



Alethea Au

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Alethea Au is a member of the Technology and Outsourcing and Mergers & Acquisition Groups. She has expertise on a wide range of issues in the areas of information technology, including business process outsourcings, technology exploitation (including development and commercialization) and e-commerce, mergers and acquisitions (involving technology companies and emerging technologies), general corporate commercial transactions and corporate governance matters.

She has advised large and mid-sized companies on joint ventures, outsourcings, licensing and technology development and has been involved in IT procurement and outsourcing arrangements in a variety of industries including, financial services, insurance, retail, telecommunications, software, cannabis and mining. In addition, Alethea has counselled corporate and private equity clients across various industries in complex matters related to mergers and acquisitions in respect of structuring, risk mitigation, divestitures, use of representation and warranty insurance and related transactional and transitional issues.

Alethea also has a lead role to implement legal project management/innovation initiatives within the firm to leverage the firm's collective legal expertise for the benefit of clients and firm members.

Accolades

- *2020 Expert Guides: Technology, Media & Telecommunications.*

Representative Work

- exactEarth Ltd. with its renegotiation of key terms for the delivery of an AIS data service valued at over US\$50M, exclusive market territories for sale of certain data products and terms to access and utilize excess satellite payload capacity.
- High Park Capital in its C\$40M sale of eCompliance Management Solutions Inc. to an affiliate of Alcumus Group Limited.
- A new business unit of a utilities service provider in connection with leveraging their data and technology to create an energy conservation data platform that incentivizes end consumers to engage in energy savings behavior and enables the utilities service provider to benefit from government incentives programs.
- A national professional organization in connection with their transition and migration to a new IT infrastructure and platform.
- A Canadian retail company in connection with its transformational procurement of an Enterprise Resource Planning (ERP) system, including evaluating the proponents and negotiating the agreement with the successful proponent.

- A satellite data service provider in connection with identifying risks and opportunities in partnerships that would allow the client to leverage jointly developed IP not only for joint business opportunities but also for opportunities it may want to pursue on its own.
- Shopify Inc. in connection with its successful bids to build and host an online platform for the sale of cannabis by the Liquor Control Board of Ontario and the Liquor Distribution Board of British Columbia.
- Mentor Graphics (Canada) Limited, a subsidiary of Siemens Canada Limited, in its acquisition of Solido Design Automation Inc.
- Aritzia Inc. in connection with its C\$460M initial public offering of subordinate voting shares.
- Vale S.A. in connection with its C\$19.9B unsolicited take-over bid for Inco Limited.

Publications

- “Canadian” snapshot, *Getting the Deal Through – Asset Transfer and Assignment in an Outsourcing Arrangement 2020*, Lexology, August 2020 (co-author).
- “Canada” chapter, *Outsourcing in Canada*, Lexology Navigator, 2019 (co-author).
- “Canada” chapter, *Digital Business*, Lexology Navigator, 2018 (co-author).
- [“Canada: Electronic Commerce Law Overview”](#), *Doing Business in Canada*, Firm Publication, 2018, (co-author).
- [“Private Company Acquisitions”](#), *M&A in Canada*, Firm Publication, 2017, (co-author).
- [“Private Equity Investment”](#), *M&A in Canada*, Firm Publication, 2017, (co-author).

Legal Posts

The following posts are available on Stikeman.com:

- [Outsourcing Snapshot: Asset Transfer and Assignment](#)
- [Electronic Commerce in Canada: A Legal and Regulatory Guide](#)
- [Understanding the U.S.-Canada Trade Dispute: Where We Are and Where We’re Headed](#)
- [Proposed Ontario Legislation would Strengthen Shareholder Rights and Board Diversity](#)
- [Regulations for CBCA’s New Diversity, Majority Voting and Notice-For-Access Provisions Released](#)
- [Board Diversity Series: Developments in gender diversity on Canadian boards](#)
- [Modernizing the CBCA--aligning diversity and director election requirements](#)
- [Bulk Sales Repeal Headlines Ontario’s Burden Reduction Bill](#)

Speaking Engagements

- “Around the Tables: The New Frontiers”, International Bar Association, Biennial Technology Law Conference, Berlin, November 2019.

Professional Activities

Alethea is a member of the Law Society of Ontario, the Canadian Bar Association, the Ontario Bar Association, the America Bar Association, the Federation of Chinese Canadian Professionals and Canadian Advanced Technology Alliance (CATA) Women in Technology (WIT) Toronto Chapter.

Education

Osgoode Hall Law School (LL.B. 2003)
Schulich School of Business (M.B.A. 2003)
McGill University (Honours B.A. 1998)

Bar Admission

Ontario, 2004