



# Aleksandr Tiulkanov

**LL.M., CIPP/E**

Capabilities Deck

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# Hi there!

My name is Aleksandr Tiulkanov.

I provide practical, no-nonsense deliverables to help your business grow while staying legally compliant. In the process, I use client science to provide legal advice with empathy.

My focus is on digital services, products, AI/ML and data governance.

The core value I bring is business sustainability, so that you and your financials are attractive to investors and are safe from regulatory action and reputational risks.

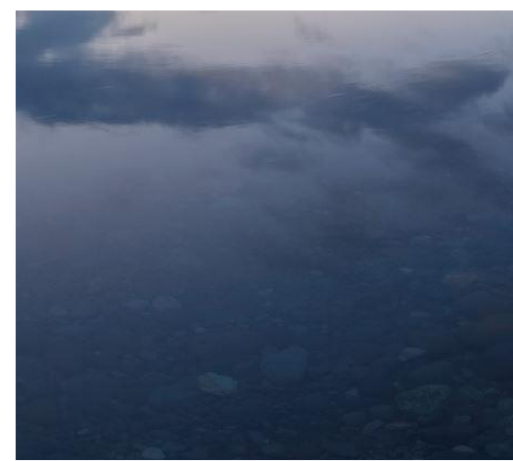
# My story

For more than a decade I have been a litigation and commercial contracts lawyer, gaining my experience in-house in multinationals like Siemens and in consulting firms like Deloitte.

For the last 6 years, and especially after obtaining my Innovation, Technology and the Law master's degree at the University of Edinburgh, I am focusing on legal, compliance and policy matters in the IT sector.

To my private sector experience I have added public sector and policy-making expertise, drafting Data and AI regulation and policy for two countries and working at the Council of Europe.

My mission is to change the world for the better by helping entrepreneurs deliver more value sustainably and by helping the governments to listen to the business community and adopt fair and feasible regulation.



# My capabilities

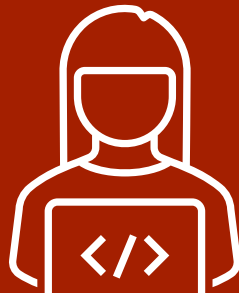


## Contracts & Commercial

Executive Advisory  
Contracts & Negotiations  
Commercial Deals Structuring  
Legal Compliance  
Knowledge Management

## IT, IP & Data Privacy

Software Development Support  
GDPR & Data Privacy Advisory  
AI/ML Governance & Compliance  
Blockchain Applications  
IP and Licensing



## Empathy & Client Science

Human-Readable Documents  
Empathic Listening  
Client-Centred Solutions  
Acceptance & Care

## Digital Policy

Drafting Regulations  
White Paper Development  
Government Relations  
Speaking & Event Management  
Stakeholder & Workgroup Management





# My approach

## I am client-centred

I do not waste your time by drowning you in legalese and generic information. I listen actively, caring about your pain, concerns and needs. As a result I provide deliverables and advice which are in plain language and help you make decisions in your particular situation.



## Starting with me is easy

We set up a first call with you and other stakeholders to discuss your circumstances. After gathering the necessary details, I revert to you with my proposal and suggestions.

I am based in Strasbourg, France and available globally via your preferred means of communication.

# Testimonials

**Awards:** Best Lawyers® 2020 Ranking in IT Law, RPPA Privacy Evangelist 2021

**Certifications:** Certified Information Privacy Professional (IAPP CIPP/E)

**Alexey  
Neyman**

CEO, Big Data  
Association

I can recommend Aleksandr as a highly experienced legal expert.

Participating in our ML/AI sandbox deployment project, he drafted our platform's terms & conditions and helped to negotiate them with industry leaders.

He also drafted legislative proposals related to AI and data policy and assisted us in liaising with governmental bodies.

I greatly appreciate all the results Aleksandr has provided.

**Svetlana  
Gerbel**

CEO, Siemens  
Healthineers

Alexander is remarkable for his strong commitment to work and excel at varying legal tasks. He can be relied upon in handling even the most complex projects.

Demonstrating solid analytical skills and deep understanding of business needs, he is equally dependable as a team player and a sole performer.

Alexander is a kind-hearted, amiable person and greatly contributes to building good interpersonal relations among co-workers.

**Yannick  
Meneceur**

Head of Division,  
Council of Europe

As a Council of Europe colleague, I appreciated Aleksandr's in-depth expertise in AI and Data policy.

He managed research and documents drafting related to those fields, keeping at heart the promotion of the Council of Europe's values.

He also organised online discussions and events, liaised with academics, industry experts, business partners and government representatives.

**Wolfgang  
Schaedlich**

Regional Business  
Manager, Siemens AG

Alexander is goal-oriented and always shows high professional knowledge and willingness to help.

He fulfils all requests in brilliant quality and his comments are well thought.

Especially when dealing with difficult issues, he all the time searches for a win-win solution.

An independent worker, yet a very good team player.



# Contact me:

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