

John Salmon

Partner

London

Biography

John Salmon is a highly experienced information technology (IT) lawyer with a market-leading reputation in the financial services sector. His main focus is advising financial institutions on their strategic IT projects and he supports his clients in implementing innovative digital and technology solutions whilst managing legal and regulatory risk. John has a leading reputation as a lawyer in the FinTech area and has been heavily involved with leading-edge developments. John has been actively involved in developing industry-wide solutions particularly in the sharing of data. Recently he has been heavily involved with open banking and open finance, having advised the Open Banking Implementation Entity in the UK since its inception including as interim general counsel.

John leads Hogan Lovells Digital Assets and Blockchain practice and has advised major banks and startups in this area. He spends a great deal of time educating regulators, policy makers and clients in the area of blockchain and crypto and has spoken to the European Parliament, IOSCO and many governments on this area.

In addition, John has extensive experience of drafting and negotiating both customer and supplier IT services contracts, including for development projects, software licensing, cloud, and systems integration.

Representative experience

Advising the board of TISA on its Re-Registration



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Languages

English

Practices

Digital Assets and Blockchain

Strategic Operations, Agreements
and Regulation

Industries

Financial Institutions

Areas of focus

IT Outsourcing

Outsourcing

Product Compliance

Project and the creation and implementation of a standard legal framework for the electronic re-registration.

Advising Bright Grey, a division of Royal London on the multiple IT systems, services and software contracts needed for the establishment of its new protection business.

Advising Zurich on a services agreement with Pershing which allowed Sterling ISA Managers (part of Zurich Group) access to a wider range of funds.

Advising Friends Provident on a number of matters including the procurement of its internet based corporate platform and associated services from FNZ.

Advising Royal London on its outsourcing of insurance administration and IT support services, including transitional arrangements.

Advising Mercer on its partnership with three major product providers to launch its Mercer Workplace Savings Solution.

Origo Services on drafting a standard legal framework to address the data protection, security and contractual issues surrounding the on-line transfer of data.

Advising AXA UK on the procurement of its Elevate platform and associated services, negotiation and drafting of the Heads and subsequent services agreement with FNZ.

Advising Global bank on it's agreement for the outsourcing of its middle office in respect of its wealth business.

Advising AXA on the outsourcing of its wealth platform from FNZ UK, including ancillary contracts.

Advising Friends Life on the outsourcing of its wealth platform from FNZ UK.

Advising Zurich on the procurement of its corporate and retail wealth platforms from FNZ UK.

Authorizations and Variations of Permission

FinTech

Sustainable Finance & Investment

Artificial Intelligence

Accolades

"John is by far the best outside counsel with whom I have worked in the FinTech and blockchain space."

Chambers, FinTech Legal, 2023

Advising a UK financial institution on the successful exit from its platform services agreement following a strategic review by the business.

Advised a global ATM software product company in connection with software licensing agreements for its middleware software product.

Advised insurance product providers on the IT, IP and data issues arising in distribution and affinity arrangements, and on contracts with portals and aggregator sites.

Advising a retail bank on its white-labelling arrangement with a major travel and entertainment services provider.

Advising a software provider on its on-line ticketing service for major exhibition venue, and drafting and negotiating the relevant contracts.

Advising a start-up on the provision of multimedia content for mobile phones and its agreements with mobile telecoms services providers and partners.

Awards and rankings

- Band 1 Individual - FinTech Legal, *Chambers UK*, 2023
- Band 1 Individual - FinTech Legal: Blockchain & Cryptocurrencies, *Chambers UK*, 2023
- Hall of Fame – FinTech Legal, *Legal 500 UK*, 2022-2023
- Leading Individual, FinTech, *Legal 500 UK*, 2023
- Thought Leaders Global Elite - Blockchain, *Who's Who Legal*, 2023
- Global Leader - FinTech & Blockchain, *Who's Who Legal*, 2023

Latest thinking and events

- News
 - The EU's Markets in Crypto Assets (MiCA) regulation
- News

- Final DORA level 2 regulation published
- News
 - The Payments Newsletter including Digital Assets & Blockchain, July 2024
- News
 - UK: King's Speech 2024: Key takeaways for financial services
- News
 - UK Election – what does this mean for digital asset regulation?
- News
 - The Payments Newsletter including Digital Assets & Blockchain, June 2024