



R. Tali Epstein

Counsel

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My Approach

I'm an experienced commercial litigator with a history of successfully resolving high-stakes disputes, efficiently and with excellent results. Since 1997, I've focused my practice on litigating on behalf of companies and government entities victimized by failed software implementations, and I'm regarded as a pioneer in my legal specialty. As an enthusiastic problem solver, I find it highly gratifying to work strategically with my clients to best position them for future success by identifying, managing, and mitigating risk.

Overview

Organizations suffering the consequences of unsuccessful or problematic implementations of Enterprise Resource Planning ("ERP") business software rely on Tali Epstein to advocate for them and obtain recoveries that occur when these high-risk projects fail to deliver on promises and projections. Tali's vast experience and comprehensive knowledge in this specialized practice area is instrumental in recovering damages for clients who have suffered through software implementations that barely improve upon the systems they replace, are overly expensive and glitch-filled, and culminate in disastrous rollouts with devastating impact to the financial standings and public perceptions of the companies or public entities involved. In addition to litigating these disputes, Tali helps her clients navigate a spectrum of issues that arise as new ERP software is implemented.

Serving clients in a broad range of industries, Tali represents entities in the retail, aviation, life sciences, consumer products, and banking industries, among many others.

Although her clients appreciate Tali's highly regarded courtroom advocacy and dispute resolution skills, they of course prefer to avoid these circumstances altogether and therefore value her ability to stave off potential

problems before they arise. Working proactively with clients as they contemplate technology initiatives, and during the project negotiation and contracting phases, Tali advises on issues that typically give rise to disputes so that implementation risks are addressed and minimized. She positions her clients to prevent complications and to ensure that protections are in place if disputes do occur.

With an extraordinary ability to synthesize complex issues and information, Tali understands the concepts behind the technology and how they relate to achieving her clients' business objectives. She also recognizes the importance of keeping up to date with emerging software products and methodologies and stays abreast of new technologies and developments.

Always taking a very cordial but straightforward approach, Tali talks honestly and openly with those she represents, managing their expectations, keeping them updated, and telling them what they need to know instead of what they want to hear. She finds that this candid style serves her clients well and keeps them from being surprised later in the process.

As a trusted advisor who develops close relationships with her clients, Tali makes it a point to understand each of her client's businesses and their unique needs. She views their issues as her own and she is a relentless advocate for her clients in the courtroom, and in her dealings with adversaries. Her clients know that they can depend on her to be by their side whenever they need her counsel and work diligently for their best interests. Priding herself on her excellent negotiating skills, Tali also helps clients resolve disputes through alternative means where that is the most advantageous method.

Education

University of Pennsylvania Law School (JD, ,)

Articles Editor of the University of Pennsylvania Journal of International Business Law

Barnard College, Columbia University (BA, *magna cum laude*,)

Phi Beta Kappa

Admissions

Bar Admissions

New Jersey

New York



Court Admissions

U.S. District Court, District of New Jersey

U.S. District Court, Southern District of New York