

Cullen G. Taylor

Partner

Northern Virginia

Biography

Cullen Taylor helps companies structure and negotiate their most complex commercial transactions, particularly those involving the development, acquisition, and commercialization of intellectual property and technology. Cullen takes a practical, results-oriented approach to getting deals done, drawing on his broad experience across multiple industries to anticipate and address problems before they arise.

Trained as an intellectual property lawyer, Cullen understands the technical and business issues that arise as parties enter, live under, and exit long-term commercial arrangements. Cullen is skilled at structuring and drafting contracts that address these concerns while keeping the client's business goals at front and center.

Given his versatility, Cullen practices across a variety of industries, including life sciences, communications, sports, information technology, and media. In the life sciences industries, Cullen handles a variety of transactions, including product acquisition, licensing, development, collaboration, manufacture, supply, and co-promotion agreements. In the cable and communications fields, Cullen advises clients in connection with network, transport, interconnection, cell tower backhaul, hosting, co-location, and other



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Languages

English
Spanish

Practices

Commercial
Complex Contracting
Intellectual Property
IP and Technology Transactions

Industries

Life Sciences and Health Care
TMT

communications service agreements.

Cullen is Co-Head (Americas) of the firm's Life Sciences Transactions team. He regularly collaborates with his colleagues in the firm's Corporate practice to address intellectual property and technology-related issues that arise in mergers, acquisitions, and other corporate transactions.

Representative experience

Representing Gilead Sciences in its collaboration with Yuhan Corporation to co-develop novel therapeutics for patients with advanced fibrosis due to NASH.

Representing Incyte Corporation in its license and collaboration agreement with MacroGenics relating to an anti-PD-1 antibody.

Representing multiple pharmaceutical companies and diagnostics manufacturers in collaboration agreements to develop companion diagnostics for drug products.

Representing Regeneron in a genomics collaboration with Geisinger Health Systems.

Representing Helsinn Healthcare in connection with license and collaboration agreements with MEI Pharma and Taiho Pharmaceuticals.

Representing Helsinn Therapeutics in its co-promotion agreement with Novartis relating to Zykadia.

Representing Cormedix in various license, collaboration, supply, and distribution agreements relating to its Neutrolin product.

Representing Daiichi Sankyo in its co-commercialization agreement with AstraZeneca relating to MOVANTIK in the United States.

Representing Naver on the acquisition of Xerox Research Centre Europe.

Representing Novartis in the sale of its animal health

Areas of focus

IP Rights in Transactions

Technology Contracts

IP Licensing, Commercialization, and Technology Transfer

Medical Devices

Pharmaceuticals and Biotechnology

Cell, Tissue, and Gene Therapies

Education and admissions

Education

J.D., Harvard Law School, 2000

B.A., University of Virginia, with distinction, Phi Beta Kappa, 1997

Memberships

Member, American Bar Association

Member, Intellectual Property Owners Association

Member, Raven Society

Member, Virginia Bar Association

Bar admissions and qualifications

Virginia

business to Eli Lilly for approximately US\$5.4bn.

Ongoing representation of Charter Communications in connection with a variety of commercial agreements.

Ongoing representation of the College Football Playoff in connection with various commercial agreements.

Awards and rankings

- BTI Client Service All-Star, *BTI Consulting Group*, 2017
- Rising Star, *Virginia Super Lawyers*, 2008, 2010, 2015, 2019
- Rising Star, *Washington, D.C. Super Lawyers*, 2015
- Intellectual Property, *Virginia Legal Elite*, 2011
- Young Lawyer, *Virginia Legal Elite*, 2010
- Health Law, *Virginia Legal Elite*, 2009
- Media, Technology, and Telecoms: Technology Transactions, *Legal 500 US*, 2019

Latest thinking and events

- News
 - Life Sciences and Health Care Horizons 2019 publication: IP in the mix
- Sponsorships and Speaking Engagements
 - Regenerative medicine: IP and other issues arising in partnering deals
- Hogan Lovells Publications
 - Data commercialisation strategy: A drill-down with *Financier Worldwide*
- News
 - Data commercialisation strategy: A drill-down with *Financier Worldwide*
- Published Works
 - Optimal data commercialisation: transforming raw data into revenue-generating insights *Financier*

Worldwide

- News
 - Looking Ahead at AI's Effect on IP in the Pharma Sector