

**WILSON  
SONSINI**

## **Life Sciences Business Advisory Practice**



### **HIGHLIGHTS**

---

#### **■ A Unique, Innovative, Integrated, Multidisciplinary Approach to Life Sciences**

The business advisory practice complements the firm's outstanding legal counsel with experienced business and licensing advisors to support and accelerate growth through strategic business advice from formation and financings to regulatory and real estate. Working together, business advisors and the firm's broad bench of talented attorneys provide seamless and efficient business and legal counsel.



**Advise on Strategies  
& Tactics to Raise  
Capital**



**Develop Partnering  
/ M&A Strategies  
& Support Their  
Execution**



**Advise on  
Interactions with  
Universities and Tech  
Transfer Offices**



**Counsel  
International  
Companies Coming  
to the U.S.**

## OVERVIEW

### Company Creation and Growth

- Develop and refine a company's business model, including critical aspects such as the business plan, reimbursement strategies, and commercial go-to-market plans
- Advise on the build-out and recruitment of management teams and boards of directors

### Company Financings

- Advise companies on strategies and tactics to raise capital, including support with their pitches, investment narratives, and identifying and facilitating introductions to appropriate sources of capital

### Partnering and Licensing

- Support the development of strategies and implementation of tactics covering company partnering, in- or out-licensing, and other corporate collaborations
- Counsel on university in- and out-licensing dynamics
- Manage deal transaction processes, from the development of outreach materials, to target identification and engagement, to the diligence process and negotiation of key business terms

### General Executive-Level Business Counsel

- Outsourced executive business services such as business development and commercial matters to complement and/or supplement a company's own staff

## Counsel International Companies Coming to the U.S.

- Advise offshore companies looking to establish or expand their presence in the U.S. market from a financing, operations, partnering, and commercial perspective

For these and other areas of interest, our lead business and licensing advisors, [Matthew Meyer](#) and [Kathy Ku](#), can help the client's executive team prioritize and develop practical approaches and solutions suited to each client's unique culture, circumstances, and needs.