



データ戦略と 法務における取組み

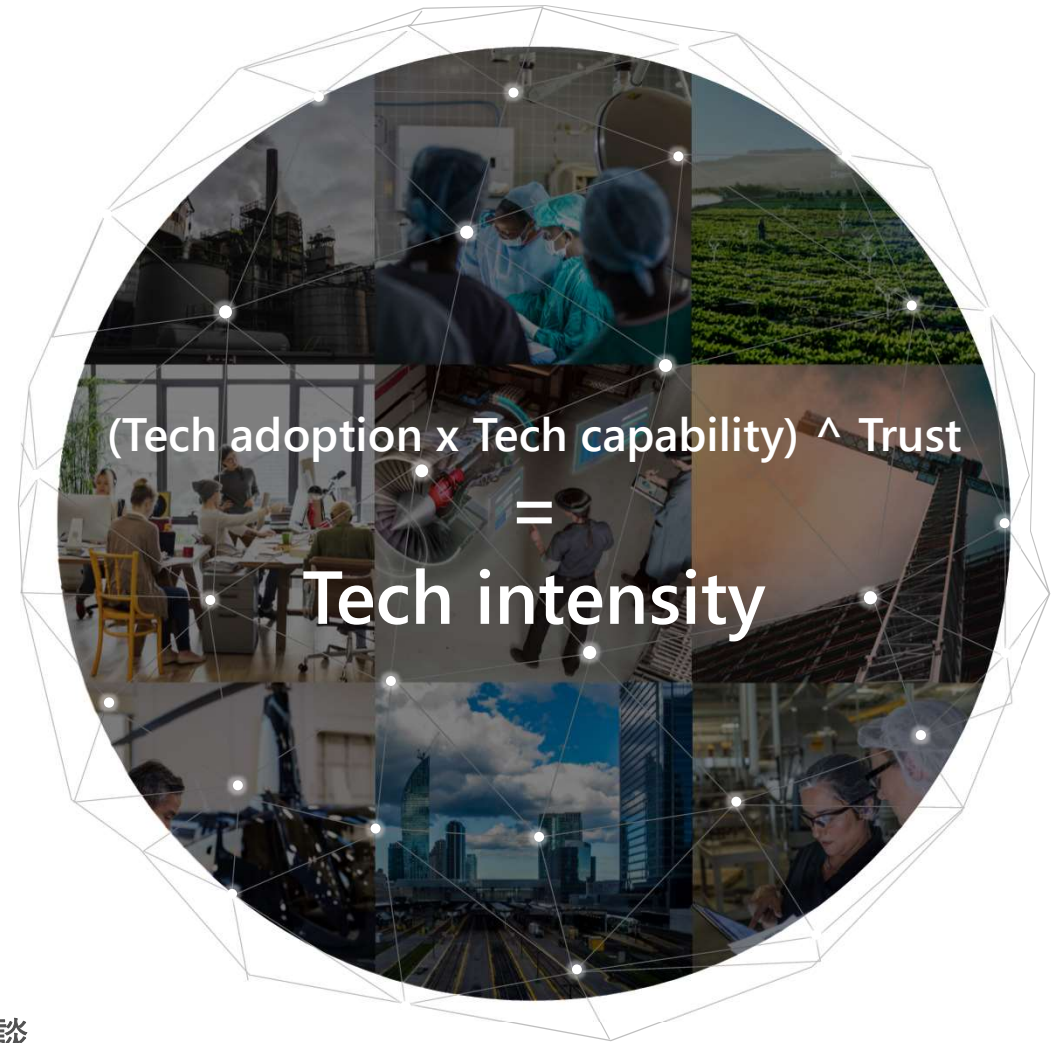
2019/11/27
日本マイクロソフト株式会社
業務執行役員
政策渉外・法務本部 副本部長
弁護士 舟山 聡



データ戦略とテクノロジー

“In a world where every company is becoming a digital company, we see examples of organizations in every industry embracing **tech intensity** to thrive and maximize their impact.”

-Satya Nadella



変化の時代に未来を創る
経団連 中西宏明会長とマイクロソフト CEOサティアナデラの対談
(月刊経団連2019年1月号) 参照

<https://news.microsoft.com/ja-jp/features/201901-taidan-keidanren/>

データ戦略を支える「信頼できるクラウド」とは



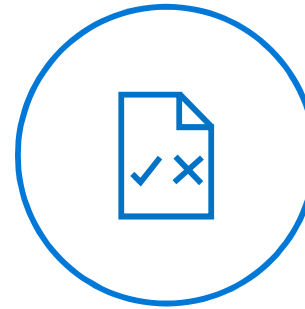
Security

データを保護するために、強固なセキュリティ手段を実施します



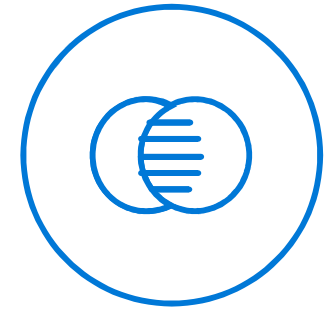
Privacy and control

データプライバシー確保のために、コントロール可能な手段を提供します



Compliance

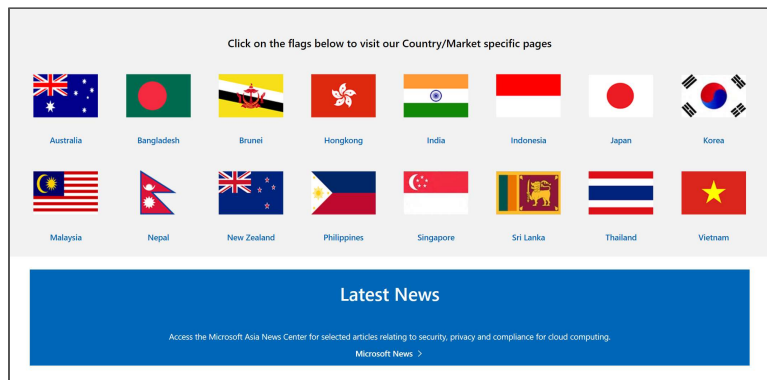
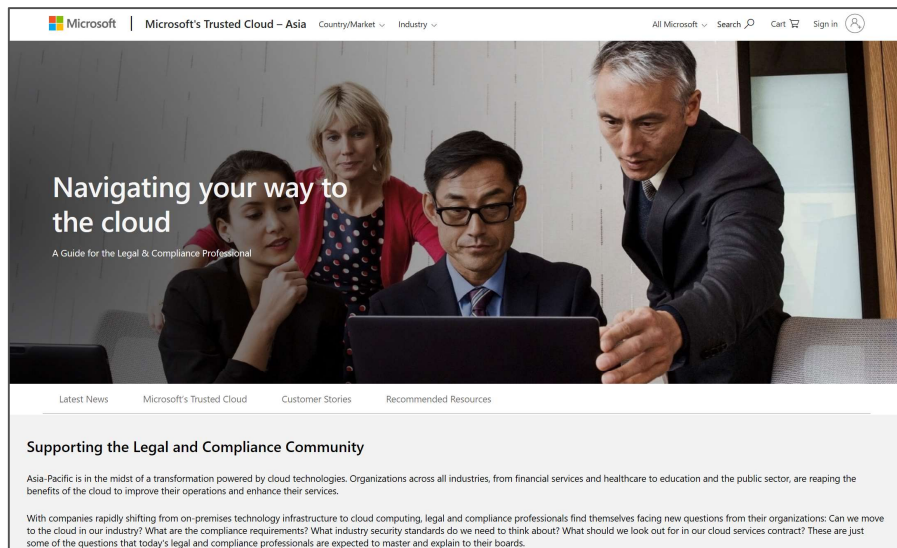
特定のコンプライアンス要件の遵守ができるよう、お手伝いします



Transparency

明確にわかりやすく、データの取り扱いについて説明します

お客様のデータ戦略をサポートする取組み



<https://www.microsoft.com/en-sg/apac/trustedcloud/default.aspx>

業界別の法令・コンプライアンス対応ガイドブック



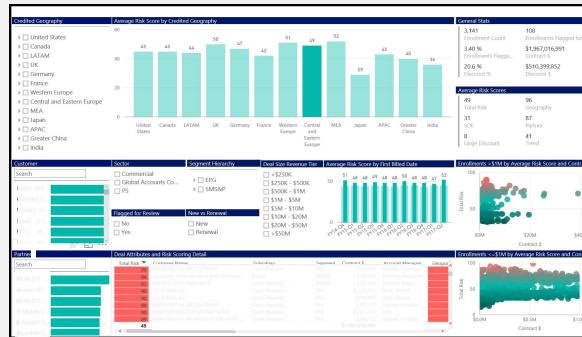
<https://www.microsoft.com/en-sg/apac/trustedcloud/japan-jp-financial-service.aspx>

<https://www.microsoft.com/en-sg/apac/trustedcloud/japan-jp-manufacturing-energy-resources-retail.aspx#primaryR15>

ビッグデータを活用した社内コンプライアンスの取組み

1. High Risk Deal (HRD) Dashboard

Analytics that identify which transactions require additional review



2. Review Dashboard

Summary view of riskiest transactions & review status



3. Review Tool

Transactions above threshold feed into this tool which tracks the review status of each transaction and documentation

Enrollment ID	Risk Score	Contract Value	Customer	Segment	Review Status	Time To Closure	Area	Region	Sales Location	Quarter
1234567	91	\$1,200,000	ABC Corp	High Value	Pending SME Responses	21 Days	APAC	Japan	Tokyo	FY16 Q4
2345678	86	\$800,000	DEF Inc	Medium Value	Pending CAC Manager Sign-off	21 Days	EMEA	Germany	Munich	FY16 Q4
3456789	84	\$1,500,000	GHI Ltd	High Value	Pending SME Responses	21 Days	APAC	India	Bangalore	FY16 Q4
4567890	83	\$1,000,000	JKL Corp	Medium Value	Pending Finance Review	21 Days	EMEA	France	Paris	FY17 Q1
5678901	82	\$700,000	MNO Inc	Medium Value	Pending Finance Review	21 Days	EMEA	Spain	Madrid	FY16 Q4
6789012	82	\$900,000	PQR Ltd	Medium Value	Pending Finance Review	21 Days	EMEA	Italy	Rome	FY17 Q1

4. HRD Action Framework

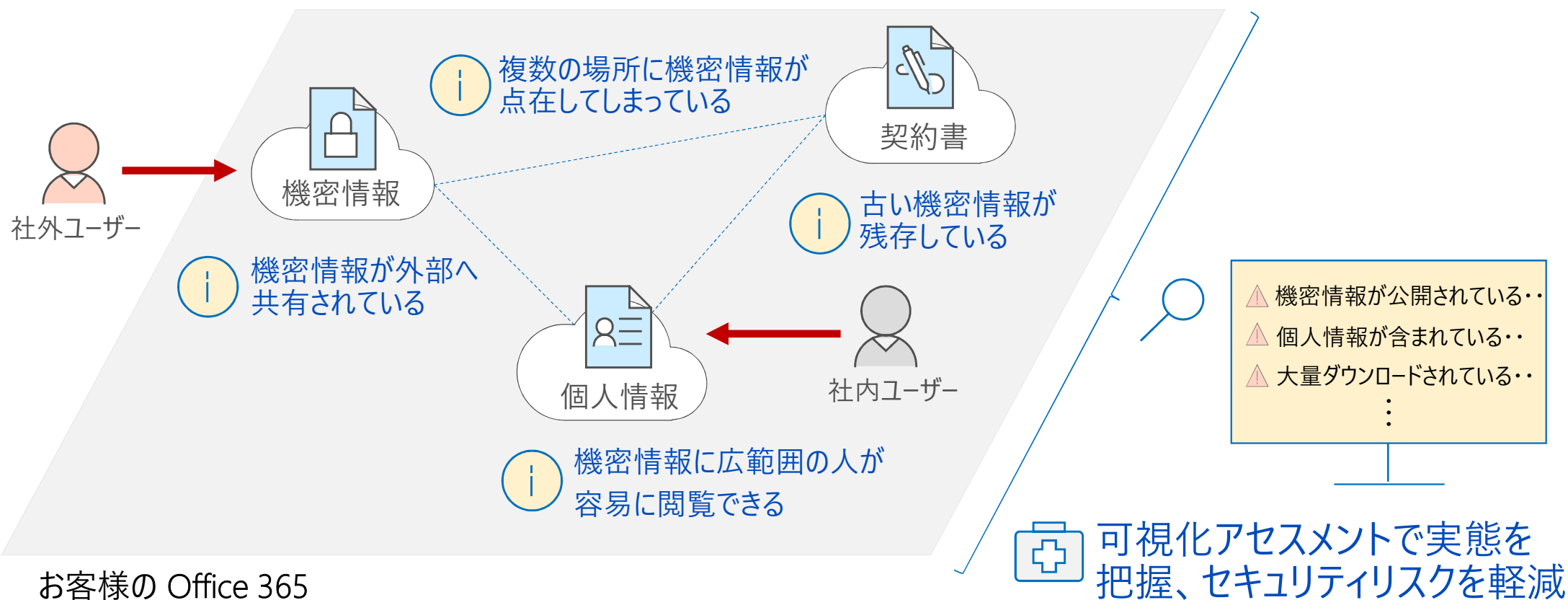
Recommended next steps based on risk flag and risk attribute

Risk	Documents to collect (if available)	SME to ask	WHAT IS HOW to validate	WHEN to raise an issue
Large Discount - Identify the presence of undocumented or undocumented commitments, agreements, etc.	External Documents Emails exchanged between AMAL/PSE with partners and end-customer while negotiating the deal, regardless if the conversation was approved or rejected.	AMAL/PSE LSG Business Desk	<ul style="list-style-type: none"> Compare the external vs. internal content: Identify all commitments made by MS to the partner and/or end-customer which were not documented in the final Microsoft agreement. Identify all commitments made and compare the approval dates within the internal communications, regardless if the concession was rejected. 	<ul style="list-style-type: none"> Presence of commitments which were not documented in the Microsoft agreement. Instances of commitments made before receiving internal approvals.
Large Discount - Indicators of potential conflict of interest or nepotism behavior	Internal Documents Emails exchanged between AMAL/PSE and LSG while negotiating the deal, regardless if the conversation was approved or rejected.	AMAL/PSE LSG Business Desk	<ul style="list-style-type: none"> Compare the external vs. internal content: Identify evidence of excessive beneficial offers or requests to fly the partner. Identify general approvals or rejections to excessive offers. Review the last dates for when an offer was communicated and accepted/rejected, and determine if the dates of internal approvals follow an appropriate sequential timeframe. 	<ul style="list-style-type: none"> The partner's documented offer or request is in excess of the customer's request or needs. There is evidence of digital concessions to a deal, such as personal gifts, excessive T&E (travels, BFLS), giveaways, marketing funds, etc. Communications have vague or unclear language with regard to concessions.

*Commitments = T&E, gifts, giveaways, marketing funds, BFLS, others

お客様向けのデータコンプライアンスの例

機密情報の管理状況を可視化



Removing barriers to data innovation

Empowering people and organizations to share and use data more effectively

Sharing data can help address some of society's biggest challenges and help individuals and organizations be more innovative, efficient, and productive. Today, however, it is often difficult to determine how best to share data from both a legal and technical perspective. To help make it easier for individuals and organizations to share data, we're offering a set of draft agreements for consideration by the community, each designed to address a specific data sharing challenge. We look forward to improving these agreements with feedback and taking additional steps to help make it easier for individuals and organizations to share data with confidence.



[LinkedIn Article >](#)

Read our brief article on the importance of responsible data sharing



[Backgrounder & FAQs >](#)

Read more about our perspective on data sharing licensing and governance



[Data Use Agreements >](#)

Access proposed data use agreements for community feedback



[Data Sharing Projects >](#)

Explore projects using open data and data sharing models for societal and business benefit



[Other Resources >](#)

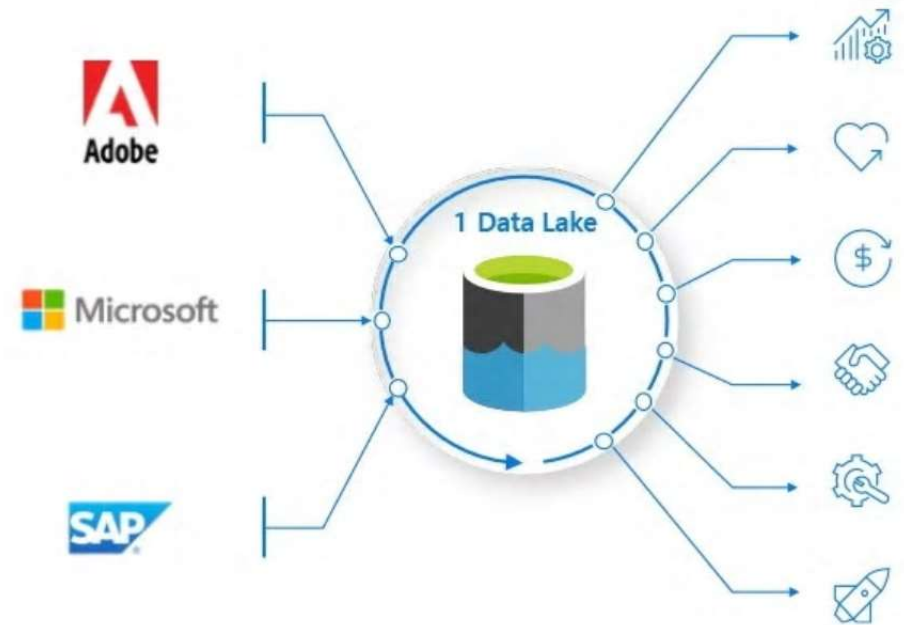
Find links to resources that support open data and data sharing

<https://news.microsoft.com/datainnovation/>



Open Data Initiative with Adobe, Microsoft and SAP

The Open Data Initiative provides a platform for a single, comprehensive view of business data for analysis



<https://www.microsoft.com/en-us/open-data-initiative>

