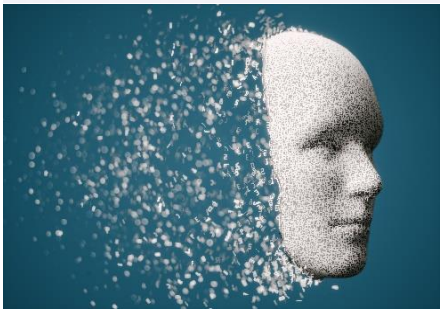
What to look out for when procuring an AI Solution – Legal and Technology Essentials



Course Objectives

Your company may be looking into Artificial Intelligence (AI) solutions – whether it is to harness generative AI to create reports, marketing material, etc., or use AI technologies to make recommendations, analyse patterns in data, or verify customer Identifictaions (IDs) – and you may be required to assist in negotiations with / vet the contracts from a vendor who will either customise an existing solution or create a bespoke AI system for you, or sell you an off-the-shelf solution.

This course aims to equip you with both the legal knowledge and sufficient technical understanding so that you are in a better position to frame questions to your vendor (and understand their responses), co-ordinate with your technical teams, and negotiate your contract, so that your company's rights are protected and that you get the right AI solution. The course will also address the principles and recommended actions in the second version of the *Model AI Governance Framework* and the *Model AI Governance Framework for Generative AI,* published by Singapore's Infocomm Media Development Authority (IMDA), which helps you to ensure that your company's AI solution is in line with these guidelines. Where appropriate, we will draw parallels to international AI regulations and guidelines as well.

This course includes an optional, complementary session for those who may benefit from a deeper understanding of relevant technical aspects of AI for procurement. The technical foundation will help in assessing risks and clarify how to separate contractual clauses for common software versus AI software, so we recommend that participants attend both parts of this course.

The Technology Essentials part focusses on LLM and applications. For an introduction to AI, we provide a separate course on *Deep Learning Essentials*.

Who should attend?

- In-house counsels, contract managers and anyone involved in procuring AI solutions

What our past attendees say:

"Helpful for my job"

Risk and Compliance Manager

(*attended Legal + Technology Essentials in October 2024*)

"Clear and concise"

Commercial Manager

(*attended Legal Essentials in October 2024*)

"There is a lot of content and appreciate Cheryl's attempt to cover the breadth and depth. The notes are helpful!"

Head of Legal

(*attended Legal Essentials in August 2025*)

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Course Details

Course Code: AI201

Title: What to look out for when procuring an AI Solution – Legal and Technology Essentials

Duration: Technology Essentials: ½ day (approximately 4 contact hours)

Legal Essentials: ½ day (approximately 4 contact hours)

Mode of Training: In-person

Venue: Drew & Napier LLC

10 Collyer Quay, 10th Floor, Ocean Financial Centre, Singapore 049315

Course Fee: Technology Essentials: S$200.00 (excluding GST)

Legal Essentials: S$300.00 (excluding GST)

To view available dates and register for this course, please click here. You may view all available courses at www.drewnapier.com/Academy/Course-Schedule.

Course Outline

Technology Essentials

1. Gain a working understanding of advanced Gen AI technology:
    a. Engineering perspective on "artificial intelligence" in terms of coding as well as similarities and differences to non-AI technologies.
    b. Core aspects of Gen AI technology.
    c. Foundations and peculiarities of Large Language Models (LLMs) versus 'traditional AI'.
    d. Approaches to customisation of natural language GenAI systems and foundational models, e.g., through "fine-tuning" and "Retrieval-Augmented Generation (RAG)".
    e. Key concepts and components of Agentic AI.

Legal Essentials

2. Have a clear picture of your obligations/recommended actions as a deployer of an AI solution:
    a. What is 'AI' as defined in Singapore's laws and guidance materials – does the technology you are using fall within?
    b. Deployer's legal obligations under Singapore's laws like the Personal Data Protection Act 2012.
    c. Recommended actions for deployers, based on the Model Artificial Intelligence Governance Frameworks for traditional AI and generative AI, and other key regulatory documents.
    d. With an understanding of the duties you must discharge, the next step of what to ask of the developer / vendor to assist you in discharging your duties.

3. Gain awareness of the current legal issues and risks surrounding the use of generative AI solutions and what steps the industry is taking to mitigate these risks:
    a. Some of the issues we will explore include training AI models on copyrighted materials, and who is liable for AI-generated output where it is false, defamatory, or toxic, or IP-infringing.
    b. The industry solutions to mitigate the risks that are set out in contracts between developers and deployers.

4. Know what key terms to look out for when reviewing contracts for AI solutions and how to amend them to suit your company's needs
    a. Review of sample contract clauses, such as clauses relating to indemnities for IP infringement, IP ownership, bias, testing and documentation.
    b. The sample clauses will also be discussed in light of the principles / recommendations contained in the Model AI Governance Frameworks, AI Verify, etc., so that they are localised to Singapore.
    c. At the same time, we discuss how to calibrate your company's internal AI use policies so that you do not breach or lose the protections under the contract you just signed.

Course Facilitators

Cheryl Seah is a Director at Drew & Napier LLC, where her key areas of practice are Technology, Media and Telecommunications, and Artificial Intelligence & Digital Trust.

Cheryl advises companies ranging from Fortune 500 MNCs to local and foreign start-ups on legal and governance issues arising from their use of AI at all stages of the AI life cycle: from procuring the computing resources and compliance with export controls, to the data used in model training, to the IP and liability issues arising from the output. Clients include legal technology providers deploying their products in Singapore, and companies who wish to customise their own generative AI applications to generate documents and code. She has acted for both developers and deployers of AI solutions, drafting contracts for both selling and procuring AI solutions, as well as AI use policies.

Cheryl is familiar with the in-house legal function, having been seconded to a Singapore-headquartered APAC technology group where she drafts, reviews, and negotiates a variety of IT contracts such as Master Services Agreements, software development agreements, and reseller agreements.

Cheryl also advises clients on IT and procurement issues, as well as cybersecurity, payment services and gaming. She publishes frequently on legal issues arising from the use of AI with the Law Society of Singapore, where her work has been cited in a Singapore regulator's report, awarded "Best Feature Article" in the 2024 Law Gazette awards, and also featured in the Law Society's yearly top 10 most read articles. She speaks frequently about AI for external organisations and industry associations, local and ASEAN regulators, as well as in local (NUS, SMU), European and Chinese universities. She has also been invited to contribute her views on AI issues with research institutions such as the Global Cyber Security Capacity Centre at the University of Oxford, and the Global Index on Responsible AI, and is appointed as an Industry Fellow with the Singapore Management University's Centre for Digital Law.

For her work on AI, Cheryl was recognised as a Rising Star by Asian Legal Business Singapore in 2025 and identified by Singapore Business Review as one of Singapore's 20 most notable lawyers under 40 in 2024. She is also ranked in Lexology for AI regulatory and transactions work and won the Client Choice of counsel for AI in Singapore for 2026.

In her previous role as a legislative drafter in the Legislation Division of the Attorney-General's Chambers (Singapore's central law drafting office), she has drafted legislation across a wide variety of subjects, with a focus on transport (including autonomous vehicles), infrastructure, technology, and civil procedure.

Albert Pichlmaier is Senior Learning Technology Designer with Drew Academy and concurrently Senior Cybersecurity & Privacy Engineer with Drew & Napier's Data Protection, Privacy & Cybersecurity practice. He holds a degree in Computer Science from a German tertiary institution. He is a Certified Artificial Intelligence Governance Professional (AIGP), Certified Information Systems Security Professional (CISSP), a Certified Data Privacy Solutions Engineer (CDPSE), a holder of the Singapore WSQ Advanced Certificate in Learning and Performance (ACLP), and a certified Blockchain Developer. Albert is credited as an inventor of two patents granted in Germany and other countries.

Albert's technical expertise covers a wide-ranging area of matters involving Cybersecurity, Privacy Engineering, Cryptography, Quantum Computing, Artificial Intelligence / Machine Learning, Blockchain Development, Data Analytics, Big Data, and Data Visualisation. For the courses and webinars under the Drew Academy, he draws from this pool of knowledge and experience to explain technical content to non-technical audiences, develop proof-of-concept and learning tools, and engage with experts on finer details. Albert is officially recognised on the Lexology Index (previously Who's Who Legal) 2025: Recommended (Data - Data Experts, Southeast Asia - Data Experts) and Highly Recommended (Client Choice - Data - Data Experts).

Albert was formerly an Executive Manager with the Personal Data Protection Commission (PDPC), where he was involved in technology assessments for data breach investigations, research into trending / disruptive technologies and advising on technical aspects of various PDPC guidelines and publications (amongst other matters). Prior to his role with the PDPC, Albert worked in technology-related organisations in the private and public sector in Germany, Spain, and Singapore. He was also a technopreneur, having set up a company to provide testing tools for embedded systems and smartcard applications.