

1	INDIA ADR WEEK DAY 1: BANGALORE
2	9 th Oct-2023
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6	RESOLVING TECHNOLOGY AND IP-RELATED DISPUTES ACROSS ALL
7	INDUSTRY SECTORS: THE AAA-ICDR WAY
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8	02:00 PM To 04:00 PM
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11	Poornima Hatti, Co-founder, Head - Dispute Resolution, Samvad Partners
12	Ashish Kabra, Head, Singapore Office, Nishith Desai Associates
13	Saurabh Awasthi, General Counsel, Kyndryl India
14 15	Shreyas Jayasimha, Advocate, Arbitrator, Mediator, Founding Partner, Aarna Law
16	Goutham RV, Counsel, Trilegal
17	Aastha Chawla, Director (Asia), AAA-ICDR
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19	GOUTHAM RV: Welcome to the afternoon session of the India ADR week. Today's panel
20	discussion revolves around resolving technology and IP related disputes across all industry
21	sectors, the AAA ICDR way. Before we begin with the session, I would like to invite Aastha,
22	who is the Director for the Asia CMC, AAA-ICDR. Briefly about Aastha, prior to her stint with
23	AAA-ICDR, she was a Counsel and practitioner in Indian courts. She has the unique
24	opportunity to draw from her experiences in litigation and dispute resolution. And to sort of
25	help the AAA-ICDR process. Aastha over to you, please.
26	AASTHA CHAWLA: Good afternoon, everyone. I believe there are many of us who are yet
27	to join. The lunch was pretty good, I believe. So, we are here for AAA-ICDR as a part of India



ADR Week. And I would just before I start, by a show of hands, how many of you have heard 1 2 about AAA-ICDR? And how many have been a part of AAA-ICDR arbitration or a mediation? 3 Some. So, we are doing some work, some good work. Some success we have seen. If I can 4 introduce AAA-ICDR to the ones who have not heard. AAA-ICDR has been a pioneer in the 5 field of dispute resolutions for decades. Although it will be much easier for me to say that AAA-6 ICDR is nearly 100 years old, however, I would like to say that we are 7 million cases old. Don't 7 be surprised, it includes our domestic case load as well. When it comes to our international 8 case load, it is around 700 to 1,000 one year... in a year. Now while I was preparing for this 9 talk, I came across a study which talks about what are the three main challenges that are that 10 we face in technology litigation. It's cost, time and resolution, and third is the inexperienced and unqualified decision makers for technology disputes. So clearly, we see that there is a lack 11 12 of subject matter expertise, when we go, take our disputes to litigation therefore the best 13 alternatives. And now we do not want to use the word alternative anymore for arbitration 14 because it has become the main dispute resolution mechanism and technology disputes are on 15 a rise. Now, if we go back to the origin of arbitration, in the Middle Ages, arbitration was a 16 source or a mediation of resolving... medium of resolving disputes by the merchants. And they 17 also didn't want the legal experts to be resolving their disputes. They wanted someone who was experienced in their industry to be resolving the disputes. And safely we can say that 18 19 bringing in subject matter expertise is one of the biggest benefits arbitrations brings in. Now 20 to counter this issue of inexperienced and unqualified decision makers, AAA-ICDR has a 21 specialized panel for technology experts as mediators and arbitrators. So, when it comes to a 22 technology dispute, we make sure that someone from the technology panel is appointed as a 23 neutral. Now, before we go into the appointment process, I would like to briefly share how an 24 appointment is done with AAA-ICDR. When a case comes to us, the case manager's first 25 responsibility is to call both the parties, schedule an administrative conference and ask the 26 parties, what are the qualification of the arbitrators that they are looking for. Once the party 27 submit their qualifications, the qualifications can be anything, nationality, subject matter 28 expertise, language capabilities, technology capabilities, whatever the parties want to wish for. 29 And these qualifications are noted down by the case managers. We look for such qualifications 30 in our panel arbitrators and mediators, and we send out a list of 10 to 15 arbitrators to the 31 parties. The parties have the choice of either striking out the names that they receive and the 32 leftover name they can rank in order of their preference. Once they do the ranking, they bring 33 back the list to the case manager, and accordingly, the best choice of the arbitrator as chosen 34 by the parties is appointed, which eliminates the surprise element, and also make sure that the 35 arbitrator who is deciding the dispute has the subject matter expertise. And that's what we are looking forward to improve on. Now, we have a stellar panel here, which will make sure that 36



2 discussion to the panel to take forward. Thank you very much.

3 GOUTHAM RV: Thank you, Aastha, for the introduction on the AAA- ICDR mechanism and 4 what it has to offer as a platform. Hope the takeaway from here is also for all of us to sort of 5 use the platform in our future disputes. Coming back to the panel, before going ahead with... 6 allowing the panel to discuss the issue, very relevant issue in my opinion given Bangalore is 7 the Tech Hub, the Tech Capital of the country, re-solving tech and IT disputes through the 8 arbitration process. I want to give a brief introduction of the panel for those who are not aware 9 of the popular faces that are joining us today. Shrevas Javasimha, Founder of Aarna Law and 10 Co-Founder of Simha Law, has 23 to 25 years of experience. He's a trained arbitrator, acts as 11 an arbitrator, trained mediator and also acts as a Co-Counsel in major international and 12 domestic arbitrations. He's a member of Expert Committees constituted by the Ministry of 13 Law and Justice in India, and another several committees across arbitration institutions.

Poornima Hatti, Co-Founder of Samvad Partners. Again has 20 years of experience, acting as
mediator and arbitrator and as Counsels not only in arbitrations but also outside in the court

16 process, is uniquely takes to give us insights on the practice outside court and inside court.

Saurabh Awasthi is the GC for Kyndryl India and was priorly associated with IBN India. A tech
enthusiast who's keenly invested and interested in [UNCLEAR] technologies. We hope to hear
a lot of insights from him on what goes on behind the screens when parties are considering
several options that exist for resolving their disputes.

21 Ashish Kabra will be the moderator for this panel. He is the head of Nishith Desai and 22 Associates, Singapore. He himself has relevant experience in representing MNCs, tech 23 companies specifically and pharma companies in domestic and international arbitrations. He 24 is also engaged with several clients in the TMT sector, which a part of... he is involved in the 25 panel discussions today. He's also a member, honorary member of Commercial Bar 26 Association Singapore sorry England and Wales and is also a working group member of the 27 Singapore International Commercial Court. This panel... a very illustrious panel and hope all 28 of us today will have a lot of questions to ask, pick their brains on the things that they would 29 discuss in the course of our panel discussion. Over to you, Ashish.

ASHISH KABRA: Thank you, Goutham and thank you Aastha for the introduction. Now as
the moderator for the post lunch session, the first order of business is I see that the clock is at
81 minutes. I will reduce that time to straight 60 and try and sharply end in 60 minutes, from
now. So that's the first order. So, you only need to concentrate for the next 60 minutes. They've



already introduced the panellists who are here, and obviously, they all have a stellar 1 2 reputation. The topic that we are going to address or speak on is technology disputes and effect, and IP disputes and resolving them the AAA-ICDR way. Now we've all seen a whole 3 4 host, a different type of technology disputes, but each have a very different nuance and 5 different way of handling them. But when we talk of arbitration, it has traditionally not been 6 the way in which these disputes have been resolved, but there has been a change in a shift 7 which is taking place and in also the type of disputes where this shift is taking place, or already 8 we are down the path to resolving them through arbitration. But to simplify the discussion and 9 to start the discussion for today, let me begin with a very basic question for the audience. And 10 I'll address that to Poornima. Poornima, if you can just describe to us and help us understand what all do technology disputes effectively entail or what are the types of technology disputes 11 12 that one comes across these days?

13 **POORNIMA HATTI:** Thanks, Ashish. So, I was just telling Ashish, that we'll try and make 14 this as interactive as possible, where a small group of people feel free to interrupt us at any 15 point of time. Should you have something to add in, many faces in the audience have 16 experiences in technology and intellectual property, so it'll be great to have it as a conversation. 17 So, feel free to let us know if something has worked for you something hasn't worked for you. 18 We're all friends on the panel here. So, it'd be good to sort of take the conversation forward as 19 opposed to sort of a one-way conversation. So, the reason I think it's important to identify 20 technology disputes is technology is such an interesting part of our lives today and anything that you touch can be categorised as a tax dispute. So, while you may have a tech M&A or a 21 22 tech joint venture at least in my conversation today, I'm not going to focus on those as tech 23 disputes. What we're going to look at and traditionally of course, there have been 24 collaborations in the tech space which involve time and cost and certain milestones to be 25 achieved and when those are not met, what happens? The reason why I'm looking at it in this 26 context is of course, in some situations, Tech and M&As and Tech JVs and other collaborations 27 which have a contractual nature will have some implications on the nature of arbitrations or 28 dispute resolution mechanisms that we adopt. But if we focus purely on the tech subject matter 29 then we can look to see if we want certain expertise as Aastha was talking about. Who do we 30 want as our arbitrators? Who do we want as our mediators? Do we have a certain profile? And 31 where do we look towards these people? And how do we achieve that goal? I think that's what 32 I'm going to be looking at as Tech. In terms of intellectual property, again, a wide, vast canvas. 33 Do we want to talk about validity and arbitrability of IP disputes for everything that is in a 34 contractual context in persona. So, if Ashish and I enter into a contract about certain intellectual property rights then we can definitely go to arbitration and because of the creature, 35 36 arbitration is a creature of the contract. But if it's something as wide as a domain name and



1 we want an injunction from a court to make sure that it's not utilized specifically in an in

- 2 persona context. Then, are we looking to ADR at all and what needs to be done in that context.
- 3 So how much of intellectual property disputes can be utilized in the ADR arbitration space?
- 4 Obviously, because it's far more efficient, much more cost friendly compared to Indian courts
- 5 especially bearing in mind that intellectual property and technology can cover beyond border
- 6 disputes. Right. So, Tech is very international so is intellectual property. So how do we keep
- 7 these two ideas in the context of dispute resolution? I'm going to stop there.

ASHISH KABRA: Thank you, Poornima. Let me also bring in Saurabh here. Saurabh you,
bring the in-house perspective on the panel, here. What are the types of disputes that you have
seeing in your line of work.

SAURABH AWASTHI: Thanks Ashish. Look, I think while I was driving here to the venue, 11 12 I was thinking the kind of disputes that a tech company has. What is atypical about them and 13 why arbitration versus conventional dispute resolution? I think one of the things one thought 14 about always was complexity. But then a number of my friends, including some here on the panel, have advised on fairly complex contracts. Let's say, which deal with EPC, or which deals 15 16 with oil and gas, which are no less complex. So, what is unique about complexity in tech? I 17 think it's because the way tech has evolved in the last couple of decades is faster than anywhere 18 else. Right. So, what tech meant earlier and then for the disputes around it has obviously 19 changed with the nature of how technology has evolved. To give you an example, India saw a 20 boom with complex managed services, tech contracts, about maybe 18-20 years back. A lot of 21 those contracts are now actually being read because you have clients who've now looked at 22 continuous service over years together. And I think there are contrasting sort of motivations 23 for clients as well as service companies in terms of, what are the efficiencies being drawn? 24 What the issues that come into play? Most of these are extremely complex annuity type 25 contracts. So therefore, there are issues that will come in on performance of these managed 26 services contracts. And I think the important part to remember is unlike a situation where you have a standalone service provider and substitutability is easy, you can't really change your 27 28 managed service provider easily. So, you've got to solve the problems and if it's not going to 29 work out when you talk to each other, then you've got to find an efficient way to resolve it and move on with the engagement. On the IP dispute side. I think a number of the India tech 30 31 stories equally divided between innovation and IP development versus services, which is a very 32 large part of what's getting done here in India. I think IP disputes for larger entities, large scale 33 arbitration is relatively unheard of in India because I think more or less people are mindful of 34 IP and their monetization and therefore they're extremely conservative around it. Also in the 35 startup ecosystem, you see a little bit more of IP disputes. But for established service



companies, I think less or so. And then finally, of course one important reminder for this group 1 2 is that IT Companies are the largest employers. They've got a ton of people and resources. And 3 where you've got people, you will have problems. Those could be employment disputes which 4 see lesser of let's say the need for a formal dispute resolution. But take for instance, large 5 payouts. Take, for instance, patents. Take, for instance, rights that people have, and they've 6 developed assets for companies. Again, those are important disputes that come into play. Just 7 to round off, I think we also are acquisitive as a sector, and I think inevitably with the 8 acquisition comes the process of working those [UNCLEAR] shareholders. You got payout 9 related disputes. You got management related disputes. So, I suspect the last two categories 10 are perhaps generic across sectors and across industries. But I think the first two are really morphing, really, really quickly. I think if you were to speak in five years' time about what 11 12 disputes we see, almost certainly you will hear the word AI. I haven't said that in a minute and 13 I can't believe it because everybody keeps talking AI. So, that's where we are right now in the

14 on-tech disputes.

ASHISH KABRA: Interesting observations there Saurabh. Poornima, you mentioned about 15 16 transactions in the... involving IP. There were the other set of disputes that you both 17 mentioned about was related to the actual intellectual property, their validity, enforcement ownership. Then we obviously are seeing new age issues coming up in the artificial intelligence 18 19 space and so on. So, Shreyas, given this background of the different types of disputes that our 20 panellist just described, let me start with a threshold question. How do you see these disputes being amenable to arbitration or rather let me put it differently, do you consider that these 21 22 disputes are arbitrable?

23 SHREYAS JAYASIMHA: Thank you. If you speak to many of the in-house Counsel like 24 Saurabh here. They have for a long time in the tech space just disliked arbitration, and they 25 have voted with their feet. If you look at the number of companies that have not had arbitration 26 clauses that have had them but with very few institutions. It's a very telling story and I don't think the arbitration world has been listening especially to the tech companies telling us why 27 28 the system does not work. So, I think the arbitration world will do well for itself to take a pause 29 and listen. So, one part of it is the legality of it which I will address in a minute. But before getting into that, I wanted to say that the expectations of commercial enterprises in the tech 30 31 space are of a higher order, in the sense that they need people who are able to be technically 32 proficient, who are able to understand with some degree of expertise not only the technology, 33 but also business implications. The domino effect that an improper outcome can have can be 34 severe and it can be severe not just on the outcome of one enterprise. But because technology 35 companies have become part of the core infrastructure, something like banking, something



that you can do, not do without. And therefore, getting a wrong outcome let's say, in a 1 2 construction dispute might result in two unhappy parties, might result in a wonky building or a bridge. But getting a wrong outcome in a deep tech dispute will have a long-lasting negative 3 4 outcome. And I think the level of trust that the arbitration ecosystem can produce consistently, 5 technically aware, commercially aware arbitrators who can then produce fair outcomes is a 6 matter of trust building. And therefore, the arbitration world cannot demand respect. It must 7 earn it and command it. Having said this, the law has certainly made space from going to one 8 end of the pendulum to say that if it is the disputes that impact on third parties be it in the real 9 estate context, what we saw in Vidya Drolia [INAUDIBLE] or more specifically in IP. There's 10 been certainly a clarification that large numbers of IP disputes are entirely arbitrable. Eros International considered this in some detail in 2016. And most recently, we just jump to the 11 12 Hero Electric Vehicles versus Electro Immobility 2021 decision, where the court understood 13 that it actually went beyond just the facts of that particular case, which was pertaining to 14 infringement of a trademark, but also say that the essential rights that were being claimed 15 were not merely under the trademarks act but the infraction that was being alleged was also 16 contractual. And therefore, the contractual breaches were in fact the essential infractions 17 being alleged between the parties. And therefore, they said it falls well within the notion of arbitrable disputes. Of course, the caution from Vidya Drolia still remains in the background 18 19 that is if there is... there are rights that are in person, absolutely, go ahead. If there are rights 20 in [INAUDIBLE] then again, this test of what is the essential infraction that needs to be looked 21 at. But my good friend and now recent senior Counsel in Chennai, Srinath Sridevan had a very 22 interesting take on this case last month in Chennai, where he said that this analysis of those 23 three or four tests that came in Vidya Dolia is actually incorrect according to him. And I leave 24 it, I don't want to steal his thunder. I want to fully acknowledge his input and I am sure he will 25 have a short article on it soon. So, that is where we need to earn our respect in this field.

26 ASHISH KABRA: I take a point that arbitration needs to earn its respect to be the chosen 27 mechanism for tech companies for resolving their disputes. And I believe we are making stride 28 towards it as you mentioned earlier, triple AAA-ICDR having a specialized panel is a step in 29 that direction. But on the threshold question of arbitrability of these disputes, you mentioned 30 that the Indian courts have gone ahead and found these disputes to be arbitrable. You 31 mentioned about the Delhi High Court judgment and Hero Electric case. It was interesting 32 because typically intellectual property disputes about the disputes regarding their validity and 33 ownership they are considered to be dealing with rights in rem and are not considered as 34 amenable to arbitration. However, subordinate rights arising from these rights in rem can be truly arbitrated and that's what the Delhi High Court there said and that's where the position 35 36 now, as it stands. But as you mentioned earlier again on arbitration commanding its position



as being the preferred mechanism. Let me come back to Saurabh. Saurabh, he was mentioning about technology companies and let me put the question to you differently. As from being in a technology company what do you see or believe that are the advantages of having arbitration as a means of resolving disputes? I know Shreyas said that we need to earn our respect. I'm putting the question inversely to you coming from the technology space as to what do we do or what do you feel, is how arbitration can be useful for tech companies in resolving their disputes?

8 SAURABH AWASTHI: Yeah look, I think a number of ... sort of companies like ours and I 9 speak in my personal capacity, but the number of tech companies which are hosted outside 10 promoters, investors, regulators are convinced that the adjudication process with courts is slow, is unwieldy, is problematic because there are idiosyncrasies at different high courts, et 11 12 cetera, et cetera. I think the pitch that we made and partially it's true, but partially it isn't is 13 that we wanted a certainty of process. We wanted domain experts who understand what we do 14 because it is fairly niche. We thought that this would be efficient from a timing standpoint and 15 a cost standpoint. I go back, most of us are similar age here on the panel. You not included 16 Ashish, but when we were first year, or second year associates the number of notes we've 17 written to our international clients about why arbitration was preferable. Right? If you 18 remember those compared to going to courts. But clearly some of that hasn't unfolded the way 19 we wanted it to. I find, for instance, that there is some lack of amplification in terms of choices 20 around arbitration. Most of us end up going ad-hoc, and that's because we're not really well 21 informed in terms of what capabilities different Chambers bring in. So, I think events like this 22 help, number one. Number two is that there's got to be more active engagement to be able to, 23 for instance, let me just take two minutes to give you something specific. So, we have a 24 conventional structure where tech companies are system integrators. They work as 25 intermediaries between clients and then a host of software and service providers. They 26 essentially gather and integrate the entire suite of services and then deliver them to the client 27 as an outcome. Now, if there was a dispute, given that there are back to back relationships it 28 would ideally need somebody to understand how that back stopping works. What is the 29 concept of privity? Because there are very strong accounting concepts around gross 30 transactions versus net, depending on what value the system integrator brings. So, it's just sort of pointed out two things for 10 seconds, and it's already started to get intense. Somebody 31 32 needs to be able to drill down into that level of intensity at the arbitral proceedings. We've of 33 course found that's been a bit of a challenge. It's been chequered. I won't say that Shreyas has 34 been entirely off key but more often than not, we found that in the balance... the assurances 35 that we gave about speed and efficiency around resolution are simply not there. I don't know 36 if that answers your question, but the net of what I'm saying is we're looking for domain



expertise and not somebody who's just understood the domain, and then just sits on it. None
of us do with technology. You've got to keep staying current. We're looking for certainty of
process. And I think costs aren't that much of a challenge if one is assured efficiency. So, that's
what one would like to see.

5 **ASHISH KABRA:** So, Poornima, let me follow you up with you on what Saurabh was just 6 mentioning. How do we then... how can or how does arbitration if it already does address some 7 of these challenges or some of these areas that tech company are looking into? And if 8 addressed or if already a solution is available, they would increasingly adopt arbitration as 9 their means of resolving dispute? He said, about certainty, speed and efficiency. Are there 10 other factors also at play? So where do you think the arbitration, as it stands currently in 11 answering some of these issues or areas that technology companies looking to?

POORNIMA HATTI: Well, I don't think arbitration addresses all of what Saurabh is asking 12 13 for. And those are reasonable asks it's not like he's asking for everything else. And these are 14 conversations that we're having regularly, how can we improve the ecosystem that we're all part of and how do we make this move forward? So let me give you an example. And it's also 15 16 interesting what Shreyas said in terms of how do we command respect, and how do we make 17 sure that even let's say if it's an ad hoc arbitration and Shreyas and I are sitting as arbitrators. 18 How do we make sure that we do really measure up to everything say IBM or Kindle wants and 19 then how do we do that. So, we were... actually we had a dispute where we were acting for an 20 international tech company. Interestingly there was a mediation clause. And on the other side 21 was a government entity the Government of a State in India. And what really excited me was 22 the fact that we had a mediation clause in a government dispute. You don't really see that 23 because no one officer will want to say, I settled this dispute at this value and then have a 100 24 questions asked. This could have gone up. Why don't you just go to court and get a judgment 25 or why didn't you get a Tribunal. But the fact that (a) we had the mediation clause was very, 26 very interesting, but the point is once the process started of this tier dispute resolution clause, 27 there was mediation, expert determination, and then arbitration. We were unable to appoint 28 a mediator of our choice. And because, as Saurabh, said, there was a continuing engagement, 29 they couldn't replace us because there was a long, historic Health Tech ongoing issue. So, we 30 couldn't be replaced. We were not getting money. We were not getting the client's attention. 31 But well, ultimately, they had a mediator of their choice who knew little or nothing about 32 health or tech. So that mediation rapidly failed, despite a lot of effort from our client. We then 33 moved to expert determination, same story again. And finally, we are now in arbitration. So, 34 despite an excellent tier dispute resolution clause the process failed because one party was not 35 willing to engage the way it was conceptualised. So, we have to read the room in terms of who



are the parties involved and Big Tech in India will have to engage with the government in some 1 2 form or the other or state entities. So are we all in an ecosystem where each of us is mature enough to say this is a bunch of neutral people, or let's go to AAA-ICDR or whoever else and 3 say, let them then appoint from a set of arbitrators that they have who would then resolve your 4 5 dispute. I think there has been progress. I want to pick up on a thread from the previous 6 conversation on mediation and ODR. I think we're already there. There's a lot of conversation 7 that's happening. We're moving rapidly in that direction. And there's some good mediators 8 and good arbitrators. But sector specific expertise is something that we still have to build a lot 9 more. And when that happens, I think the asks of the industry will be met. But we have to work 10 together as an ecosystem. I don't think a bunch of us or only the institutions will make a difference. And this is for anything, right? I mean, diversity on the arbitration panel is a pet 11 12 project of mine. We don't see enough women arbitrators. Why not? Because everybody wants 13 a grey-haired man. Preferably a retired High Court Judge or Supreme Court judge on the 14 panel. So how do we make that needle move forward. So, these are conversations that we 15 continue to have and should have. So, it is really our collective responsibility to make this 16 happen.

ASHISH KABRA: [INAUDIBLE] What about certain other factors. Again to you, things like
confidentiality or cross border enforcement how critical or otherwise not so critical do you
think these factors are in context of tech companies and tech disputes?

20 **POORNIMA HATTI:** So, I'm taking those as given. Confidentiality, choosing the person who 21 has the tech expertise, the fact that you could control it, the fact that it's not going to be on the 22 evening news, these are things that we've now accepted Cost, we've not excepted. But as 23 Saurabh said people are willing to put good money if they feel that the process will result 24 somewhere. I think what is exciting... again, I'm going to go back to the tier dispute resolution 25 clause is preserving relationships. So, I know AAA ICDR now has an opt out mediation clause, 26 interesting. So, you opt out of mediation you don't opt in. And the reason that's there is mediation can give you very, very creative outcomes, not necessarily legal outcomes. We can 27 28 then say, let's settle this but we'll have five other projects we'll work on together or why you 29 don't do some other training or do some other collaboration, which is not going to happen in arbitration or in court. So, I think there is movement and creativity over there, but we have to 30 31 still take it forward. So, I think confidentiality, time and cost, while continuing to remain 32 concerns we have sort of other challenges to cross.

ASHISH KABRA: You mentioned about AAA-ICDR in their rules and their rules are very
unique in that sense and allow for an easy transition between mediation and arbitration. So,
from a technology disputes perspective when you think the role that mediation can play, I



- 2 other provisions within the institutional framework, institutional rules that are there in
- 3 particular AAA-ICDR set of rules which can be capitalized by technology companies, or
- 4 which may be used in some of the tech disputes to achieve some of these areas or concerns
- 5 that tech disputes are having or to sort of resolve them for example cost, speed, and
- 6 efficiency.

7 SHREYAS JAYASIMHA: Thanks. I do want to say that in this scepticism that I pointed out 8 on tech companies the AAA-ICDR does stand out as being one of those exceptions that proves 9 the rule. I've been part of the processes in the US other places and there's a reason why AAA-10 ICDR, has kind of led the curve. I'll begin with ... what is kind of ... perhaps might have hit your mobile screens which is crypto disputes. So, if you look at crypto disputes, you look at Aastha's 11 12 office in Singapore. You have matters that are going on between founders of crypto funds, their 13 targets, their portfolio companies. You can see for yourself, the rules that are being chosen for such disputes. Look at the statistics of tech business only. There's about 1.1 billion, billion can 14 15 be written in many ways. Billion can be written with three digits of millions after that. So, it's 16 huge amount of money and people are voting their feet for the set of rules. It's interesting for 17 us to consider why? Apart from the out-mediation process, Aastha you may think it this AAA-18 ICDR was the first to create the emergency arbitration. But my memory served correctly, was 19 it at Stockholm Chamber of Commerce? You can slug it out. Okay, all right. When I was in 20 Stockholm, they claimed to be the first. So, I haven't verified it. But amongst the first for sure 21 in having the emergency process. And that was the creative response to the demand for speed, 22 the demand for creativity in having, making sure that you do more than just the usual process. 23 Now as I said to the committee to redraft portions of the arbitration act. It's become such an 24 expected element of an arbitral ecosystem of any seat. This was not the case, just a couple of 25 decades ago. Also, there are other rules or expediated procedures as well with support also 26 technology and IP disputes. I must also comment to the attention of the audience. Some of the notes and practical guides that the institute has developed for example there's a AAA practical 27 28 guide on drafting dispute resolution clauses and they classify it in different formats. One is 29 Arbitration of Future Disputes. Arbitration of existing disputes which can be looked at, too 30 many cases which are currently already perhaps in different rules as well but then want to opt 31 into the AAA-ICDR ecosystem. And there are also specific clauses that can be incorporated, 32 looking to appoint experts of technology or IP experts and there are also some sample clauses 33 for preliminary relief. I must also quickly mention that there is a platform that they have also 34 created which is an online platform for resolution of any dispute that's not limited to tech. I 35 must also mention the generosity of ICDR. We all know the success of SIAC. But if you look 36 into who is the institution that mentored SIAC to become the roaring success that it is in Asia



you'll find that it is this the host of today's panel. And so, the generosity of the institute is to 1 2 me striking as just as an objective observer of the market, and even with the suite of online products again it's you are able to use it, Aastha, correct me if I'm wrong, even if you are not 3 using the AAA rules, can you use the online platform or not? Yes, okay you have to use it okay. 4 5 So, maybe you might consider that in future times as well because this interoperability 6 between arbitral institutions is key. This is the key, and I would say this is also the market 7 expectation. So that just as you are able to say, others can opt into your rules. If again, your 8 speed of products can also be taken advantage of with whatever ad hoc other procedures are 9 going on. It will hugely have a beneficial impact.

10 AASTHA CHAWLA: [INAUDIBLE]

ASHISH KABRA: Thank you, Shreyas, and interesting points on the AAA-ICDR rules and the online case management platform that's available. We've been discussing a fair bit about how we sort of use arbitration, some of the advantages and some of the challenges that you outlined in terms of what tech companies are looking. But procedurally or as a mechanism in itself are there any inherent limitations which arise when one adopts arbitration while trying for resolving technology disputes?

17 SHREYAS JAYASIMHA: What's the alternative? What's the alternative you are comparing it against? So, when you talk about limitations there are limitations to any one of those buffet 18 options, litigation has its limitation, arbitration, mediation has it's very severe limitations in 19 20 terms of it requires consent of parties before you can move ahead. So, I think therefore 21 focussing only on the limitations of arbitration is not looking at the full picture of the options 22 that are available. And we have to look at the shades of grey. And in this, just as you say, 23 democracy is the least worst form of a government in technology space. It may well be that... 24 we need to rebrand and re ADR not as alternate dispute resolution, but as appropriate dispute 25 resolution. So, the same dispute even a tech dispute at an appropriate stage might have a 26 litigation element that's relevant might have an arbitration element that's relevant and a mediation element that's relevant. So, I would recommend taking a very focused approach to 27 28 each situation rather than branding one mode as being better or worse than the other 29 especially when it comes to one industry or sector such as tech. That is my view.

ASHISH KABRA: Saurabh, do you have any other thoughts or perspectives on this? I would
 also consider areas such as we see in technology disputes. Sometimes we need relief against
 third parties at an interim basis. I don't know what's everyone experience has been on site of
 document production in international arbitration. We see the current approach is fairly



2 impact on how a technology dispute is [INAUDIBLE]

3 SAURABH AWASTHI: One of the things is that large tech tends to be risk averse. So, in 4 terms of... in terms of its involvement in large arbitrations I think that you may want to think 5 that they really must be pushed to the absolute limit before they actually enter a full-scale 6 dispute. But I did want to step back for a minute to answer a couple of points or just to add to 7 what Shreyas said. So, I think, as we sit and talk about what concerns tech companies might 8 have, there are a couple of points for instance, AAA-ICDR has exactly what we're saying. Has 9 tech panel experts. There seems to be certainty. There's a legacy over a number of years, 10 decades of doing this. What about amplification? You'd be surprised because there are experts sitting here and therefore there is sophisticated conversation around choice of arbitral rules, 11 12 venue, e- chambers. You'll be surprised at how elementary that discussion becomes when you 13 have 20 points, and you need to close a contract. It really is sometimes completely unscientific. 14 There's no hesitation in admitting that people want to choose a jurisdiction because they don't want the other party's jurisdiction to be involved and I think there needs to be a slightly, a 15 16 more thought from both sides. Our counterparties as well give us fairly broad brush 17 recommendations on what they want arbitral venues and arbitral rules without really 18 substantiating that with what are the advantages of A versus B. So, I'd say, amplification of 19 choices and the advantages of a chamber. The second is coming back to what someone said, 20 which is that the digital wallet in India is now the largest with the Government of India. So, I think all of us here are either practitioners or we work for industry. But who's talking to the 21 22 Government? Who's talking to bureaucrats? I was at a meeting last week in Delhi, and I was 23 speaking to a very senior gentleman from a public sector undertaking. The conversation was 24 on aspects of those... that was an entity which deals with EPC contracts, and we were 25 discussing tech contracts. Where do the two meet? So, I reckon we need to also evangelize the advantages of a chamber like this. Because as Poornima said, I'd actually be really happy if 26 27 mediations were less meaningless, and we could actually resolve a number of things through 28 mediation and move forward. And there have been some steps on that the government has 29 taken. So, as I said and the last point is that from our standpoint, so far as the process is 30 concerned, I think we had the impression because of some arbitrations that we'd heard that 31 happened in Singapore and London, that they were quick, they were efficient, there were rules 32 that were met. But I think those have really been far and few. Between we routinely see other 33 sides abuse the arbitral process in certain chambers and that just doesn't work for us. It makes 34 us go back with a sorry face to people who we assured certainty. So, as I said, I think if you're 35 able to resort to a chamber which has a legacy of practice and which the other side has heard



2 not need to go the entire way on the dispute resolution process.

3 ASHISH KABRA: It's interesting you mentioned in context of Singapore because for 4 example, we see very often as we discussed earlier in the session today as well, issues around 5 arbitrability of a dispute are raised and that becomes a means of protracting the litigation. 6 However, we now see, for example, in Singapore there's a very clear legislation in relation to 7 arbitrability of Intellectual Property disputes. It clearly outlines that all of these disputes 8 would be arbitrable and sets out the position. So, these measures do in fact, lead to clarity. But 9 always the challenge remains, which is there for example, the recent Anupam Mittal versus 10 Westbridge judgement which is now introduced the composite test for determining arbitrability and looks at, both the law of the seat and law of governing the arbitration 11 12 agreement. And consequently, we may still be there looking at the Indian law. But let me pivot 13 a little bit now and let me come back to you Poornima, towards a slightly different area. And 14 this pertains to the regulation of technology by government. How do you see this play out in context of disputes? 15

POORNIMA HATTI: Thanks, Ashish. Before I answer that, I also want to take forward what 16 17 Saurabh was saying a little bit. Saurabh, when you say chambers, you are talking about an 18 institution effectively, right? So, it's unfortunate that you have a good institution with a good 19 set of rules, that they somehow seem to be abused by parties. So, then it comes down to how 20 much control an institution will have, or the Secretariat has to sort of reign in the parties and 21 that's really the pitch for institutional arbitration over ad hoc arbitration. And I think there's 22 a conversation that needs to be explored for review of rules regularly by institutions to say... 23 Tech is changing fast are we reviewing our rules fast enough. A week in technology, it may be 24 years in the context of a construction dispute. Are we doing enough to modify or people 25 delaying things which will then affect interim measures to whatever extent. So, I think that 26 kind of introspection within the stakeholder community is also important and Aastha, maybe this is a conversation for another day. But maybe that sort of introspection conversations with 27 28 stakeholders and from your own experiences to say, when has a party gone rogue and whatever 29 context or even to ODR providers in India. How can we reign in parties to make sure that this 30 really gets credibility? I think that's an important conversation that we must have. I think the 31 reason why Government's tech interface is also important is, you can't really arbitrate with the 32 government if there's no regulation. India's had its fair share of running with big tech. We've 33 had it in context of Twitter and free speech. We have had in the context of geopolitical concerns 34 with tech companies, particularly from China. So, we've seen that play out. And those have 35 played out in the public domain under the context of public law or international public law.



So, I think I just wanted to make sure that we're mindful of that context as well. Although India 1 2 is not a signatory to the exit. And we've had chequered history with bilateral investment treaties. It's worth sort of noting that internationally there have been cases where companies 3 4 have invoked bilateral Investment Treaties or Investment treaties. Exit statistics for instance 5 show that there's been a significant increase. I think more than 25% increase in terms of the 6 number of tech disputes that they are having, and these happen to be State investor State 7 context disputes. So, number of them, google for example, [UNCLEAR] Sweden many. So, I 8 think, we should be mindful of that context and the geopolitical concerns when we talk about 9 tech and disputes. We are close to 41 minutes, so I won't continue to speak and stop there.

10 SAURABH AWASTHI: I will just want to take a second and also share with you and thanks 11 Poornima, for that. We meet with our leadership needs with the Government fairly often and 12 we've had senior representatives from the Government saying, what is it that we need to do to 13 ease doing business in India? Which was ... which has been something the government done 14 for 20 years with varying degrees of success. But I think you should know that it is difficult for large companies like us to specifically recommend Chambers. Because that's going to have an 15 16 effect that is not fair that we're essentially seeking, as I said, the attributes of fairness, technical 17 efficiency or proficiency and certainty. So, this just brings back the point of what Poornima 18 said, about recognizing geopolitical concerns, using that as a leverage with the government 19 when you amplify and actually offer this as one of the key offerings from the government to 20 have large companies come in and resolve the disputes quicker. Right?

21 ASHISH KABRA: I think there are flavours there. And the government is also coming up 22 with means to see how we can bring in some of these mechanisms in resolving disputes which 23 are arising on account of their regulation of technology. We heard in the previous session as 24 well, how ODR is also being explored in context of the data protection law. So, there are those 25 flavours. But Poornima, you made a point earlier about investment Treaty claims arising out 26 of technology regulation. But unlike areas where governments have traditionally seen claims where they depart or move away from the international trend. Today, the international trend 27 28 not just in India, but across Europe, and our leading, developed jurisdiction is to regulate 29 technology. How does that play out and does that have a role in some of these claims that are arising under bilateral investment treaties? 30

POORNIMA HATTI: I am sure Shreyas who has done more BIT work than I have may have something to add. So, I think tech in the context of State relations geopolitical concerns is not only tech, it becomes... it could be free speech, it could be seen as a something with a criminal tone, it could be seen as an attack on sovereignty of a country especially if the tech is coming from outside. You are talking of fair and equitable treatment by this host state and whether



that is being met. So, there's a whole host of stipulation under international law in that context. 1 2 So, while tech is at the core of its governments don't necessarily see that they are regulating tech. Google and competition law in the European context. So, if you got such a huge 3 4 [UNCLEAR] like Google and to what extent it will impact, rights of people, rights of citizens 5 and how the government perceives it and what will they do react, to ensure that their people 6 are safeguarded however they are looking at, whatever those rights and safeguards may be. 7 These will play out and again the cross-border idea of tech comes into force. Contrast that to 8 say... start up tech that we deal with in Bangalore every day where they are willing to have a 9 quick resolution because the company wants to grow, and it wants to attract investment and 10 don't want to spend time and money in the context of a dispute while they are growing. So, tech has a wide range and I think at that level, a translational level we do see tech being 11 12 identified with more public law issues which results in the regulation.

13 ASHISH KABRA: Shreyas, do you have anything to add further on this?

14 SHREYAS JAYASIMHA: I see government as a client. I have had a client in the Republic 15 of India for 9 years or so. And there are 200 other potential clients. Like anyone else it's a complex organisation that requires some legal advice to function. So, I don't think we have to 16 17 see government as something that is [UNCLEAR] generous and essentially different in terms 18 of professional engagement. I think the tone is changing. For example, in Delhi I was there 19 maybe two weeks ago. About 250 people in the room. I can talk about it because I saw 20 somebody pulled up LinkedIn much later. I didn't say anything when it happened. But the 21 point was to map out the obligations under international treaties of the Republic under 22 investment treaties, under trade treaties and under tax treaties. So that the policy red lines are 23 understood. And you have to involve all departments, all ministries, all states. And India has 24 the three lists and so the governance choices that are made at the federal level, at the state 25 level and at the municipal level may have... may trigger international obligations. But the 26 awareness is simply not there. So, I have for long advocated that India needs a permanent position to focus on international obligations, call it an ASG, call it whatever you want but we 27 28 need to have it rather than have it found splintered in many ministries. I think like any client 29 if there's somebody with a good idea, they are very willing to listen. So, I don't think we should 30 hold back and writing an article in a newspaper is not the only way of communicating. You can easily communicate. It's shocking to many, but this is a ... India is a democracy. You don't need 31 32 to have some special access to a minister or a bureaucrat. You can just write to him your 33 thoughts and it may be considered.

ASHISH KABRA: It's interesting that you mentioned that you need a permanent position
 within the government to focus on some of these international obligation or issues which arise



due to some of the government actions that they take within the domestic sphere in contrast of or which could lead to international obligations. Let me pause here. Punima had earlier mentioned that we would try to have questions from the let me pause here. Poornima had earlier mentioned that we would try to have questions from the audience. We'll once again open it up and ask the audience if there are any particular issues or any questions that you have in context of this topic, "technology disputes and resolving them through arbitration". Please raise your hands and let us know. It's a post lunch session and everybody is...

AUDIENCE 1: Someone has very helpfully left the mic on my table, and I am not sure why.
You were talking about how Big Tech is resistant to arbitration, and how we need to earn...
work for it to earn the respect acknowledged. But I would also say this is only when it suits
them. If you look at any software licensing agreement where they don't want to sue you, they
quietly slip in an arbitration agreement only in New York. So, it's both ways. What you have to
say about this?

14 SHREYAS JAYASIMHA: I stand by what I say unequivocally. It's not surprising that a 15 commercial enterprise has thought carefully about its contracts and if you don't have the bargaining power to deal with that situation. In some countries you might have laws such as 16 17 unquestionable terms in contracts. India perhaps needs such a law. And the angst from which 18 you speak of is also addressed in some countries by saying the B to C contract, will be viewed 19 differently. So even here we have seen some of the consumer forum entertain matters despite 20 the existence of an arbitration clause. But that's in the B to C space. But on a purely commercial 21 arrangement that is B to B, there is no getting around the fact that you need to have and build 22 commercial strength to have the negotiating power. But once you have it do you use it? And I 23 think the inefficiencies that Saurabh has pointed out and many others have mentioned. These 24 are too real. You cannot have a corrupt or a broken system and expect respect. You cannot 25 have an inefficient system and expect respect. And it's a collective responsibility to improve 26 ourselves. I think now there are many institutions, now they are getting born all the time. Every city has one, there are entrepreneurs who are creating institutions. There are ODR, 27 28 people who are creating what are hybrids of institutions and rules and technical facilities. So, 29 there are many options. It can be very confusing for parties who want to choose arbitration to 30 say how and where. And so, I think some responsible guidance around that is very important.

ASHISH KABRA: Also, just to add there dispute resolution clauses in standard form agreements and their implications have been discussed in various jurisdictions, as a whole body of law that has developed on it. But even within context of India, it depends whether you have faced any deficiency of service or if the technology company is alleging certain say, misuse of the licensing... licenses which have been provided. It depends but at least in context of India



your ability to take recourse against the technology company through consumer law is not
limited. Arbitration continues to add on over there and becomes an additional facet, which is
there. Of course, where that seat would be, which institution you use, how do you go about it?
It's a matter of relevant bargaining power of the parties. And then you can obviously depend
upon different fact patterns could lead to different ways it works out.

6 **SAURABH AWASTHI:** Not that I speak for big tech, but just to add to what Shrevas was saying, I think there is asymmetry of negotiating power across in segments. The big tech 7 8 companies seem to be formidable when it comes to dealing with B to B, or B to C, of course. 9 But think about big tech when they negotiate with the government. There is zero leverage 10 there. And that's not because there is a sophisticated appreciation of business or commercial constraints. It's because the party on the other side is careful, as Poornima said, about not 11 12 resolving something and bringing it to a sensible point because they would get questioned 13 about how they actually got to something sensible. Why did they not follow precedent, however 14 idiotic it may be. We've dealt with that several times. So, I think the answer to perhaps an asymmetrical position where big tech is on one side of the fence versus the other, is really only 15 16 as Shreyas said to some extent, ensuring that the terms are not unconscionable on both sides. 17 And then there is, of course, the certainty that if there is an address required, it will come at 18 an efficient and reasonable price across, whether it's a big tech which petitions for it or the 19 other side. So that was just two cents on it. Please.

20 SHREYAS JAYASIMHA: I want to just go left field for a second, please and say that we are, 21 I think operating at a time when the world really needs us to get our act together. India really 22 needs to get its act together. The public sector, the private sector, the professionals, we are not 23 to be competitors to annihilation. We are here to build together, and that sense of consensus 24 is critical. I think conferences such as this should perhaps also be somewhat result oriented 25 because otherwise ideas are mentioned and now that we have TERES, and your transcription 26 facilities. Earlier, it would be an excuse to say, oh, I don't know what they said, I don't remember, we didn't take a note. Now we have all of these. Now all of this should be able to be 27 28 resulting in something that is concrete. And I want to point out to two quick initiatives. One, 29 of course, the Arbitration Act Amendments people know about but I'm even more excited by the IFSC. IFSC is an attempt to create a choice of governing law within India. So, you may have 30 31 a governing law of India, governing law India IFSC. What should be the constituents of that? 32 India will never have English Law on our soil, clearly. What is the alternative? How can we 33 recreate the efficiencies of the DIFC or ADGM without having the English Law. And what are 34 the changes that are required not only to the arbitration or ADR regime, but even the 35 substantive commercial regime is what we're talking about? Maybe these unfair terms and



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2 are critical, they're more than welcome. And I think everybody is listening So we should use

3 the opportunity fully.

4 **ASHISH KABRA:** We have another question here. Ali please.

5 ALI AMERJEE: Hi, everyone. My name is Ali Amerjee. I'm an associate in Link Leaders 6 London office and thank you first of the panel for your views on a range of topics like 7 confidentiality and arbitrability of disputes. And thank you Ashish for keeping everybody 8 awake after a very difficult post lunch session. My question is related to the multi-party 9 element of some of these new tech disputes. For example, with respect to the Binance case, 10 there have been a multitude of parties involved. It's like a class action kind of scenario. And we see that happening more often in terms of cases in the US, whether certain stock exchanges 11 have faced litigation in terms of class action and given the kind of products in the tech space 12 13 probably be more those in the future and is arbitration really equipped or ready for that in the 14 future? Thank you.

15 POORNIMA HATTI: No, I was wondering, Aastha, if you want to talk from your experience?

16 ASHISH KABRA: It's a very good question that you raise Ali. In the Binance case, as I 17 remember the exchange had a dispute resolution clause, which provided for HKIAC as the 18 arbitration centre there. And as we see in the point Poornima made earlier, it's very important 19 to keep developing the institutional rules so as to address these new emerging areas. And I 20 think some of the leading institutions, including MCIA, including AAA-ICDR, they all have 21 consolidation provisions. And I think the dispute that you mentioned is fairly novel, as that 22 led to a consolidation of large number of claims into a single arbitration by each of the users 23 of the particular exchange. So indeed, arbitration is developing and going in that area to 24 address all these new age issues, even for technology companies when you are entering into 25 multiple contracts with various parties sort of B to C arrangements where businesses entering 26 arbitration does indeed offer that solution. And could be... interestingly in your case it's not 27 just even arbitration, there is third party funding, which is also being applied to the same set 28 of solution to lead to an outcome. So, we see a set of consumers who, it's not about those 29 consumers taking on a technology giant. Some of the other concerns that were raised earlier, 30 a set of consumers coming together being funded to take on a technology giant in and through 31 arbitration as a means. So that's definitely a very good example and a very good situation of 32 how arbitration is addressing some of these new age technology disputes that are now 33 emerging.



SHREYAS JAYASIMHA: Just a quick point. Many of these cases you'll find 176, 200, 300, respondents and out of the countries where they are based. It's Senegal. It's all sorts of places. One of them was in India. The point I'm making is which is the alternative to the New York Convention? Convention of 1958 has now whatever... 180 plus signatories and despite some countries such as India, having a notification requirement. Some countries like Malaysia doing away with it. There is simply no alternative. There is so the Tina factor is what is driving these such disputes and every new other industry to arbitration, and it will remain so.

8 **POORNIMA HATTI:** One other connected point is we have to evolve to take this into 9 account simply because what history has taught us is... if you don't use consolidation and 10 procedures to expediate them together and move forward you may have different outcomes for the same set facts which you don't want. And it may be difficult to then enforce them. So, 11 12 as tech advances and the number of users advance, and you don't want to go to court so then 13 arbitral institutions have to think of ways to say ... well if Uber wants to go to arbitration with 14 every user in Bangalore what are we going to do and at what cost and where do we go? So, 15 that's the sort of conversation we must be thinking of, not necessarily as Shreyas said, it should 16 be a way forward for every conversation and maybe there will be articles that come out of this, 17 but we should definitely find a solution.

ASHISH KABRA: I think I had mentioned at the start of the session that I will stop it strictly
at 60 Minutes and we are there unless we have any other questions. Last one final question.
Otherwise, we'll end the session here. Alright. Just join me in thanking my... the fellow
speakers here on the panel. It was nice to hear your views. Thank you, everyone, for patiently
listening in the post lunch session for us.

23 GOUTHAM RV: Thank you, panellists and the audience, for going through this afternoon 24 session. As everybody's pointed out a few things for us to take back and something thankfully... 25 these are insights from the panel that I as an audience heard. Challenges do exist. Wide 26 ranging challenges from arbitrability scope, expertise who are the panel going to be, who are 27 the Tribunal going to be. Their expertise composition cost in time and I think a few of these 28 challenges are sort of addressed by AAA-ICDR. As Aastha mentioned, broad based panel, 29 broad based pool of arbitrators to choose from. Processes that sort of help in expeditiously 30 coming to a resolution of the dispute. In addition, I also heard of a tool that sort of helps you 31 customize your arbitration clause for a specific company in a specific sector. So therefore, all 32 general arbitration clause may not do well for a company and AAA-ICDR has sort of thought 33 of this to allow for a resolution or allow for a more customized arbitration mechanism to be 34 facilitated. In addition, as Ali mentioned, challenges to the way forward consolidation process. 35 How do you accommodate 200 people 300 people? In that regard, in that sense AAA-ICDR



- 2 practitioners, et cetera to evaluate their own rules and to evaluate how they conduct the
- 3 processes. And I request all the members of this session to take couple of minutes out and fill
- 4 out that survey if possible. And your valuable feedback will be very much appreciated and
- 5 useful for us whenever we do use AAA-ICDR as a mechanism.
- 6 SHREYAS JAYASIMHA: Equally, MCIA is going to be putting out its rules again shortly
 7 and for public comment. And I think that comment will also be eagerly awaited there. Thank
 8 you.
- 9 AASTHA CHAWLA: Thank you, Shreyas. Thank you.
- 10
- 11 ~~~END OF SESSION 3~~~