Alexandre CARATSCH

Legal Consultant

SERVICES

Legal advisory services and hands-on support to large, medium and small organizations, mainly in MedTech, Biotech, Pharma and Technology.

Commercial

- Distribution and agency agreements, and co-promotion alliances
- Manufacturing / supply agreements (CMOs)
- Strategic master services agreements (CROs)
- Negotiation of term sheets
- Healthcare compliance and data privacy

IP & Licensing

- Intellectual Property strategy
- Support in patentability and FTO searches
- Licensing Agreements and research collaborations
- Spin-off of IP assets from universities
- Setting-up of Trade Secrets programs

Corporate

- New corporate structures and restructurings
- Asset Carve-outs / Spin-offs
- Acquisitions
- Convertible loan agreements (Swiss)
- Due diligence & Data Room
- Integration of multinational acquisitions

Startups

- One-stop shop for a variety of corporate, commercial and IP legal advisory and hands-on support
- Business Development support, strategic advice and transaction management, term-sheets and contracts
- Regulatory and data protection dimension
- International perspective

CURRICULUM AND EXPERTISE

Multilingual Swiss lawyer with 35 years of post-qualification experience in Swiss law firms and as in-house counsel for large international corporations, SMEs and startups, mainly in the MedTech, Pharma, Biotech and Technology sectors. He has co-founded two startups in IT and in MedTech and is named as an inventor or as a co-inventor in more than a dozen patents and patent applications.

>35	>1'000	>30	>100
years post-qualification	commercial transactions	international M&A deals	license deals

Curriculum

General Counsel
6 years – clinical-stage biotech company and MedTech leader

Senior legal in-house roles
Novartis, Medtronic, SGS and Ernst & Young

Director of Business Development Europe
Medtronic – 4 years

Co-founder
Two startups: in Software (1991) and in Medical Devices (2009)

Attorney (Senior Associate)
3 years – two leading law firms in Geneva and Lausanne

Expertise

Core practice
IP & Licensing, Corporate / M&A, commercial contracts, competition law, litigation

Regulatory
MedTech and Pharma/Biotech frameworks; healthcare compliance and data protection

Disputes
International court cases, injunctions, arbitrations; patent disputes in Europe

Governance
Design of a Technology Incubator; Advisory Boards

Inventor
Patents & applications in Orthopaedics-spine and Neuromodulation



Contact

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Education

Geneva Bar Exam (1989)
Master in Law (1987)

Sectors

MedTech
Pharma & Biotech
Technology

Personal

Swiss citizen
English, French, German

Professional Approach

Listen, ask, understand.
Hands-on, pragmatic, solutions-oriented, risk-based advice.
Innovate.