

# International Business **OVERVIEW**

## About Kegler Brown's International Business Practice Area

For over two decades, Kegler Brown attorneys have assisted our clients with the planning and implementation of their strategic business objectives to take advantage of international opportunities and to protect and grow their businesses. For example, we recently:

- advised U.S. based universities and college with their global expansion via structures such as twinning, joint ventures and greenfield operations;
- advised several U.S.-based companies on the acquisition of the assets or shares of businesses in India, the U.K., France, Czech Republic and Germany;
- devised strategies for U.S. companies to enter the Chinese market and prepared joint venture and strategic alliance agreements for those companies to manufacture, license or market their products throughout Asia; and
- assisted clients with the establishment of greenfield operations in Latin America.

Our expansive network of independent legal counsel in major business centers throughout the world is instrumental in assisting our U.S. clients in achieving their global business objectives. As an internationally recognized leading law firm in cross-border law, we achieve practical, cost-effective results for our international clients by bringing together skills and experience from the other practices at Kegler Brown. This integrated approach allows us to advise clients with respect to the perfection of proprietary rights in the U.S. and abroad, including the licensing of patents, trademarks, copyrights, and other legal issues; the export and import of various products, including high technology; the creation of joint venture arrangements; the negotiation of distribution and agency agreements; the collection of debts in various countries; tax issues involved in cross-border transactions; and the financing of transactions and investments.

In addition to advising on business transactions, we provide representation to clients in international dispute resolution proceedings. We have significant experience advising clients in mediation, arbitration and other methods of alternative dispute resolution and offer aggressive litigation experience when necessary.

In today's worldwide marketplace, going global is only a mouse-click away. At Kegler Brown, knowing our client's international business strategies, helping define and pursue their objectives, recommending preventive measures and adding real value to their efforts are critical to our clients' success.

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## What We Do

Kegler, Brown, Hill & Ritter's international business practice offers services in:

- International Contracts
  - Agency and distribution agreements
  - Joint Venture agreements
    - Technology development
    - Joint marketing
    - Service agreements
  - Private label manufacturing
  - Licensing contracts (Intellectual Property)
- Mergers and Acquisitions
  - Financing
  - Tax counseling
- Strategic Counseling for Expansion into Global Markets
- Collection of Debts Globally
- International Dispute Resolution
  - Hague service convention
  - Hague evidence convention
  - International trade disputes
  - International contracts
  - Arbitration under International Rules of the American Arbitration Association, the International Chamber of Commerce and other arbitral bodies

## Our Team

Practice Area Chair: Martijn Steger, *Director*

- Luis M. Alcalde, *Of Counsel*
- Vinita Bahri-Mehra, *Associate*
- Steve Barsotti, *Director*
- Ralph Breitfeller, *Of Counsel*
- John Brody, *Director*
- Erin C. Cleary, *Associate*
- Kacie Davis, *Associate*
- Eric D. Duffee, *Associate*
- Anthonio C. Fiore, *Of Counsel*
- Todd M. Kegler, *Director*
- Larry J. McClatchey, *Director*
- Aneezal H. Mohamed, *Of Counsel*
- James J. Pingor, *Director*
- Jeremiah Thomas, *Associate*
- David M. Wilson, *Of Counsel*
- Michael E. Zatezalo, *Director*
- Kelly Marullo, *Paralegal*