

David C.N. Ma

Partner

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CALLED TO THE BAR OF ONTARIO,
2000

ADMITTED TO THE STATE BAR OF
NEW YORK, 2000

EDUCATION

- National University of Singapore, 1998
- LL.B., McGill University, 1998
- B.C.L., McGill University, 1998
- B.Com., University of Toronto, 1991
- Glendon College, York University, 1988

PRACTICE AREAS

- Information Technology
- Corporate & Commercial
- International Trade and Business
- Corporate Finance & Securities
- Cyber, Information and Privacy Risk
- Intellectual Property

For over 20 years, companies ranging from start-ups to large national and multi-national corporations and financial institutions have considered David their trusted advisor for a broad range of technology transactions: software licensing, mobile payments, outsourcing, vehicular telematics, crypto-currency, and many others.

Clients say that David provides exceptional client service, expert legal advice and superior results. His reasoned, innovative and low-key approach helps clients through difficult negotiations. They also appreciate David's deep experience in - and understanding of - traditional technology transactions, his skill in quickly grasping novel technologies and business models, and his application of careful, rigorous analysis to identify, prioritize and address risks and opportunities. These skills and attributes allow David to provide strategic and targeted advice to clients and help them achieve their business objectives.

David also leverages his strong background in accounting and finance to deliver practical, sensible and cost-effective advice on corporation transactions - such as financings and acquisitions - for technology companies. Peers and clients have seen fit to consistently endorse his abilities, leading to his inclusion

in *Lexpert*® (Repeatedly Recommended) and *Best Lawyers*® in *Canada*.

EXPERIENCE

- Initial corporate and commercial organization, seed financing and first round financing for a biotechnology start-up
- Various complex licensing and distribution agreements for a document processing software developer
- Numerous negotiations for mobile data services for multiple companies in the internet of things space
- Development of licensing and distribution strategies for various mobile app developers (including social media, automotive services, hospitality and financial services)
- Development of template agreements (and negotiation of same) for an innovative payment processing company
- Corporate and commercial organization for a leading-edge crypto-currency service provider
- Advising on and negotiating various online advertising, behavioural advertising and advertising technology transactions for an international hospitality services organization
- Development and negotiation of distribution, end user and partnership agreements for a leading Canadian manufacturer of telematics solutions
- Advising and negotiating agreements to implement a mobile payment solution for a Canadian financial institution
- Advising a major Canadian retailer on the rollout of its mobile telephony products
- Negotiating various strategic agreements for a Canadian leader in customer communications management
- Advising a major Canadian insurer on the procurement of a mission-critical claims management system involving multiple vendors
- Advising on the procurement of a customer relationship system for a major Canadian university
- Advising a major Canadian financial institution on the acquisition of a leading edge digital microwave communications system
- Developing strategy and template agreements for a financial software developer to offer a SaaS-based solution

RECOGNITION

- Recognized in *Best Lawyers*® in *Canada* for FinTech Practice (Lawyer of the Year - 2022,2024), Information Technology Law and Technology Law
- Recognized in *Lexpert*® *Canadian Legal Directory* as a leading practitioner (Consistently Recommended) in Computer & IT Law
- Recognized in the *Lexpert*® Special Edition on Technology and

Health

- Recognized in *Who's Who Legal: Fintech & Blockchain*
- Recognized in *Who's Who Legal Global: Data - Information Technology*
- Recognized in *Who's Who Legal Canada: Data*

MEMBERSHIPS

- Ontario Bar Association
- American Bar Association
- Toronto Computer Lawyers' Group
- Licensing Executives Society
- International Technology Law Association
- Federation of Asian Canadian Lawyers
- Past Director & Treasurer, Canadian IT Law Association

RELATED SPEAKING ENGAGEMENTS

- [March 23, 2022](#)
Speaker, TCBA 2022 Crypto to NFT Webinar

RELATED TEXTBOOKS

- [April 03, 2019](#)
Cloud 3.0: Drafting and Negotiating Cloud Computing Agreements

DESIGNATIONS

- Canadian Securities Course, Canadian Securities Institute, 1998
- Chartered Financial Analyst, CFA Institute, 1995
- Chartered Professional Accountant (Chartered Accountant), Institute of Chartered Accountants of Ontario, 1994