

Medical Devices



HIGHLIGHTS

- More than \$7 Billion in Venture Financings for Medical Device Companies**
Between 2018-2022, Wilson Sonsini represented 202 companies in 298 venture financing deals, totaling \$7.02 billion in capital invested.
- More than \$5 Billion in M&A Deals Involving Medical Device Clients**
Between 2018-2022, Wilson Sonsini represented medical device clients in 38 M&A transactions, totaling \$5.35 billion in capital invested.
- A Nationally Recognized and Ranked Life Sciences Practice**
Wilson Sonsini has been named one of *Law360's* "Life Sciences Groups of the Year" and was also ranked No. 1 in the Life Sciences Law Firm Index published by Lake Whillans, based on research conducted by *Breaking Media*.

OVERVIEW

One of the driving forces behind the life sciences practice at Wilson Sonsini Goodrich & Rosati is its representation of medical device manufacturers and successful medical device entrepreneurs and investors. Wilson Sonsini's experience in the sector dates back to the industry's formative years, when exciting new companies first began to invent, develop, and commercialize breakthrough medical technologies.

A substantial number of the practitioners in the firm's medical device practice—including attorneys, patent agents, and scientific advisors—have advanced degrees in biology, chemistry, engineering, or other scientific fields. Similarly, a large number of our professionals have experience working in laboratory, medical, or research facilities. The team also includes attorneys who have served as in-house legal counsel for major life sciences companies.

Wilson Sonsini has consistently represented medical technology companies at all stages, from formation to exit. Our work with emerging medical device companies is typically focused on areas that are vital to early-stage enterprises, particularly intellectual property and finance. Those and other services we commonly provide are explained in the above tabs.

INTELLECTUAL PROPERTY AND PATENTS

Wilson Sonsini offers medical device clients the benefit of working with the highly skilled intellectual property professionals in our patent and innovations counseling practice. In addition to advising on strategic matters, this team handles a significant number of patent filings. For example, in 2023, Wilson Sonsini had more than 840 U.S. and 2060 foreign patents issued on behalf of clients.

VENTURE FINANCE

Wilson Sonsini consistently represents more companies that receive venture financing than any other U.S. law firm and consistently ranks No. 1 for the number of company-side venture capital deals handled each year, according to LSEG.

One reason for the firm's unmatched standing in the venture finance space is the long-standing relationships we have built working alongside innovative entrepreneurs to launch successful medical device companies. Another key driver of our success is our experience working with influential sources of funding: Wilson Sonsini represents more than 100 venture capital and private equity firms.

COLLABORATIONS, PARTNERING AGREEMENTS, AND JOINT VENTURES

Wilson Sonsini has extensive experience advising maturing medical device companies as they reach important developmental milestones. Dating back to some of the most significant, landmark collaborations and partnering deals between industry pioneers, Wilson Sonsini's attorneys have helped medical technology clients structure and execute all manner of sophisticated, strategic transactions, working closely with each client to leverage their valuable intellectual property assets to achieve diverse market objectives.

The firm has advised life sciences companies on the structure of hundreds of corporate collaborations. Our experience includes developing, negotiating, and implementing:

- Co-branding and promotional agreements
- Cross-border agreements
- Research and development agreements
- Strategic alliances
- Joint development agreements
- Co-investment agreements
- Joint marketing agreements

In addition, our team has vast experience with a broad range of joint venture transactions involving medical device clients. We have also recently introduced clients to novel, creative agreements—such as build-to-buy agreements—aimed at benefiting multiple parties.

REGULATORY AND COMPLIANCE

Regulatory approvals are critically important to growing medical device companies. Wilson Sonsini has a dedicated regulatory team that helps place medical device clients in a favorable position to clear regulatory hurdles and secure timely approvals. Our team also helps such clients remain in compliance with strictly enforced regulatory laws in the U.S. and international markets.

INITIAL PUBLIC OFFERINGS

Many of Wilson Sonsini's successful medical device clients have opted to enter the capital markets, most often through an initial public offering. We are consistently ranked by *Bloomberg*, *Thomson Reuters*, and *CapitalIQ* as a leading advisor to companies and underwriters based on the number of completed IPOs and equity and equity-linked offerings. Over the past 20 years, the firm has represented some of the world's most iconic companies, including Google, LinkedIn, and Lyft.

On behalf of medical devices clients, Wilson Sonsini completed IPOs for [ScienTech Medical](#), [Ra Medical](#), and [Establishment Labs](#). The firm has also represented medical device and equipment companies in several follow-on public offerings.

MERGERS & ACQUISITIONS

An acquisition can often be an ideal exit strategy for a medical device company, because it can signal the continued viability of a developing product line, as well as broader, even global distribution options that may not have otherwise been available to the company. Wilson Sonsini has represented a number of medical device and equipment clients that reached a point in their development where either selling part or all of the company proved to be the best strategic option.

Wilson Sonsini is consistently ranked among the top firms worldwide, based on the number of M&A deals and deal volume, including the most recent 2023 year-end rankings issued by *LSEG*.

In 2023, Wilson Sonsini advised on more than 120 M&A deals that were announced and/or completed during the year, with an aggregate disclosed value of more than \$60 billion. In 2022, the firm advised on more than 135 M&A deals that were announced and/or completed during the year, with an aggregate disclosed value of more than \$119 billion.

While Wilson Sonsini has represented medical device clients in hundreds of smaller M&A transactions and limited intellectual property asset acquisitions, the firm has also been involved in some of the largest M&A deals in the life sciences industry. For example, Wilson Sonsini represented [Pharmacyclics](#) in its sale to [AbbVie](#) for approximately \$21 billion.

LITIGATION

As medical device and equipment manufacturers grow, they often become involved in a proportionately larger number of business disputes. Our attorneys have successfully represented medical device companies engaged in litigation with competitors, suppliers, service providers, employees, and other entities, with disputes ranging from employment-related lawsuits to high-stakes patent litigation. We have also successfully defended medical device and equipment companies in class actions, including antitrust, consumer, and securities litigation matters. In addition to representing companies in federal and state courts throughout the U.S., our attorneys represent companies in arbitrations and mediations.