



**CORPORATE AND COMMERCIAL
LEGAL SERVICES
FOR LIFE SCIENCE COMPANIES**
WWW.LIFESCIENCELEGAL.COM

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Jeff is a trusted advisor and business partner to public and private pharmaceutical, biotech, medical device, medical technology and other life science companies whom he advises on a wide range of transactional, research and development, compliance, supply chain, regulatory and corporate matters. His practice places a strong emphasis on transactions, including licensing, strategic alliances, joint venture and collaboration transactions, research and development agreements, clinical trials, outsourcing agreements and supply, distribution and manufacturing agreements.

Jeff regularly assists companies in navigating new product launches and pre-launch planning including rebate, PBM and formulary agreements. He also advises on issues associated with review of medical and promotional materials, health care compliance, compliance program implementation and regulatory matters including anti-kickback laws, Sunshine Act and pricing transparency. Jeff has successfully implemented compliance programs at numerous companies including drafting policies and procedures and serving on compliance committees. He also has experience serving as a board member and corporate secretary.

Jeff's wealth of global life sciences experience draws many invitations to speak at industry events worldwide. He has spoken on such topics as deal structure and intellectual property, cross border licensing transactions, strategic alliances and collaboration transactions, both in the United States and internationally. Jeff has also taught in the BioPharma Innovation program at the Rutgers Business School on the topic of regulation of the life sciences industry.

Commercial Transactions

- Complex commercial agreements, including in- and out-licensing, strategic alliances, collaborations, joint venture and other profit-sharing arrangements, options to license and co-promotion relationships
- Research and development agreements including all phases of clinical trials, feasibility, product development and drug delivery
- Manufacturing, distribution and supply agreements

- Product acquisitions and divestitures

Legal and Business Counseling

- Serve as a board member and corporate secretary
- Provide counsel and strategic advice to companies on product launches including support for a wide range of pre- and post-launch activities
- Provide counsel and strategic advice to companies throughout the World on entering the U.S. market
- Provide counsel and strategic advice to companies on a wide range of complex business transactions
- Provide counsel and strategic advice to brand teams on sales and marketing initiatives, strategies, programs and practices
- Serve on promotional review committees and provide counsel and strategic advice to companies on issues relating to promotional and non-promotional materials

Compliance

- Serve as member of Compliance Committees
- Serve as member of Grants Review Committee
- Provide counsel and strategic advice to companies on compliance issues including FDA regulations, PhRMA Code, product promotion, healthcare fraud and payments to HCPs, HIPAA and privacy laws, Sunshine Act and state pricing transparency laws
- Audit and monitor speaker programs and promotional activities
- Provide counsel and strategic advice to companies on developing and structuring compliance programs
- Conduct compliance training including sales rep and supervisor training
- Draft and implement policies and procedures