

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 the Hogan Lovells Blockchain and Cryptocurrency 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.



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Languages

English

Practices

Digital Assets and Blockchain

Industries

Financial Institutions

Areas of focus

IT Outsourcing

Outsourcing

Product Compliance

Authorizations and Variations of
Permission

Representative experience

Advising the board of TISA on its Re-Registration 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 its 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.

FinTech

Sustainable Finance & Investment

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

- Leading Individual, FinTech, *Legal 500*, 2022

Latest thinking and events

- Hogan Lovells Events
 - The Future of Finance and Insurance: Embracing Change
- News
 - UK Treasury proposes a law to regulate 'critical' third party service providers in finance sector
- Sponsorships and Speaking Engagements
 - Money20/20 Europe
- News
 - European Council and Parliament reach agreement on Digital Operational Resilience Act 'DORA'
- Press Releases
 - Hogan Lovells advises FTX Ventures on its seed investment in Cambridge-based gaming developer

- News

- HM Treasury stablecoin regulation proposals aimed at positioning UK as global crypto hub