

JOINT DEVELOPMENT ARRANGEMENTS

In the realm of health care, the collaboration between health care providers and vendors is pivotal for innovating new tools and methods. These partnerships bring together the unique strengths of each party: health care providers offering deep insights into care delivery and extensive data while vendors contribute through their expertise in materials, programing and data analytics. The configuration of these joint efforts varies significantly, and the objectives of each participant may differ. It is crucial to establish a framework that aligns all parties toward shared goals, ensuring each can meet their financial, clinical and fiduciary responsibilities—this alignment is key to the success of these ventures.

THE HALL RENDER ADVANTAGE

At Hall Render, our attorneys have facilitated a range of Joint Development Arrangements for health care providers. These collaborations span diverse formats, from health care provider-funded customization projects that involve license royalty payments for subsequent sales, to forming corporate joint ventures with global market players. The arrangements can be structured directly with the health care provider or through a separate arm's-length investment fund. Each arrangement necessitates a thorough understanding of the goals and values of the involved parties and a governance structure that supports effective collaboration throughout the development process.

REPRESENTATIVE EXPERIENCE

- License and development arrangement in which health care provider engaged technology vendor to commercialize technology systems developed internally by health care provider.
- Joint development arrangement in which health care provider and technology vendor jointly develop product based on the health care provider's internally developed technology systems and related vendor enhancements.
- Development arrangement in which health care provider contributes know-how and processes to existing vendor pharmacy inventory management systems.
- Advised health system on the contribution of clinical resources to expand the scope of clinical application of monitoring devices.
- Designed joint development arrangement in which use of warrants improved start-up cash flows extending period of product development.

LET'S GET STARTED

Contact Hall Render to discuss how your organization can benefit from a joint development arrangement with our health care attorneys.



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