



Valeria Ferrara

Partner

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Areas of Practice:

Corporate & Commercial
Merger & Acquisitions

Education:

Postgraduate Course in
“European Competition Law
and US Anti-Trust Law”,
University College, London

Master in National and
International Tax Law,
University Luigi Bocconi

Degree in law, Università degli
Studi - Palermo. Faculty of
Law.

Affiliations:

Italian Bar Association

A corporate transaction lawyer with more than 18 years of experience and especially focusing on the life science sector over the last 13 years. Valeria deals with commercial contracts, M&A deals, R&D agreements and related business needs. She has been advising on risks and potential legal issues in connection with the EU legislation framework.

Professional Summary:

She has acted as a Consultant in Arthur Andersen, Legal Department Milan, Italy from 2000-01. Later in the year 2002, she acquired her position as an Associate Attorney in Macchi Di Cellere Gangemi Milan, Italy. In the year 2006, she became the Associate Legal Counsel, Italy, Greece, Turkey – Law Department, Bristol – Myers Squibb. Climbing the ladder of success, in 2010, she became the Regional Transactions Lead for Italy, Greece, Turkey, Middle East, Africa, India - Bristol-Myers Squibb, Law Department, Strategic Corporate Transactions. In 2017, she founded Close to Business, Legal services – Life Science, Milan.

Relevant Recent Experience :

- Documentation- Drafting, review and negotiations of all sort Distribution & Agency agreements, Supply and manufacturing, Sponsorship, grants & donations, 3PL and warehousing agreements, Clinical trials agreements, Investigator sponsored research, CRO agreements, partnership agreement with university or research center, contracts with HCPs and HCOs, Sale of assets, licensing in & out, technology transfer, IP related agreements, co-promotion, co-marketing agreements, etc;
- Advising on risks and potential legal issues in connection with the EU legislation framework;
- Providing Regulatory and commercial advice on pharmaceutical law and Farmindustria code;
- Supporting clients on compliance issues and company responsibility in line with the local law;

- Counselling clients on the health care regulatory framework (advertising & promotion, access, pricing & reimbursement, unfair competition, data protection) in connection with Pharmaceutical Law, Anti – Corruption regulations and Corporate Governance;
- Drafting and negotiation contracts for international clients such as Distribution contracts, manufacturing and supply agreements, pricing and reimbursement, licensing and technology transfer agreements etc.

Conferences, Seminars & Publications –

- Speaker in Università degli Studi - Cassino - “Corporate responsibilities ex Legislative Decree n. 231/2001”.