

HEALTH AND LIFE SCIENCES

Dechert 1
Salans
Simmons & Simmons LLP

Allen & Overy LLP 2
CMS Bureau Francis Lefebvre
De Gaulle Fleurance & Associés ◊
Hogan Lovells (Paris) LLP
Intuity ◊
LexCase
Norton Rose LLP
Winston & Strawn ◊

OTHER RECOMMENDED FIRMS

Baker & McKenzie SCP
Bernet Castagnet Wantz & Associés
Fasken Martineau LLP
Field Fisher Waterhouse
Ginestie Magellan Paley-Vincent
Jones Day
LMT Avocats ◊
PDG Avocats
Reed Smith
UGGC & Associés
Vatier & Associés
Viguié Schmidt Peltier Juvigny

Firms are listed A-Z within tiers
◊ indicates firm displays contact details at the end of this chapter

contentious matters, and Sonia de Kondserovsky and Christian Taylor are corporate experts. The firm's clients include various global pharmaceuticals groups, biotechnology companies and medical devices manufacturers, as well as clinics and hospitals.

Allen & Overy LLP is on the panel of many pharmaceutical and life sciences giants including Abbott Laboratories, Biomet, GlaxoSmithKline and Johnson & Johnson. The practice, led by Laëtitia Bénard, stands out for its patent litigation expertise, and is handling various global disputes such as representing Merck Sharp & Dohme in proceedings against Mylan and Qualimed regarding IP rights held on a blockbuster drug. The firm also advises on regulatory and pricing matters, as well as on competition issues through Olivier Fréget.

CMS Bureau Francis Lefebvre has strong regulatory and tax expertise. Bernard Geneste and Jean de la Hossieraye are key elements in the practice, which is adept at handling technical cases before the French administrative Supreme Court, and recently obtained reimbursements of tax payments for Bristol-Myers Squibb and GlaxoSmithKline. The practice is also regularly consulted by public health authorities.

De Gaulle Fleurance & Associés is 'extremely responsive and commercially minded', and

demonstrates a 'very good understanding of the healthcare environment'. Its clients include large pharmaceuticals companies and medical devices manufacturers. Jean-Marie Job is 'extremely well versed in commercial and regulatory issues', and also recommended are Louis de Gaulle for patent and other IP work, and Brigitte Daille-Duclos for litigation.

Hogan Lovells (Paris) LLP's life sciences group is increasingly prominent in product liability cases, where its clients include Bayer, Baxter and Laboratoires Servier. Practice head Cécile Derycke is representing Brainlab in a case concerning patients' exposure to radiation in several hospitals. The firm also has patent and trade mark expertise through Xavier Buffet Delmas and Dominique Ménard, and has recently represented ALK-Abelló, AETS-Etablissement Français du Sang and Eli Lilly in IP matters. Mikael Salmela handles regulatory work.

Healthcare law boutique **Intuity** represents several large manufacturers in regulatory, competition, distribution and litigation matters. Christophe Hénin has in-depth knowledge of the pharmaceuticals industry and is a highly regarded competition law expert. Anne Servoir is also recommended.

In 2011, **LexCase** hired a recognised specialist in Alain Gorny, who joined from **Bird & Bird** with two associates. Gorny has 'superb negotiation skills' and is a 'very solutions-oriented lawyer, well acquainted with public authorities'. The team has extensive experience advising on regulatory, market access and product liability issues, and represents pharmaceuticals and medical devices manufacturers and healthcare services operators.

In 2011, **Norton Rose LLP** created a global group dedicated to the pharmaceuticals and life sciences field, headed by Mélanie Thill-Tayara for the Asian, European and Middle-Eastern regions. The team advises leading manufacturers including Sanofi and Medtronic on strategic and regulatory issues, competition law and disputes.

Winston & Strawn shows 'remarkable understanding of the health sector'. Head of corporate Gilles Bigot manages the practice in the field, and the group is recommended for clinic regulation and investment work for key clients such as Générale de Santé and Novescia. The team also represents clients in litigation. Other major clients include La Croix Rouge and certain investment funds.

IT, telecoms and the internet

Alain Bensoussan has the largest technology department in France. The IT practice handles matters such as large outsourcing and software integration projects and also undertakes

IT, TELECOMS AND THE INTERNET

Alain Bensoussan 1
Baker & McKenzie SCP
Bird & Bird
Feral-Schuhl/Sainte-Marie
Gide Loyrette Nouel A.A.R.P.I.

Allen & Overy LLP 2
August & Debouze
Courtois Lebel
DLA Piper
De Gaulle Fleurance & Associés ◊
Derriennic Associés
Franklin
Hogan Lovells (Paris) LLP
Latham & Watkins
Norton Rose LLP

Aramis 3
Bersay & Associés
Clifford Chance
Cotty Vivant Marchisio & Lauzeral
Herbert Smith LLP
Hugotavocats
IT Law Avocats
Ichay & Mullenex Avocats
Kahn & Associés
Latournerie Wolfrom & Associés ◊
Magenta
Salans
Staub & Associés
Taylor Wessing
Teissonnière Sardain Chevé

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litigation. Its key figures are Alain Bensoussan, Jean-François Forgeron, Benoît de Roquefeuil, Pascal Arrigo and Philippe Ballet. Additionally, Eric Barbry and Mathieu Prud'homme lead the internet and security team, Frédéric Forster heads the telecoms practice, Cécile Avignon has expertise in advertising and electronic marketing, and Chloé Torres focuses on data privacy law.

Baker & McKenzie SCP recently negotiated large IT projects for major corporate users and also advised on internet matters. The 'remarkably smart' Laurent Szuskin has 'strong knowledge of the IT sector', and Rémy Bricard is also recommended. Emmanuel Guillaume has strong experience in the telecoms sector, notably for regulatory issues.

Bird & Bird's Frédérique Dupuis-Toubol has extensive experience advising alternative telecoms and mobile communications operators on complex matters such as litigation between operators or disputes regarding telecoms relay antennas. Dupuis-Toubol is advising various African state entities on regulatory frameworks as well as Caribbean authorities on underwater cable networks for high-speed internet access. In

OTHER RECOMMENDED FIRMS

Altana
 Borowsky & de Baecque
 CMS Bureau Francis Lefebvre
 Coblenz & Associés
 Deprez Dian Guignot
 Ernst & Young Société d'Avocats
 Fasken Martineau LLP
 Field Fisher Waterhouse
 Gilles Vercken Avocats
 Granrut Avocats
 Laude Esquier Champey
 Lawint
 LexCase
 Morgan Lewis
 Nixon Peabody LLP
 NomoS
 Racine
 Simmons & Simmons LLP
 Stehlin & Associés
 White & Case LLP

Firms are listed A-Z

the IT sector, the practice acts for high-profile corporate users and service providers in large projects and litigation. Stéphane Leriche is highly recommended, Marion Barbier is recommended for litigation, Ariane Mole is the main contact for data protection matters and Alexandre Vuchot focuses on internet and e-commerce issues.

French IT boutique **Feral-Schuhl/Sainte-Marie** provides an 'excellent service' through 'highly specialised teams'. The 17-lawyer firm is led by leading figures Christiane Féral-Schuhl, who is the newly elected president of the Paris Bar, and Bruno Grégoire Sainte Marie. Etienne Papin and Olivier de Courcel are also recommended. The firm advises many major clients, notably from the financial services sector, on the integration, development and outsourcing of technology solutions and projects. It assisted Vinci Park with a design, integration and maintenance agreement.

Gide Loyrette Nouel A.A.R.P.I. has remarkable experience advising on telecoms regulatory matters in France and the emerging markets. The team advises operators, such as France Télécom, and certain state entities, including advising the government of Malawi on the implementation of a new framework on electronic transactions. It is also involved in a major satellites dispute. Olivier Cousi and Rémy Fekete, an 'outstanding lawyer with substantial experience in the telecoms sector in Africa', are recommended. Thierry Dor is the main contact for IT contracts and litigation, and primarily represents corporate users.

Allen & Overy LLP's practice head Ahmed Baladi advises on strategic alliances and IT

projects between financial institutions and technology suppliers. Major clients include Accenture and BNP Paribas, and French authorities such as the Data Protection Authority (CNIL). Olivier Fréget is a leading adviser on telecoms competition issues, and the practice recently won a major decision for SFR against France Télécom. The firm also handles telecoms corporate advice.

Mahasti Razavi, Kami Haeri and Florence Chafiol-Chaumont lead **August & Debouzy's** IT and internet practice, which advises leading technology companies and users on a broad range of matters and also has strong litigation credentials. Clients include Geodis. Competition expert Christophe Clarenc, who recently joined from **Latham & Watkins**, is a regular adviser to France Télécom on strategic matters.

IT is **Courtois Lebel's** core business. Hervé Gabadou, Cédric Frenel and Arnaud Tesselonikos head the team, which advises major IT providers and users, notably from the banking and insurance sectors, on IT implementation and outsourcing, as well as on internet law and data protection.

DLA Piper advises large users and technology suppliers on outsourcing, transactional and commercial matters and in litigation. The firm advised Pixmania on the signature of an e-commerce agreement with Carrefour. Stéphane Lemarchand is a 'strong reference' for IT matters, and Carol Umhoefer is recommended for data protection advice.

De Gaulle Fleurance & Associés provides an 'excellent quality of service' and 'understands specific business needs'. The IT practice is highly recommended for contract advice and litigation relating to issues such as online gaming, cloud computing and mobile phone technology, and is also a major reference for IP including software copyright and internet piracy issues. Its large and experienced team includes key individuals Julien Horn, Frank Valentin, Louis de Gaulle and Béatrice Delmas-Linel, who is 'a seasoned professional with a really exceptional business mind and a sharp communication style'.

IT boutique **Derriennic Associés** is 'a very good firm for IT litigation'. The key figures in the team are François-Pierre Lani, Georges Jensemme and Pierre-Yves Margnoux. The highly regarded Jean-Noël Derriennic has retired from practice but remains involved as a consultant. Anne-Sophie Poggi recently left the firm.

Franklin's 'very good practice' advises technology users and providers, and its expertise covers data protection, e-commerce, encryption, outsourcing, commercial, corporate matters with niche expertise in technology tie-ups between France and India. The team represented book publisher La Martinière in proceedings against Google which led to a settlement. The 'very experienced' Bradley Joslove heads the practice, in which of counsel Olivier Haas is the other key figure.

Hogan Lovells (Paris) LLP's David Taylor is expert in internet matters, and he advises online giants such as Facebook on issues including protection or recovery of domain names worldwide. Xavier Buffet Delmas, Winston Maxwell and Michel Debroux advise telecoms operators and French and foreign regulatory authorities regarding contentious and non-contentious regulatory and state aid issues. The firm also assists several technology users and providers with data protection and IT projects.

Latham & Watkins provides 'a very good level of service and business knowledge' for clients including L'Oréal, Publicis and technology start-ups. Jean-Luc Juhan focuses on transactions, advising corporate users on large IT, cloud-computing and network-integration projects. Myria Saarinen deals with IT and telecoms litigation and data protection.

Marc d'Haultfoeuille heads **Norton Rose LLP's** IT group, which attracted numerous new high-profile instructions and clients in 2011. It is managing multi-jurisdictional outsourcing projects and advising on data protection and social network issues. L'Oréal is a key client. On the telecoms side, the practice is adviser to NRJ Mobile and handles transactions in the Maghreb through Alain Malek. Hervé Castelnau joined **Jones Day**.

Aramis' five-lawyer team, led by Benjamin May, advises prominent companies on major outsourcing and IT projects. E-payment, data protection and regulatory issues are also fields of expertise. The firm advised Natixis on a cross-border services agreement with TNS regarding the processing of transactions for Chinese cardholders. Alstom and Cofiroute are also regular clients.

Bersay & Associés' of counsel Martine Georges-Naïm has a strong reputation in telecoms, where she advises various alternative operators and public authorities and has extensive experience handling cases before the French telecoms regulator. Senior associate Delphine Touboul, is a 'proactive, dedicated and creative' lawyer in the growing IT practice.

Clifford Chance's counsel Victoriano Melero advises large companies on major IT outsourcing and technology agreements. He recently advised Société Générale on several agreements for its mobile service payment scheme, and Openware on an agreement with French mobile operators. The practice also handles work in the internet sector for clients such as Honda and Carrefour.

Cotty Vivant Marchisio & Lauzeral's Guillaume Seligmann advises some high-profile corporate users on software, cloud-computing and other IT and technology agreements, such as representing LVMH in the negotiation of agreements with Hewlett-Packard, Oracle and Microsoft. The team also advises on internet law and data protection, and undertakes litigation.