

CORPORATE - Commercial Contracts

The Business of Business – Getting it Right and Adding Value

When you draft and execute the contracts that keep your business running, you have four essential goals in mind: achieving the business objective, staying competitive, managing risk and avoiding disputes. We understand these goals and how your business arrangements are designed to build value within your company, and we are often asked to provide legal input on business planning, development and risk assessment on commercial contracts.

How We Can Help You

One Size Doesn't Fit All

While business agreements have some common goals and features across industries, every industry has its own contractual priorities and nuances. You have every right to expect your counsel to be knowledgeable of the unique issues relevant to your industry. For example, construction companies and pharmaceutical companies both need supply agreements, but each has unique requirements. That's why our approach to supply chain dynamics is not the same for both industries. These are a few among the many industries in which our clients operate, and in which we've developed a deep understanding:

- Aerospace
- Biotechnology
- Consumer Products
- Energy
- Financial Services
- Industrial Products
- Automotive
- Construction
- Electronic Security
- Entertainment
- Healthcare
- Software

Tailoring Your Team

Because the components of commercial agreements are many and varied, we've developed a highly collaborative and integrated approach to building your team to cover all the relevant issues. For example, our technology transactions team, which handles commercialization of technology, works closely with our commercial contracts team when needed – as do attorneys from intellectual property, tax, employment, corporate finance, mergers and acquisitions and others, when issues arise that require their experience.

“Nationally recognized by *Corporate Counsel* as a ‘go-to’ firm for corporate law.”

ADVANCING OUR CLIENTS' GOALS

Long-term Agreements with Win/Win Results

We negotiated a long-term application service provider agreement for a supplier of information technology services to the healthcare industry. The agreement resulted in the outsourcing of substantially all of the customer's information technology functions to our client.

Supplier of a Lightweight Metal

The aerospace and defense industries use titanium in certain products because it is strong and light weight. Our attorneys represented an international manufacturer of titanium products in negotiating and preparing supply, sales and distribution agreements with some of the nation's largest manufacturers in these industries.

Helping Build an Energy-efficient Future

One of the nation's largest financial institutions turned to us for advice and representation regarding contracts for the architectural design and construction of a LEED Platinum-certified office tower.

Considering Long Term Risks

Buyers want to lock in sellers to long term commitments for supply and pricing. Sellers want to reduce risk of long term commitments. We recently helped a manufacturer reduce business and legal risk through appropriate pricing adjustments, reimbursement for supply investment, indemnification and limitation of liability provisions.

Our International Footprint

No stranger to international relationships, we assisted clients with:

- A technology license and escrow agreement between a mobile technology and app provider and the subsidiary of a large Chinese search and web services company
- A supply agreement between a custom plastic products manufacturer and the theme park subsidiary of a multinational mass media corporation
- A cloud service agreement between a global enterprise software provider and a national financial services company for a regional banking subsidiary
- A technology reseller agreement between an innovation services provider and a top Indian and Asian market research company