

News

NEW PARTNER BOOSTS BCLP'S TECHNOLOGY AND OUTSOURCING PRACTICE

Mar 26, 2024

International law firm, BCLP, announced today the addition of Partner Valerie Pavard to the firm's market-leading global Technology & Commercial practice. Val joins the firm's New York office.

Val is named a Chambers USA: America's Leading Lawyer for Business (Outsourcing) and her practice focuses on outsourcing, digital transformation and tech transactions— serving as a strategic advocate for clients undertaking extensive technology transformation programs that optimize customer experiences, improve organizational functioning and establish strong vendor partnerships. Val's approach is highly collaborative, and she emphasizes working strategically within and among teams to build networks, break down barriers, and deliver resources where they are needed most to create lasting, positive change. She actively advocates for human-centered deal-building and negotiating/problem-solving practices— techniques that translate very closely into creating value, opportunities and change beyond the conference room.

Val engages as a transformation enabler and creative contract architect to guide her clients and their vendor partners through complex deal attributes, including joint value creation and organizational change management (OCM). In her more than 17 years of practice, she has advised major global and Fortune 500 companies on addressing these key factors early in the deal process to create the greatest possibility of deal success. Such global and national clients span various industries, including consumer packaged goods (CPG), financial services, healthcare, automotive, entertainment and agriculture.

Val is also an active participant in the sourcing industry. She has presented masterclasses and led workshops at industry conferences and events on transformation enablement and rethinking approaches to complex transactions and negotiations.

"We are excited to welcome Val to our global team," said Partner and Global Practice Group Leader – Technology, Commercial and Government Affairs, Marcus Pearl. "Val's strategic outlook and cross-border experience in the technology and outsourcing legal landscapes will be a great asset for our clients and bolsters our solid bench strength in this area." Val joins from Nelson Mullins Riley & Scarborough LLP where she served as co-chair of the digital transformation and outsourcing practice.

MEET THE TEAM



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