitive RFP](#)

This is the fifth in a series of outsourcing white papers that *Focus* will publish in the Middle East and Africa to assist organisations in understanding and considering the key legal, commercial and operational issues that may be encountered during the outsourcing lifecycle. Leading organisations in the Middle East and Africa continue to turn to outsourcing as a means of enhancing standards of business performance while also introducing efficiencies and achieving, and maintaining, cost savings. This white paper examines the key considerations for running any competitive RFP process in order to allow for your requirements to be met throughout the term of the contract.

Previous white papers have discussed certain key legal issues that organisations should consider prior to the initiation of an outsourcing project; the issues in an outsourcing deal that should be of concern to, and require input from, the CFO; the changing role of the outsourcing lawyer; and the importance of supplier due diligence in the outsourcing procurement process. Future white papers will continue to address the critical phases and components of complex sourcing transactions.

[The use of Warranties, Indemnities and Representations under English, South African and United Arab Emirates Law](#)

The reach of commercial contracts is often cross-border, but common contractual terms can function and be interpreted differently from one jurisdiction to another. This article examines the role of warranties, indemnities, and representations in contracts governed by the laws of England, South Africa or the United Arab Emirates.

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Middle East Telecommunication News Round-up

We present a round-up of the latest note-worthy telecommunications announcements from regulators in Bahrain, Jordan, Oman, Qatar and the United Arab Emirates.



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USEFUL LINKS

Latham's *Al-Mirsal* blog: Insights and commentary on legal developments in the Middle East in English and Arabic

Latham's *Global Privacy & Security Compliance Law* blog

***The Working World*:** A quarterly review of global issues presented by Latham's Benefits, Compensation and Employment Group

Previous editions of *Focus*:

Focus, Vol. 4

Focus, Vol. 3

Focus, Vol. 2

Focus, Vol. 1

MEA TEAM NEWS

- Larry Cohen spoke at the IBC Legal Intellectual Property Law conference in the UAE on 23 September 2012
- Justin Cornish presented at the CEM Africa conference in Cape Town on 3 August 2012

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