

## CURRICULUM VITAE

### Contact Information

*name* Rita Michelle Zihlmann  
*address* Weidstrasse 11a, 6300 Zug, Switzerland  
*mobile* ++41 (0)79 684 03 19  
*e-mail* smile@r-m-z.com



### Profile

Highly efficient, flexible and multi-lingual (German/English/French/Italian) IT lawyer with several years of experience as Manager Contracts and Negotiations of a major global IT provider and General Counsel EMEA of an international Software enterprise; worked on various IT-software and e-commerce contracts; is used to working under pressure and able to quickly adapt to change. Worked on and negotiated large international enterprise contracts. Strong negotiating skills in multi-national and multi-cultural contracts. Good management and interpersonal skills, business-sensed and focused.

### Work Experience

*2002 – present* IBM (Switzerland), IBM Global Services, 8010 Zurich, Switzerland

IBM is a major player in the field of Information Technology by providing Computer Software, Computer Hardware and Computer Services. IBM has offices in more than 160 countries; with in-house specialists and by entering into alliances with other giants of the IT industry as well as business partners, IBM is able to grow and provide its services and products anywhere and any time. IBM is one of the most innovative employers.

*personal achievements* January 2002 – present: Manager Contracts and Negotiations

- Leading a team of 15 people, of which 2 are based in IBM's Geneva location and 13 are based in IBM's Zurich office. The team currently consists of 5 Swiss qualified lawyers, 1 Australian qualified lawyer and 9 people with business, project management or sales background.
- Negotiating, drafting and closing large international and national Strategic Outsourcing contracts, Systems Integration contracts, International Frame Agreements for global customers, various contracts for services for assistance or services for performance, Confidentiality Agreements, Government contracts, which may be subject to the WTO terms and conditions in German and English.

*1998 – 2001* Entrust Technologies (Switzerland) LLC, 8301 Wallisellen, Switzerland

Entrust Technologies is the global leader in securing the Internet by providing solutions for business-to-business (B2B), business-to-consumer (B2C) and Intra-business (Intra-B) markets. Entrust pioneered the Internet security marketplace, establishing its presence in 1994, and has continued to help fuel the Internet's evolution with its enhanced security solutions for high-value, highly sensitive transactions. Entrust invented the technology that is embedded in

much of basic Internet security worldwide, and our technology leadership positions us as the partner of choice in the industry.

Entrust started with a high-value low-volume Enterprise focus, selling via a direct sales channel to F1000 Lead Adopters. These organisations are in the process of converting their businesses from physical to virtual. The challenge is in negotiating balanced high-quality contracts with large and powerful Enterprise customers during a unique watershed in the business environment.

*personal achievements*

October 1998 – December 2001: General Counsel EMEA

- Establish and manage Legal Department EMEA based in the UK (currently consisting of 3 people)
- Negotiating, drafting and closing large enterprise license contracts, TTP contracts, services contracts under both, Civil and Common Law Jurisdictions in different languages
- Negotiating channel relationships (reseller contracts and partner agreements, OEM agreements)
- Advising internal and external clients on Intellectual Property matters and closing large services agreement and contracts for the supply of customised software
- Set up of 5 European entities in a tax and legal efficient structure; keeping the corporate files of Entrust's European entities up to date
- Budgeting of Legal Department EMEA
- Provision of legal advice on HR related matters including recruiting and lay-offs
- Provision of legal support for Finance (tax, accounting, insurance)
- Provision of legal advice on crypto law matters, e-commerce related matters, m-commerce related matters, Public Key Infrastructure technology, digital signatures by writing corresponding memos or guidelines and giving internal and external presentations on these legal matters
- Provision of general legal advice to senior management on various issues: Competition Law, general EC Law, Data Protection, Companies Law

February 1998 – October 1998: Legal Consultant

- Advising internal and external clients on Information Technology Law: PKI Regulations, Crypto Export and Import matters, Digital Signature Legislation, E-Commerce Legislation, Data Protection matters including research in the field
- Establish and maintain a contracts portfolio
- General in-house legal support

1997 – 1998 *CAP Rechtsschutzversicherung*, 6300 Zug, Switzerland  
Department Underwriting: Legal Counsel

1994 – 1997 *fairTeam (Fairs, Public Relations and Promotion)*, 4054 Basle, Switzerland  
part-time employment

## **Education**

2000 – 2002 *Master of Laws (LL.M.)* in International Business Law with specialisation in Information Law, Intellectual Property Law and Computer Law at University of Zurich, Switzerland

Thesis: Conflict areas of software licensing law and copyright law.

1991 – 1997 *Law studies* at University of Basle, Switzerland (law degree, «Lizenziat»)

1987 – 1990 *College* at Gymnasium Oberwil, Switzerland

1983 – 1987 *High School* at Progymnasium Oberwil, Switzerland

## Additional Education

### *Law/Negotiations*

- 2002 • «Huthwaite Negotiation Skills Course», 4 days seminar in Warbrook, UK
- 2001 • «Negotiating Contracts», 2 days seminar in Wolfsberg, Switzerland
- 2000 • «International Technology Licensing Agreements», 2 days seminar in London, UK
- 1999 • «Advanced Seminar on Licensing», 2 days PLI seminar in New York, USA

### *Management Skills*

- 2002 • «Behaviour Based Structured Interview», 1 day course IBM Zurich, Switzerland
- 2002 • «Manager Development Course», ongoing course IBM Zurich, Switzerland
- 2000 • «Leadership through Management and Coaching», 3 days seminar in Henley-on-Thames, UK
- 2000 • «Effective Presentations», 2 days seminar in Rorschacherberg, Switzerland

## Languages

*german* mother tongue  
*english* fluent (TOEFL)  
*french* advanced conversation (currently taking Business French classes)  
*italian* conversation (scuola club migros, Lugano)

## Special Skills

*computer* Advanced skills in software application (Microsoft Office, Lotus office suite),  
operating systems (Windows 2000/NT/98 and MacOS) and  
e-media skills (Microsoft Outlook, LotusNotes, Microsoft Internet Explorer, Netscape)  
*publication* SEMPER – Secure Electronic Marketplace for Europe; Gerard Lacoste (eds.), Springer, 2000

## Hobbies

*sports* Cycling, jogging, scuba-diving, inline skating  
*music* Piano

## Personal Data

*date of birth* 15 June 1971  
*nationality* Swiss  
*marital status* single  
*relocate* yes