



Global Franchise and Supply Network

We share our clients' entrepreneurial focus and deliver responsive, practical, creative and focused legal counsel to companies ranging from startups to well-known, established brands in domestic and international franchise, license, distribution, supply chain and international trade and customs matters.

Our Global Franchise and Supply Network attorneys represent franchisors, licensors and manufacturers in developing strategies, structuring transactions and negotiating agreements to get their products and services to market through all levels of the supply chain. We structure franchise, license, product distribution, and sales agency programs, draft the agreements and disclosure documents, and oversee regulatory compliance. We also perform due diligence and related services in mergers and acquisitions. Our attorneys also negotiate for franchisees, licensees, distributors and suppliers and assist them in establishing scalable operating businesses.

Our supply chain practice also includes counseling, drafting and negotiating commercial contracts, including domestic and international manufacturer, supply and service agreements, sales, agency and

distribution agreements, broker/ carrier agreements, warehousing

agreements, equipment and finance leases and management and development agreements. We are well known for structuring and managing purchasing groups, cooperatives, joint ventures, strategic alliances and sales representative systems in the foodservice, manufacturing and retail industries.

Our litigation practice includes domestic and international litigation and arbitration regarding franchise, license and supply chain issues from termination and protection of trademarks, trade secrets and trade dress and enforcement of non-compete covenants to defending against challenges to system practices and enforcement actions.

Working closely with our **International Trade** we provide support and expedite clients' distribution of products into the global marketplace.



Legal Industry Recognition

Ranked attorneys and practice in Franchising by *Chambers USA, 2022* including one "Top Ranked" in Band 1 for franchising nationwide and Chambers Global

National Tier 2 ranking and multiple regional rankings in Franchise Law by *U.S. News & World Report's 2023 "Best Law Firms."*

Our attorneys and practice have received additional recognition from league tables such as the Franchise Times Legal Eagles, Super Lawyers and more.

Attorney Contacts



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What a law firm should be.™

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Who we represent

Franchisors

licensors and

manufacturers in

Our attorneys assist in the development of strategies, structuring transactions and negotiating agreements to get their products and services to market through all levels of the supply chain.

We structure franchise, license, product distribution, and sales agency programs, draft the agreements and disclosure documents, and oversee regulatory compliance. Our attorneys also negotiate for franchisees, licensees, distributors and suppliers and assist them in establishing scalable operating businesses.

Our **supply chain practice** also includes due diligence in mergers and acquisitions, counseling, drafting and negotiating commercial contracts, including domestic and international manufacturer, supply and service agreements, sales, agency and distribution agreements, broker/carrier agreements, warehousing agreements, equipment and finance leases, and management and development agreements. We are well known for structuring and managing

purchasing groups, cooperatives, joint ventures, strategic alliances and sales representative systems in the foodservice, manufacturing and retail industries.

Our **litigation practice** includes domestic litigation

and international litigation

arbitration regarding franchise, license and supply chain issues from termination and protection of trademarks, trade secrets and trade dress and enforcement of non-compete covenants to defending against challenges to system practices and enforcement actions. Our attorneys are also recognized for protecting brands in domestic and international markets, including negotiating with government authorities, overseeing the Foreign Corrupt Practices Act (FCPA) and related audits and litigating disputes, including international arbitrations.

Working closely with our **International Trade** practice group, we provide a "one-stop-shop" to support and expedite clients' distribution of products into the global marketplace. We also import and export compliance policies and provide counseling, auditing and compliance training to mitigate the risk of potential violations.

Legal Industry Recognition

As a practice and as attorneys, we are recognized in leading publications like Chambers USA (including one "Top Ranked" in Band 1 for franchising nationwide) and Chambers Global, Best Lawyers in America, Franchise Times Legal Eagles, Super Lawyers, U.S. News & World Report and more. Consistently, our attorneys maintain leadership positions for business groups such as the International Franchise Association and National Restaurant Association, assisting in problem resolution and developing enhanced methods for conducting business.

Our internationally and nationally recognized attorneys frequently write and speak on franchise, supply chain and distribution matters. Please read one of our recent publications for updates on recent developments in franchise, supply chain and distribution matters.



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