

Our specialist lawyers find practical solutions to legal problems and help pharma and biotech companies to operate and grow their businesses effectively and compliantly.



Our lawyers' close involvement with the medical devices industry ensures that they have a thorough understanding of your business and its legal challenges.

We help companies at every level, from start-ups with a great ideas for development, to multinationals with a range of products being marketed throughout Europe.

Our extensive intellectual property practice is at the core of all of the work which the firm undertakes: we understand research based and technology-driven businesses.

We regularly advise on the specific regulations applicable to this sector, from issues with marketing authorisations, clinical trial regulation, compliance and anti-bribery, to the requirements imposed by REACH.

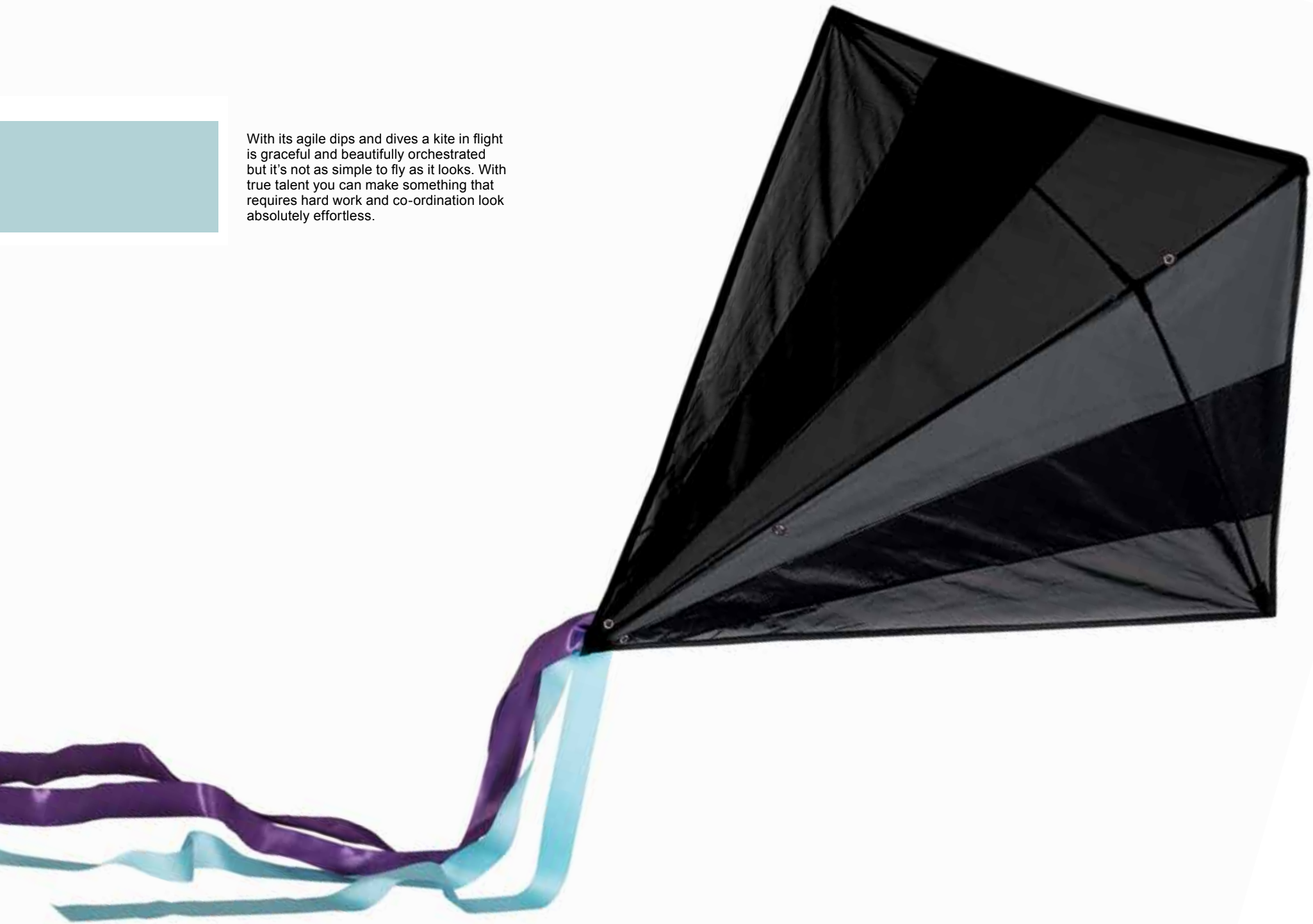
This deep competence in the regulatory and ethical environment in which pharma companies operate also forms the basis of advice we provide to you in working on transactions and commercial agreements.

Our specialist knowledge of the pharmaceutical and biotechnology industry is reflected across all of our offices in Brussels, Düsseldorf, Hamburg, Munich, London and Paris.



Field Fisher Waterhouse

With its agile dips and dives a kite in flight is graceful and beautifully orchestrated but it's not as simple to fly as it looks. With true talent you can make something that requires hard work and co-ordination look absolutely effortless.



Since the Romans' amazing discovery, magnifying glasses have been used in countless endeavours, from studying cells to gazing at stars. Sometimes, it's only by scrutinising details that you can search out the most appropriate solution.



A complex, highly regulated industry and rapidly changing market means you need lawyers who are ahead of the game.

We have helped many pharma and biotech companies through the life cycle of their businesses and we have the legal expertise and industry knowledge to help you grow, obtain funding, conduct research, and license your products.

As a pharma or biotech company your products, manufacturing and business are subject to some substantial regulatory regimes. Gaining the necessary regulatory approvals for clinical trials and advertising and marketing as well as staying on good terms with local regulators is of fundamental importance to your business. We can provide you with a clear path through these regulatory hurdles, resolve issues where you may have run into trouble and challenge the decisions of authorities or industry bodies where necessary.

Intellectual property (IP) management, whether this be know-how, patents, designs, trade marks or copyright is a key tool in building your business, but also a very complex one. Our leading European IP team can ensure that you have the most appropriate level of protection to enable you to exploit your products and that you have the most effective IP strategy in place to enforce freedom to operate.

We also have the largest and most specialist REACH team in Europe, who can apply expertise in this and other EU regulatory matters to help you achieve compliance.

Data protection and privacy is another key consideration for pharma and biotech companies and an area of law that is changing quickly. The protection of clinical trial data is critical and our market-leading team of data protection specialists, along with their 40-strong country network, will ensure that your data security and privacy policies are effective, compliant and business-enabling, particularly in developing areas such as e-health and m-health.

How we can help you.

With our in-depth industry experience in pharma and biotech combined with our international expertise and broad range of practice areas, you can be sure that we have the right knowledge, pedigree and skills to help your business. There are a wide range of areas in which we can help you including:

Regulatory and compliance

- Working with regulatory agencies on: clinical trials consents, advertising, marketing, registrations, pricing and reimbursement.
- Drafting compliance policies, including bribery issues.
- Tailored training courses for your sales staff.
- Compliance audits of your current practices.
- Negotiating with the Serious Fraud Office, the French DGCCRF or other regulators where compliance issues arise.
- Forming consortia for REACH registration purposes, and negotiating agreements with such consortia.
- Drafting data security and privacy policies.

Research, clinical trials, licensing and collaboration.

- Drafting and negotiating complex co-promotion and co-marketing agreements.
- Drafting compliant research, collaboration and licensing agreements for product protection.
- Co-ordinating and drafting local and international clinical trial agreements (including liability, regulations, consents and ethical issues).
- Trade mark registration, protection, defence and enforcement.
- Intellectual property.

- Patent, design and copyright protection strategies and infringement proceedings.
- Defending your patents when they are infringed.
- Defending vexatious IP litigation.
- Working with your patent attorneys to construct the most effective IP strategy for your business.
- Enforcing or advising on ability to keep freedom to operate.

Supply, distribution, manufacturing and tooling

- Negotiating supply agreements for products and materials.
- Guidance through contractual processes with sales agents and distributors, keeping within the competition law rules.
- Advice on government procurement processes and behavioural issues.
- Competition/anti-trust advice and training to avoid fines and reputational damage.

Outsourcing key functions.

- Negotiating outsourcing agreements to protect your best interests.

Funding and M&A

- Finding funding through venture capital, strategic investments, listings and secondary fund raisings on AIM and the London Stock Exchange.
- Deal structures for venture capital funding.
- Advice on domestic, international and cross-border acquisitions and joint ventures.
- Advice on acquisition finance.



Galileo and Newton are just two of the enquiring minds who have been instrumental in the development of the telescope. Being empowered by a passion to see further and know more leads to the most inspirational achievements.



From its origins on automated assembly lines, it's likely there's now a cross head screwdriver in every tool box. By being adaptable and flexible a business can move with the times and remain commercially viable.

A 'one-stop legal shop' for pharma & biotech companies.

Working with us means you have the benefit of lawyers who are not only experienced in your market, but also have specialist knowledge and understanding of the industry and the issues you face. This means you can trust us to deliver workable and commercial advice that is relevant within the context of running your business.

Our lawyers really are leaders in their fields. We have experts in the regulation of the medical devices industry, procurement rules, competition law, privacy and information, technology and outsourcing, intellectual property, EU regulation and corporate finance.

Our team is based across Europe and can advise on issues across multiple-jurisdictions in Europe and the USA and across the world through our close network of specialist life sciences lawyers. This means that a single lawyer can help you manage the legal issues you face across multiple jurisdictions.

In addition, we can also provide you with advice in other specialist areas, from managing your real estate should you be buying, selling or leasing property, to resolving disputes and employment or labour law issues and tax planning.

About us.

Field Fisher Waterhouse is a European law firm providing commercial solutions across a range of industry sectors. We have a particular focus on companies that are highly regulated and those with intellectual property and technology driven business models.

Clients choose to work with us because we can provide exceptional lawyers with industry expertise and strong commercial knowledge of their businesses.

They value our flexible approach to teamwork and that we will shape our structures and way of working to meet their specific needs.

This commercial attitude, combined with our empowering and down-to-earth style, means you can trust us to provide you with the best possible legal solutions.

Credentials aside, we believe the most important basis for a successful working partnership is a good personal relationship. The best way to find out more about us is to meet up: then you'll see that combining expertise with a straightforward and friendly approach isn't just best practice at Field Fisher Waterhouse – it's core to the way we work.



Field Fisher Waterhouse

Products of the natural world, magnets are used in countless applications, from scientific studies to PC screens. It's quite amazing how one thing can adapt to so many situations, and be equally an successful solution in each.



