



AAA Mediation.org™

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Jr., Esq.**

**New York, New York**



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**Current Employer-Title** Lowe Arbitration - Principal

**Panelist Video** <https://www.adr.org/videoresume?paramName=941708294>

**Professional Summary** Graduated from law school in 1979 and was admitted to the District of Columbia bar in 1980.

Was admitted to the bar of the State of Ohio in 1992.

Am a Fellow with the Chartered Institute of Arbitrators and teach arbitration and mediation with CIArb.

Member, ICC Arbitration and ADR Committee (US Sub-committee).

Arbitrator on the panels of HKIAC, SIAC, KIAC, SCCA, CMAP, CPR and others.

Mediator with the AAA and CMAP (Centre de Mediation et Arbitrage de Paris)

While working as in-house counsel served as President and Board Member of the European Chapter of the Association of Corporate Counsel (2009-2014).

**Profession** Arbitrator, Mediator, Attorney, Executive

**Work History** Lowe Arbitration, Arbitrator and Mediator, Paris, France and New York, New York, September 2015-Present;  
Chief Compliance Officer, Geodis (international logistics company), Paris, France, 2015;  
General Counsel and Director of Communications, Qioptiq (manufacturer and developer of specialized optical products for defense, industrial, medical and aerospace applications), Paris, France, 2006-2014;  
Of Counsel, Orrick, Herrington & Sutcliffe, Paris, France and Milan, Italy, 2005-2006;

Group Assistant General Counsel, Alcatel, Paris, France, 2003-2005. (Mergers and Acquisitions, Compliance, Securities Regulation, Major Disputes and Partnerships);  
 General Counsel, Alcatel Submarine Networks (Intercontinental telecommunication systems), Paris, France 2000-2003;  
 Deputy General Counsel, Alcatel Bell, Antwerp, Belgium, 1997-2000;  
 International Counsel, Alcatel Italia, Milan, Italy, 1994-1997;  
 Law Firm, Milan, Italy and Ohio, USA, 1987-1994. (Corporate, Compliance, Contracts);  
 US Department of State, Foreign Service Officer (Economic Specialist), Mexico, Washington and Italy, 1980-1987.

## Experience

Infrastructure projects. As a general counsel and in-house counsel oversaw major intercontinental and international telecommunication projects. Am well acquainted with construction, engineering and service disputes related to these projects.

Technology and intellectual property: Have managed the implementation of intellectual property policies and the negotiation of technology agreements including licensing agreements and outsourcing agreements. Have arbitrated licensing disputes and disputes relating to whether product developments were done in accordance with the contract.

Insurance and Reinsurance: Have served as arbitrator in several arbitrations relating to coverage under insurance policies. Working for companies managed corporate insurance programs internationally. Am very familiar with a wide range of insurance policies.

Finance and Investments: Served as chair or panel member for many arbitrations involving financing or investment issues. have mediated financing disputes.

Acquisitions, Mergers and Joint Ventures: Working in-house handled more than fifty acquisitions, mergers and joint ventures ranging in size from several million dollars (or euros) to over a billion in many jurisdictions. This experience is useful in arbitrations resulting from stock purchase agreements or similar transactions.

Commercial contracts: Have drafted, negotiated and interpreted commercial contracts throughout my career. Contracts include infrastructure projects, financing arrangements, technology development arrangements, licensing agreement to cite a few examples. Have arbitrated disputes involving many different types of commercial and financial contracts.

Consumer disputes: Have arbitrated several consumer disputes involving varied subjects including consumer finance, tort claims, consumer contracts, and insurance disputes.

## Mediator Experience

Handled nine CEDR mediations in the United Kingdom.

## Mediator Style & Process Preferences

Mediation is, at its heart, assisted negotiation. The mediator provides a structure to the negotiation that may enable the parties to reach a settlement that had proven elusive in prior negotiations. By listening, questioning, and, occasionally, cajoling, in both private sessions and joint sessions the mediator helps the parties determine what is possible and what is not possible. The mediator sets the stage for the mediation by letting the parties know that mediation is a controlled process where civility and confidentiality are taken very seriously. The mediation belongs to the parties involved. The mediator may help guide them to an eventual settlement, but any conclusion is of their own making; the mediator remains a facilitator.

## Technology Proficiency

Am proficient in using technology for arbitrations and mediations including video-conferencing.

## Education

George Washington University Law School (Juris Doctor-1979);  
 University of Delaware (Bachelor of Arts, International Relations-1976).  
 Johns Hopkins School for Advanced International Studies (Graduate courses in Economics, 1981-1983).

## Professional Licenses

Admitted to the Bar: District of Columbia (1980); Ohio (1992).

## Professional Associations

Member, ICC Commission on Arbitration and ADR (US National Committee); Fellow and Member, Approved Faculty List, Chartered Institute of Arbitrators (FCIArb); Member, London Court of

International Arbitration; Member, Association Française de Arbitrage; Member, Associazione Italiana per l'Arbitrato; Supporting Member: The London Maritime Arbitrators Association (LMAA).

Panelist with the following arbitration institutions: Arbitration Foundation of Southern Africa; Asian International Arbitration Centre (AIAC) (formerly Kuala Lumpur Regional Arbitration Centre); Centre de Médiation et d'Arbitrage de Paris (CMAP); Chambre Arbitrale Internationale de Paris; Emirates Maritime Arbitration Centre (EMAC); Financial Industry Regulatory Authority (FINRA); Georgian International Arbitration Centre (GIAC); Hong Kong International Arbitration Centre (HKIAC); Korean Commercial Arbitration Board, Panel of International Arbitrators (KCAB); International Arbitration Institute (IAIParis); International Center for Dispute Resolution (ICDR); International Institute for Conflict Prevention and Resolution (CPR); Kigali International Arbitration Centre; Saudi Center for Commercial Arbitration (SCCA); Singapore International Arbitration Centre (SIAC); Vienna International Arbitration Centre (VIAC); World Intellectual Property Organisation (WIPO); CAM (Camera Arbitrale di Milano).

## **Recent Publications & Speaking Engagements**

"Arbitration in the US, a Love/Hate Affair, La Lettre de la Chambre arbitrale internationale de Paris, Number 15, December 2017 pp 11-13.

"Incorporating Mediation into a Company's Dispute Resolution Program", Young Arbitration Review, April 2016, 70-74.

"Litigation Management in the Corporate Legal Department", forthcoming in Der Unternehmensjurist (Schultess Verlag)

"Negotiating Asymmetric Dispute Resolution Clauses" 14th Riga Vis Pre-Moot, Riga, Latvia, 27 February 2020.

"Third Party Funding in Litigation" and "Recent litigation developments in the field of corruption and bribery" World Litigation Summit 2020, Dubai, UAE 27-28 January 2020.

"Introduction to Arbitration and Mediation", La Sapienza--Universita' di Roma, 2015-. Guest lecturer for masters course in private law.

"Alternative Dispute Resolution (ADR): Pros and Cons", 8th World Litigation Forum, Dubai, UAE, 9-10 January 2019.

"Forged Documents in Arbitration Proceedings", Parigi-Italia Conference, Rome, Italy, 9 October 2018.

"International Arbitration Awards", Universita' di Roma, Roma 3, 20 April 2018.

"Cross-Border Dispute Management from the Client's Perspective", ICDR Boot Camp, London, UK, 14-16 June 2017.

"International Tax Issues for In-House Counsel", ACCE Annual Conference, Cascais, Portugal, 9 May 2017.

Chartered Institute of Arbitrators, Senior Executive Course, Part II, Mediation, faculty member, January 2016.

"The Corporate Legal Department Perspective on Dispute Resolution", "ICC Guide to Arbitration for In-house Counsel", Conference on Arbitration, the In-House Counsel's Perspective, London, 16 March 2015.

"Dealing with Risks Associated with Performance, Damages and Warranties". Corporate Legal Excellence. Kuala Lumpur, Malaysia, Marcus Evans. Conference Co-Chair. 24-26 November 2014.

"Minimising Bribery and Corruptions Risks Pre and Post Merger and Acquisition". 5th Forum on Anti-Corruption, Paris, France, C5. Chaired the conference. 13 May 2014.

"Safeguard your Board from Criminal and Civil Liability Charges, Fines and Jail Time in the Face

of Increased Enforcement by Prosecutors”. 7th Advanced Forum on Anti-Corruption, Frankfurt Germany, C5. 28-29 January 2014.

“The Costs of Insufficiency or Non-Compliance”. Competition Summit 2013, Brussels, Belgium. 5-6 December 2013

Preventions des risques et lutte contre la corruption, “Corruption dans les transactions commerciales entre entreprise et fournisseur: comment les detecter?” Conference Anticorruption Paris, France, Marcus Evans. 25-27 November 2013.

“Mitigating Unforeseen Risks when Entering into a Joint Venture”. Managing Third Party and Counterparty Relationship Risks, Paris, France, C5. Chaired the conference. 9-10 October 2013

“M&A: Successful Export Controls Compliance Due Diligence and Programme Integration in Acquisition Situations”. European Export Controls, Amsterdam, Netherlands, C5. 25-26 September 2013.

“Managing Third Party and Counterparty Relationship Risk: Getting the Contract Right”. Managing Third Party and Counterparty Relationship Risks, London, England, C5, 11-12 March 2013.

“The Questions You Need to Ask to Effectively Categorise Third Parties as Low, Medium or High Risk”. Managing Third Party Relationship Risks, Paris, France, C5. Served as conference co-chair. 23-24 October 2012.

“Minimising Re-export Risks under US and EU Regulations and Automating Licensing Processes”. 6th European Forum on Export Controls, Brussels, Belgiums, C5. 7-8 February 2012.

“Undertaking Effective Audits and Investigations to Uncover and Resolve Export Compliance Challenges and Rectify Procedural Issues”. 6th European Forum on Export Controls, Brussels, Belgium, C5. 7-8 February 2012.

“Internal Procedures to Protect Controlled Technical Data”. 1st Advanced Forum on European Export Controls, C5, Munich, Germany. 27-28 September 2011.

**Locations Where Parties Will Not be Charged for Travel Expenses**

Will serve as arbitrator or mediator in the Middle Atlantic States (Washington, D.C. to New York, New York) as well as Paris, France without the need to be compensated for travel expenses. Am able to conduct arbitrations and mediations by video conference.

**Mediation Rate**

\$450 Per Hour

**Languages**

Italian, English, French

**Citizenship**

France, United States of America

**Locale**

New York, NY

The AAA’s Rules provide the AAA with the authority to administer a mediation including, mediator appointment, general oversight and billing. Accordingly, mediations that proceed without AAA administration are not considered AAA mediations, even when the parties select an mediator who is on the AAA’s Roster.

The information contained in this resume has been supplied solely by the individual mediator and may, or may not, be a complete recitation of their experience. The AAA assumes no responsibility for the content, completeness, accuracy, or reliability of the information contained in a mediator’s resume. If you have any questions about a mediator’s experience or background, you are encouraged to contact your case manager.

Mediators on the AAA Roster are not employees or agents of the AAA.