



# Life Sciences Licensing & Strategic Partnering

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**We represent life sciences innovation companies in every type of strategic and licensing transaction necessary to propel their businesses. We provide clients with advice and counsel on what we know to be the most critical issues on a startup's road-map.**

**Our practical advice, technical skill and constant support help prepare clients for eventual partnerships with other pharmaceutical, biotech and medical device companies and venture financings.**

We advise life sciences companies throughout their growth, from startups to established players, guiding them on critical issues and preparing them for successful partnerships. We leverage our deep industry experience to negotiate win-win collaborations and licensing agreements with major pharmaceutical, biotech, and medical device companies.

## Earliest Focus

Our life sciences licensing lawyers work with companies from the earliest stages, routinely working with university spin-outs and pre-venture companies.

## Evolution of Growth

As life sciences companies mature, they look to negotiate and implement strategic transactions, collaborations and licensing arrangements with other companies, frequently the largest pharma, biotech and device companies in the world. We routinely negotiate with those companies and their subsidiaries and we know the structures and strategies that produce win-win deals.

## Well-rounded Support

Our clients don't just look to us for our licensing and partnering experience. Gunderson Dettmer clients are at the forefront of the innovation economy and our firm supports these companies in every type of transaction, from early-stage financings to multi-billion dollar exits. We also pioneered many of the compensation practices that have become standard for venture-backed companies to make sure our clients have the best team to propel their growth. Our tax lawyers are adept at figuring out the best balance between tax advantages and business purposes even in cross-border deals.