

# technology transactions+licensing

Leading technology and life sciences companies turn to Hale and Dorr for legal advice and business advantage. In 2002, we handled hundreds of licensing, product development, distribution, joint venture, strategic alliance, collaboration and similar agreements for clients, including deals that are helping to shape the future of science and technology.

1970s



1980s



1990s



2002



COMPUTERS

TELECOM

WIRELESS

SOFTWARE

INTERNET

MEDICAL DEVICES

BIOTECH

LIFE SCIENCES

 <p>Outsourcing agreement with Accenture to provide open, platform-independent storage consulting services</p>	 <p>Strategic operations alliance with Nestlé</p>	 <p>Long-term manufacturing agreement for bulk drug substance</p>	 <p>Collaboration with Pfizer to develop and commercialize ophthalmic products for the treatment of blindness</p>	 <p>Strategic alliance with Fair, Isaac to develop and offer small business credit and risk management solutions</p>	 <p>Collaborative biotechnology research platform with Diversa for new plant science applications</p>	 <p>International distribution arrangements</p>	 <p>Acquisition of Chinese distribution network</p>	 <p>License to Schering-Plough of exclusive U.S. distribution and marketing rights to Foradil Aerolizer</p>	 <p>Product development, supply, OEM, license and outsourcing agreements</p>	
 <p>Marketing information engagements by major pharmaceutical companies</p>	 <p>Patent license from Cell Genesys</p>	 <p>Distribution by Bridex Technologies of power quality and reliability solutions in the Asia-Pacific market</p>	 <p>Collaboration agreement to apply pharmacogenomics technology to Biogen drugs in development</p>	 <p>License of bioinformatic tools to Bristol-Myers Squibb</p>	 <p>IT outsourcing agreements with major financial services providers</p>	 <p>Development and commercialization agreement with AstraZeneca for clevidipine</p>	 <p>Multi-year contract to supply key data network elements for China Unicom wireless network</p>	 <p>Television rights agreement for NFL Sunday Ticket game package on DirecTV</p>	 <p>Strategic agreement for access to Boingo Wireless' high-speed Wi-Fi service</p>	 <p>Research collaboration and license agreement with Merck</p>
 <p>Collaboration agreement with Aegera Therapeutics to develop an antisense drug targeted to a cancer gene</p>	 <p>Creation of the new .org domain name registry and related agreements with ICANN, Afilias and VeriSign</p>	 <p>Bioprocessing alliance with Large Scale Biology Corporation to manufacture therapeutic protein</p>	 <p>Development of EDA data model using Cadence Design Systems source code</p>	 <p>Technology and service agreements in the global energy sector</p>	 <p>License of information delivery software to Barnes &amp; Noble.com for book browsing engine</p>	 <p>Strategic alliance with Boston Scientific for the development and distribution of sedation management technology</p>	 <p>Licenses for breeding and use of transgenic mice</p>	 <p>International licensing and sales agreements</p>	 <p>Joint development and distribution agreements with major telecommunications infrastructure provider</p>	
 <p>Co-marketing agreements for investor relations services and public company financial information</p>	 <p>Broadcast rights agreements for NHL Center Ice game package on cable and satellite television systems</p>	 <p>Joint development with Endo Pharmaceuticals of an extended-release oral form of oxymorphone</p>	 <p>Provision of laboratory information systems and services to major hospital networks</p>	 <p>Alliance with Imperial College, London, for world's first HIV vaccine clinical trial</p>	 <p>OEM agreement to incorporate Ulticom's carrier-grade signaling capabilities into wireless data services</p>	 <p>Strategic alliance with IBM to offer healthcare claims processing technology to Empire Blue Cross and Blue Shield and others</p>	 <p>Manufacturing, marketing and licensing relationships for next-generation DVD technology</p>	 <p>Research collaborations with Abbott Laboratories</p>	 <p>Development agreements with Becton Dickinson for hand-held blood glucose monitors</p>	 <p>Industry consortia for development of next-generation lithography equipment</p>

Hale and Dorr > > > the leader in technology transactions and licensing.



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