

Overview

Life Sciences and Health Care companies are facing enormous challenges and unpredictable changes in the coming years. Regulatory pressures are increasing. New medical advances occur daily. Patent rule changes require careful management of your IP portfolio. Increased potential liability relating to your products and services requires you to be ever vigilant. Government and regulatory scrutiny is at an all-time high. And, commercial and government payors are demanding more effective cost controls. To meet these and other challenges, you need a law firm that understands your issues and your business, and can effectively represent your interests anywhere in the world.

Dentons is that firm. We focus on the issues that are the core of your business, day in and day out, just as you do. And our lawyers have done so for many years. We work alongside you in the key areas you expect from your lawyers, and some that may surprise you.

Our dedicated, multi-specialty practice provides a wide array of services across the spectrum of health-related companies. This includes advice on intellectual property rights, best procurement practices, government regulatory policies and enforcement, patient confidentiality, corporate transactions, mergers and acquisitions, and litigation, to name a few. When you need it, we collaborate with consultants in health care delivery, pharma-economic experts, management advisers, and leaders in scientific opinion and research institutes. We take an individualized approach, to ensure that you receive an innovative and commercially focused service.

Who do we do this for? We work closely with health care establishments and services providers, research centers and foundations, as well as international pharmaceutical companies, health care and life sciences players. Worldwide multijurisdictional teams are carefully selected to ensure that you have access to the best advice precisely when you need it.

Areas of focus include:

- Health Care
- Life Sciences

Representative Experience

- **Bioton S.A.:** Representing a leading Polish life sciences company in an international patent dispute with a foreign competitor. We were litigating and simultaneously advising on formulating the relevant communication strategy for the market. Legal measures taken by the adversary created a threat to both distribution and sale of the client's core product and were accompanied by a negative public relations campaign against it. By an immediate and top-quality reaction to the injunction granted by the court and consecutive 100% successful appeal, we have protected the company from irreparable damages in a very complex matter as it relates to patent infringement issues, misuse of rights, medical devices law and reimbursement issues.
- **WindTree Therapeutics:** Representing this biotechnology company, which develops therapies for respiratory diseases, in connection with the completion of underwritten public offerings of common stock and warrants totaling US\$46 million, a US\$15 million at-the-market equity sales program and a US\$35 million committed equity financing facility, as well as with a US\$200 million shelf registration.
- **Global healthcare leader:** Advising in respect to structuring a promotion arrangement with one of the largest

Russian distributors of its products, development of respective contracts between the parties; various antitrust aspects of promotion and distribution of its products in Russia, including development of its commercial policy; clinical trial agreements; product registration; combined marketing and promotion of complimentary products produced by the client and a third party; exclusion of a product from the Register of Vital and Essential Drugs; use of personal data by medical representatives; due diligence criteria for a selection of distributors; and inaccurate and misleading marketing and promotional materials of a competing product.

- **Anti-corruption:** Representing major global engineering firm in connection with an investigation by the World Bank Integrity Vice Presidency into alleged corrupt and fraudulent practices by a foreign subsidiary involved in a bank-funded project.
- **Medical suppliers:** Counseling numerous medical equipment and other medical suppliers with respect to Medicare, Medicaid and other federal and state healthcare programs. We help the companies with supplier standards, licensure, contracting, coding, billing reimbursement and related issues. We also advise on how to structure arrangements with distributors, providers and group purchasing organizations; review product pricing and sample promotional programs and analyze advertising and marketing materials for compliance with federal and state fraud and abuse laws.
- **Monsanto Company:** Serving as outside patent counsel to the global agricultural biotechnology company, processing a substantial portion of their patents and managing patent portfolios worldwide.
- **Pfizer:** Advising on all French corporate, contractual, and regulatory aspects of the reorganization of its veterinarian business in view of the forthcoming New York Stock Market introduction of such veterinarian business.
- **Scil Technology GmbH:** Advising on the out-licensing of certain intellectual property portfolio for the regenerative treatment of inter alia osteoarthritis to Sanofi, including the structuring of the licensing strategy, negotiating the complex license agreement, and the monitoring of all additional activities following the execution of the agreement.
- **Warner Chilcott:** Assisting a US pharmaceutical group specializing in feminine health and skin care on all French aspects of the acquisition of the worldwide ethical pharmaceuticals division of Procter & Gamble. We also advised Warner Chilcott in Germany and Spain. Worldwide transaction value was estimated at \$3.5 billion. Since then Warner Chilcott decided to reorganize substantially its European activities, and we have been advising on all corporate, commercial, regulatory and labor aspects of its 2011/2012 reorganization in France.