

Bodman's Enterprise Procurement Group (EPG) is pleased to send this inaugural newsletter. This aims to provide updates on EPG, discuss current issues and highlight a few of our recently completed transactions.

Uncertainty Surrounding Dodd-Frank and Other Federal Regulations

Many regulations have come under President Donald Trump's scrutiny in the first days of his presidency, and the Dodd-Frank Wall Street Reform and Consumer Protection Act is no exception. On February 3, 2017, President Trump ordered, by way of an executive order, the Secretary of Treasury to examine whether the United States Government's rules and regulations promote or inhibit the core principles cited in the Order, which notably include

“empower(ing) Americans to make independent financial decisions,” and “foster(ing) economic growth and vibrant financial markets.” The Secretary of Treasury has 120 days to report to President Trump the findings.

On February 24, 2017, President Trump signed an additional executive order aimed at repealing or simplifying federal regulations. The order directs each federal agency to establish a regulatory reform task force to ensure every agency has a team to research all regulations and take aim at those deemed burdensome to the U.S. economy. Each task force will make recommendations on which regulations to repeal or simplify.

While the orders do not state that an unwinding or repeal of any specific regulations, including Dodd-Frank, is

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imminent or intended, President Trump has publicly stated his interest in de-

regulation and, specifically, deconstructing barriers that prevent economic growth or companies from borrowing money. While de-regulation is likely to be seen as a positive for U.S. companies, the complexity Dodd-Frank and other regulations are certain to create ambiguity and uncertainty.

Please keep EPG in mind for assistance as new executive orders are issued and regulations are updated to ensure your company's compliance.

Recent Notable EPG Transactions

- **National Card Processing Agreement.** Negotiated an agreement for card processing services for a large domestic bank with a government entity. The project included the negotiation of an agreement with the government entity and a payroll processing agreement with the bank's merchant processor.
- **Business Process and Technology Outsourcing Agreement.** Negotiated an agreement for the outsourcing of a large domestic bank's consumer lending servicing operations. The transaction
- **National Media Buying Agreements.** Negotiated two key agreements for multi-media strategy, planning, and buying services for a global pharmaceutical client with global media

companies. This project required the negotiation of audit rights and related terms to protect the client in the wake of the ANA's Media Transparency Report.

- **Treasury Management Agreement Templates.** Revised existing forms and agreements for a bank's treasury management services, including preparation of master agreements for treasury management services and creation of services agreements for new services.
- **Benefits Exchange Agreement.** Negotiated a benefits exchange agreement for a major North America financial institution. The agreement

provided the institution's employees access to a private, on-line, employer branded benefits marketplace where they can shop amongst competing carriers for the best benefits package for their needs and the needs of their families.

- **NHL Sponsorship Agreements.** Represented two clients in long-term, landmark sponsorship agreements with two original six NHL franchises. These agreements included naming rights, media related benefits, and retail development opportunities.

EPG Member Updates



Jonathan P. Burleigh Named Chair of Enterprise Procurement Practice

Bodman EPG is pleased to announce that Jonathan Burleigh is now the practice group chair of the Enterprise Procurement Group. Burleigh is a founding member of Bodman's Enterprise Procurement Group. Over the past nine years, he has negotiated thousands of agreements with a multitude of vendors representing hundreds of millions of dollars in spend. Burleigh is a graduate of the American University and the University of Detroit Mercy School of Law.



Katherine Razdolsky Rothstein Admitted As A Member of the Firm

Bodman EPG is pleased to announce that Katherine Razdolsky Rothstein has been admitted as a member of the firm. Rothstein's practice focuses on matters relating to treasury management products, services and systems, such as drafting and updating clients' standard customer forms and agreements, negotiating contracts with software and service providers, and counseling clients on mitigating risks associated with treasury management products and services. Rothstein is a graduate of the University of Michigan and the Wayne State University Law School. She currently serves on the Board of Directors of the Detroit Treasury Management Association.



Sophie Zhang Joins Bodman's Enterprise Procurement Practice Group

Sophie Zhang joined Bodman in December, 2016 as a full-time staff attorney in the Enterprise Procurement Group in Troy. Sophie is a graduate of Wayne State University Law School and received a BA in English from China University of Political Science and Law and is a native speaker of Mandarin Chinese.

Bodman Establishes Grand Rapids Office



Bodman is pleased to announce the establishment of a Grand Rapids office. "Grand Rapids presents a growth opportunity for Bodman as we have a number of clients with offices and operations in West Michigan. Our new Grand Rapids office will allow us to serve these clients with even better responsiveness and efficiency," stated firm Chairman Ralph E. McDowell.

Grand Rapids attorney **Floyd E. Gates, Jr.** has joined the firm as a member and will lead the new Grand Rapids office. Gates has more than 18 years of legal experience with a focus on litigation and corporate law. His clients include financial institutions, insurance carriers, and a broad range of businesses that reflect the diversity of the West Michigan economy.

The new Bodman Grand Rapids office is temporarily located at the Calder Plaza Building, 250 Monroe Avenue NW, Suite 400, Grand Rapids, MI 49503. It is Bodman's fifth office, joining the firm's Detroit headquarters and full-service offices in Troy, Ann Arbor and Cheboygan, Michigan.

EPG Serves the Detroit Community

Bodman EPG attorneys and staff participate in and support the community surrounding us and in which we live. One of the organizations that we support in both our pro bono and charitable efforts is the Capuchin Soup Kitchen. Here, members of the EPG spent some time volunteering in February.



From left to right: Jonathan Burleigh, Dana Hagemann, Jonathan Berg, a Capuchin volunteer, Alex Haney, Abby Pilarski, Stephanie Rutkowski, and Court Anderson.

Bodman's Enterprise Procurement Group

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