

BIG DEALS

- Bristol-Myers picks up new surgery drug.
- Cell Therapeutics does Italian deal.
- AudioFAX sells more licenses.

Bristol-Myers Squibb Company Corgentech

It's a win-win situation for Bristol-Myers Squibb and Corgentech. In October 2003 the companies agreed to jointly develop and commercialize Corgentech's heart surgery treatment, E2F Decoy. The treatment, a drug-device currently in development, is used to prevent complications that occur after bypass surgery. Because the device is sold exclusively to surgeons, Bristol-Meyers will spend less money than it typically does on marketing and advertising costs. Corgentech, a privately held biotechnology company, is spared from hefting all those costs.

Under the terms of the deal, Bristol-Myers will pay \$45 million in cash and equity, and may also make an additional \$205 million in clinical and regulatory milestone payments. Both companies will share development costs in the U.S. and Europe. In the U.S., the companies will copromote E2F Decoy and share profits. Bristol-Myers has exclusive rights outside the U.S. and will pay Corgentech a royalty on its sales. —*Alexandra Dell*

For Bristol-Myers Squibb Company (New York)

In-house: John Mesrobian, senior counsel, and Charles Linzner, vice president & senior counsel.

Hughes Hubbard & Reed (New York): James Bluck (M&A) and associate Michelle Park.

For Corgentech (San Francisco) Cooley Godward (Palo Alto):

Judith Hasko (life sciences) and associates Deborah Sim (life sciences) and Joshua Guillespie (corporate)

■ AudioFAX Siemens AG LogicaCMG

AudioFAX entered into these two patent license agreements within a day of each other in early November. The licenses cover a portfolio of patents for fax services.

Both Logica and Siemens have "unified messaging," systems, which allow a user to pick up voice mail, e-mail, and faxes with one call or log-in. AudioFAX's technology enables these licensees to offer more advanced services. —*A.D.*

For Audiofax IP (Atlanta) Hunton & Williams

(Atlanta): William Ragland, (litigation, IP licensing)

Intellectual Property Asset Corporation (Atlanta): Michael McLaughlin, managing director.

For Siemens AG (Munich)
In-house: Heather Vance, in-house licensing group

For LogicaCMG (Birmingham, England)
In-house: Anwar Mahmood, legal and commercial manager.

For Cell Therapeutics (Seattle)

In-house: Donald Wyatt, patent attorney
Lerner David Littenberg Krumholtz and Mentlik (Westfield, New Jersey): Shawn Foley (patent)
Wilson Sonsini Goodrich & Rosati (San Francisco): Michael Kennedy (corporate) and senior associate Victoria Deitcher (corporate)
Gianni, Origoni, Grippo & Partners Studio Legale (Rome): Filippo Troisi

For Novuspharma (Milan)
Skadden, Arps, Slate, Meagher & Flom (San Francisco and Palo Alto offices): Celeste Greene (corporate), Kenton King (corporate), Devang Shah (corporate), Ronald Laurie (IP), senior associate Richard Horton (IP), associates Robby Beyers (IP) and Karen Spindler (IP)
Chiomenti Studio Legale (Milan; cocounsel with Skadden): Manfredi Tolomei (corporate), senior associate Paolo Giacomentti (corporate), associates Edward Taibai (corporate) and Anotonella Brambilla (corporate)
Rothwell, Figg, Ernst & Manbeck (Washington, D.C.): Robert Murray (patent)

■ **Cell Therapeutics Novuspharma**
The consolidation of the biotechnology industry gained momentum this fall when Seattle's Cell Therapeutic's acquired European rival Novuspharma, or Nuovo Mercato, the only biotech company listed on the Milan Stock Exchange.

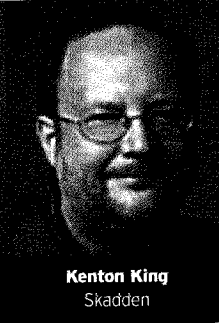
The deal gives Cell Therapeutics greater expertise in drug development and a chemotherapy drug in the final stages of clinical tests called Pixatone. It gives Novuspharma new life. The company lacked the funds to remain on its own. —*A.D.*



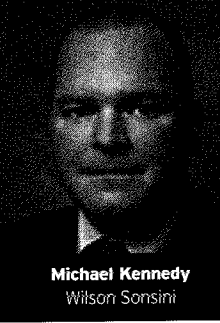
James Bluck
Hughes Hubbard



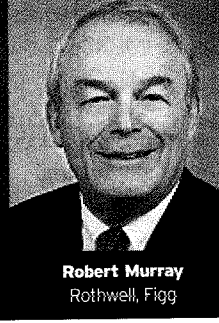
Judith Hasko
Cooley Godward



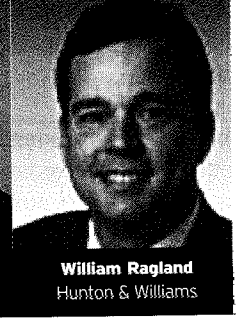
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