

JVs + Strategic Alliances

At Kegler Brown, our attorneys have vast experience in structuring and advising our U.S. and global clients on joint ventures and strategic alliances across multiple industries—ranging from relatively small operations to quarter-billion-dollar ventures. These structures include commercialization arrangements, co-promotion arrangements, distribution agreements, R&D partnerships, technology and IP licensing, royalty arrangements and other collaborative ventures.

Our attorneys understand not only the legal and tax environment of local jurisdictions, but foreign jurisdictions around the world. In addition, our attorneys are sensitive to the operational issues that arise in any sort of a joint venture or strategic alliance, including financial considerations, governance, information sharing, development and ownership, restrictive covenants, contingency planning and termination.

Our Services

- + **Strategic legal and tax planning:** creating and maximizing growth opportunities through collaborative ventures, while developing a legal and tax infrastructure that will support profitable, secure and lasting partnerships
- + **Due diligence:** undertaking risk management analysis and legal and tax due diligence to facilitate proper and, wherever possible, risk-mitigated strategic alliances and joint ventures
- + **Contract negotiations:** drafting, reviewing and advising on JV agreements
- + **Governance and compliance:** ensuring good governance by establishing sound policies, including anti-corruption activities and exporting control regulations
- + **Operational:** advice on contracting, reporting, governance procedures, risk mitigation and compliance
- + **Dispute resolution:** advice regarding joint venture terminations and resolution of disputes between participants

Our Clients

We assist businesses, domestically and globally, of all sizes, and in various industries in structuring these arrangements. And we have developed specific experience in representing clients in industries like manufacturing, technology, retail, communications, higher education, information technology and software development, and health care. Some representative clients include:

- + **A publicly traded manufacturing company**
- + **A mid-size manufacturing company**
- + **A privately held services company**
- + **A public global construction company**
- + **A privately held worldwide services company**
- + **A publicly traded medical products company**
- + **A privately held seller of building products**
- + **A privately held, international e-commerce company**

Contact Us

For more information on our joint venture and strategic alliance services, please contact Martijn Steger or Vinita Bahri-Mehra for global ventures, and Todd M. Kegler, Steve Barsotti, or Eric D. Duffee for domestic ventures.

Our Team

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