

A decorative graphic consisting of a purple triangle pointing to the right, set against a light gray background with a subtle grid pattern. To the right of the triangle, the text 'Licensing & Commercial Transactions' is written in a bold, black, sans-serif font.

Licensing & Commercial Transactions



Lathrop GPM’s Licensing & Commercial Transactions team is dedicated to helping clients maximize the value of their technological and intellectual property assets. Leveraging our deep legal and technological experience, we collaborate closely with businesses to provide strategic counsel to capitalize on their innovations while mitigating risks. According to Chambers & Partners, “Lathrop GPM houses an impressive group of attorneys with highly technical backgrounds who can provide a broad range of IP services to clients. The firm often represents notable life sciences companies and universities, handling their patent prosecution, strategy, portfolio development and management needs, amongst others.”

Virtually every organization has valuable IP. Many companies and research institutions rely on our team of Licensing & Commercial Transactions attorneys to identify, protect, and commercialize their intellectual capital and other intangible assets. Our clients, from a wide spectrum of industries, seek our counsel in multiple areas of technology and IP issues.

Our proactive approach aims to resolve potential disputes before they arise or escalate, offering customized solutions that align with each client’s unique licensing and commercial transaction goals. From establishing and protecting IP rights to negotiating complex technology and business arrangements, our legal team is committed to delivering results that drive success.

Why Choose Us?

Comprehensive Service Offering: Our practice goes beyond just licensing agreements. We offer a full spectrum of services, including IP audits, asset management, technology transfer, and more. Whether you’re a startup looking to protect your first innovation or an established company seeking to monetize a robust IP portfolio, we have the experience to meet your needs.

Proven Cross-Industry Experience: Our team has extensive experience navigating the complexities of IP and technology transactions across various sectors, with clients ranging from Silicon Valley startups to global enterprises. We understand the unique challenges and opportunities each industry presents, allowing us to provide tailored solutions that align with your business objectives.

Primary Contacts

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Proactive Problem Solving: We recognize the significant costs and disruptions that litigation can impose on a business. Our team takes a forward-thinking approach, identifying and addressing potential issues before they escalate, ensuring that you can focus on growth and innovation without the looming threat of litigation.

Substantive Areas

Licensing: We assist clients in developing and monetizing their IP through a variety of licensing strategies, including:

- Research and development joint ventures, projects and agreements
- Manufacturing and distribution agreements
- License agreements for technology, trademarks, patents and more
- eCommerce-related licensing and agreements

IP Sales and Technology Transfers: Our team provides counsel on the strategic sale and transfer of IP, ensuring that these transactions align with broader business goals:

- Asset sales, including those tied to M&A transactions and reorganizations
- IP transfers and licensing in the context of start-ups and emerging businesses

IP Audits and Due Diligence: We conduct thorough audits and due diligence to assess the value and risks associated with IP assets:

- Support for financings, mergers and acquisitions
- Comprehensive private placements and due diligence assessments

IP Asset Management: Our asset management services help clients maintain and grow their IP portfolios, ensuring long-term value including:

- Portfolio development and strategic planning
- Status tracking and watch services
- Drafting, negotiating, and training for employee and consultant agreements

Our Services Also Include:

- Development of systems and procedures for IP ownership retention
- Internal compliance program development
- Audits, investigations, and training related to data rights preservation
- Handling of alleged export violations
- Corporate licensing in complex transactions (entity formation, sales contracts, mergers, etc.)

Experience

Our team has a rich history of success representing clients across various industries. Some of our notable work includes:

- Representing a security software company in licensing both hosted and on-premises software to a global online payment system provider and a worldwide hospitality company.
- Negotiating the right of publicity releases for a decedent's successor with multiple public companies for commercial use of the decedent's voice.
- Advising a new cell therapy company in several licensing deals related to its CAR-T and other T-cell therapies for the treatment of various solid tumor cancers.
- Representing a solar power system provider in negotiating a multi-million dollar solar installation contract with a builder and homeowner.
- Structuring a reorganization of a software distributor to develop proprietary software through offshore subsidiaries, including preparing related licenses and online agreements.
- Providing primary IP counsel to major research universities, assisting with licensing programs.

With a record of successfully navigating complex transactions and protecting valuable IP assets, our Licensing & Commercial Transactions team is your trusted partner for maximizing the value of your IP.

Related Areas of Focus

Services

[Intellectual Property](#)

Sectors

[Retail & E-Commerce](#)

[Technology](#)