



VAL PAVERD

Partner

New York

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BIOGRAPHY

Val's practice focuses on digital transformation, outsourcing, managed services and technology transactions. She serves as a strategic advocate for clients as they undertake complex technology transformation programs designed to optimize business functions, such as improving customer and end user experience, improving organizational functioning, and establishing strong partnerships to drive innovation.

These transformational programs take the form of business process outsourcing (BPO), information technology outsourcing (ITO), enterprise resource planning (ERP) and systems implementation/integration, automation (RPA, AI), and other change intensive corporate initiatives.

Val engages as a transformation enabler and uses tailored contract architectures and contracting processes to help her clients and their vendor partners work out deal complexities and establish

ongoing problem-solving dynamics.

Val's clients span various industries, including, luxury retail and consumer packaged goods, healthcare, entertainment, agriculture, automotive and financial services.

Val actively engages in the sourcing industry, contributing her knowledge through various channels. She has presented masterclasses on complex negotiations and relishes the opportunity to share her insights at industry conferences. Additionally, Val serves as a frequent guest lecturer at universities and industry events, where she imparts her knowledge and experiences. She maintains a strong connection with her alma mater, William Paterson University, and currently holds a position on the Dean's Advisory Council for the WPUNJ College of Arts, Humanities & Social Sciences.

CIVIC INVOLVEMENT & HONORS

- Dean's Advisory Board - WPUNJ College of Humanities and Social Sciences
- Recognized by Financial Times for developing methodologies that collapse the complexity of navigating transformational, relationship-based deals and ultimately drive innovation and collaboration in a way that transcends contractual commitments
- Received a commendation in the New Services category from Financial Times
- The Best Lawyers in America Ones to Watch, Corporate Law (2023-2024)
- Legal 500 US Media, Technology and Telecoms - Outsourcing (2021, 2023)
- Chambers USA: America's Leading Lawyers for Business Outsourcing - New York (2021-2023)

PROFESSIONAL AFFILIATIONS

- American Bar Association

ADMISSIONS

- New York, 2007
- New Jersey, 2006

EDUCATION

- Cornell University, J.D., 2006

- William Paterson University, B.S., 2003

RELATED CAPABILITIES

- Digital Transformation & Emerging Technology
- Regulation, Compliance & Advisory
- Outsourcing
- Data Privacy & Security
- Healthcare & Life Sciences
- Fintech
- Technology Transactions
- Corporate
- Finance
- Investigations

EXPERIENCE

- A global, Fortune 500 luxury retail client on a worldwide IT outsourcing program spanning multiple towers, including Infrastructure/Cloud, IT Service Management & Services Desk, End User Services, App Development & Maintenance, InfoSec, and QA Testing. Val serves as a Program Advisor on this program – commencing at inception, through the RFS process, down-selection, and negotiation, and into execution. Val is currently advising on restructuring portions of the landscape as the client implements a ‘digital-first’ strategy and consolidates its corporate IT, retail, and online service branches, vastly expanding the program’s scope
- A Fortune 500 laboratory services client on a transaction of first impression, where the client was teaming with an existing partner to outsource and transform its revenue cycle management operations and technologies.
- A national food and agriculture leader on its ERP system implementation/integration, involving a deal ‘reset’ and renegotiation following “phase 0” of the integration program.
- A global, Fortune 500 luxury retail client on a global finance and accounting (F&A) outsourcing encompassing multiple F&A functions.

RESOURCES

SPEAKING ENGAGEMENTS

- Tech & Law (R)evolution: Cutting Edge Practices for Business Transformation and Advancement - Speaker 2023
- Transformation Enablement: Keys to Driving Successful Transformations - Speaker (2023)

RELATED INSIGHTS

News

Mar 26, 2024

New partner boosts BCLP's technology and outsourcing practice