

## Michael E. Larner

Partner

Northern Virginia

### Biography

With over 20 years of experience, Michael Larner effectively counsels clients on their most important commercial and intellectual property transactions.

Michael's experience spans a wide range of industries, including information technology, education, and life sciences. He regularly works on technology licensing and development agreements, cloud computing transactions, outsourcing relationships, collaborations, and content licensing.

Michael understands the technology sector and provides practical advice to meet his client's business objectives. He is a respected leader on open-source software issues, evaluating open-source licensing strategies, assessing the risks of using and developing open-source software, drafting policies to manage this risk, and advising on open-source issues in mergers and acquisitions. He also frequently counsels clients on issues associated with their online and mobile presence, as well as advising on transactional, data security, social media, and intellectual property issues.

In the education sector, Michael assists universities, testing providers, and other education clients with distance learning initiatives, business process outsourcing and structuring, and negotiating complex software licensing and services deals.



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### Practices

Commercial

Complex Contracting

Copyright

Education

Health Law

Intellectual Property

IP and Technology Transactions

IT Law

Privacy and Cybersecurity

Trade Secrets and Confidential  
Know-how

Blockchain

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In the life sciences industry, he helps companies successfully commercialize their products, with a focus on new product launches. For pharmaceutical and biotechnology manufacturers, he drafts then negotiates outsourced services agreements, relationships with GPOs, pharmacy benefit managers and third-party logistics providers, and distribution agreements with wholesalers, retailers, and specialty pharmacies. His experience with both startup and established manufacturers provides a foundation for efficient and insightful advice.

## Representative experience

Lead counsel for education testing company, negotiating deal to outsource over US\$1bn in test development, test delivery, and related services.

Representing a Washington, D.C., museum on all aspects of IP and content licensing, artifact acquisitions, and sponsorship opportunities.

Representing a major beverage distributor in migration of all supply and operations planning systems to new cloud computing platforms.

Represent higher education institutions with transactions to outsource bundled services and technologies for the launch of online academic programs.

Advising pharmaceutical manufacturers on establishing commercial relationships necessary for successful product launch.

Representing a major U.S. university on copyright ownership and Creative Commons license issues.

Advising university on software development, licensing and cloud computing deals to create a next generation online learning management system.

Counseled major U.S. healthcare client on open source issues related to the acquisition of a business

## Industries

Consumer

Education

Life Sciences and Health Care

Technology & Telecoms

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## Areas of focus

Broadband, Internet, and E-commerce

Cell, Tissue, and Gene Therapies

Digital Health

Distance Education

IP Licensing, Commercialization, and Technology Transfer

IT Outsourcing

Medical Devices

Outsourcing

Pharmaceuticals and Biotechnology

Procurement

Technology Contracts

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## Education and admissions

### Education

J.D., University of Pennsylvania Law School, cum laude, 1999

A.B., Lafayette College, summa cum laude, Phi Beta Kappa, 1996

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## Memberships

intelligence and analytics software company.

## Awards and rankings

- Media, Technology, and Telecoms: Outsourcing, *Legal 500 US*, 2016-2019
- Legal Elite, Intellectual Property, *Virginia Business magazine*, 2014-2016
- Media, Technology, and Telecoms: Technology: Transactions, *Legal 500 US*, 2013
- Legal Elite, Young Lawyers, *Virginia Business magazine*, 2008

## Latest thinking and events

- Hogan Lovells Publications
  - Buyer and Seller Beware: Impact of open source software in corporate acquisitions *IP Alert*

Member, International Technology Law Association

Member, National Association of College and University Attorneys

Member, Science and Technology Law Section, American Bar Association

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## Bar admissions and qualifications

Virginia

Pennsylvania

New Jersey

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## Accolades

"Thoughtful and meticulous"

*Legal 500 US: Media, Technology, and Telecoms, 2018*

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