

Noteworthy...

at Saul Ewing LLP

4/07

Life Sciences Practices



Former Vice President and Chief Counsel of Taro Pharmaceuticals Joins Life Sciences Team

Tanya D. Berlage, Former Vice President and Chief Counsel, North America Division, of Taro Pharmaceuticals USA, Inc., joined Saul Ewing's Baltimore office as a Partner in the Business Department and Life Sciences Practice Group on February 12. While at Taro Pharmaceuticals, an international company that develops, manufactures and markets proprietary and generic human prescription pharmaceuticals and commercial healthcare products, Tanya directed the commercial legal function for North America and Europe, including acquisitions, licensing, compliance and company operations. She currently represents clients in the pharmaceutical, biotech and medical device industries.



Seasoned Business Partner Joins Philadelphia Office

On March 5, Raymond D. Agran, a former solo practitioner, joined Saul Ewing as a Partner in the Business Department and Life Sciences and Venture Capital/Private Equity practice groups. Ray has 25 years of corporate and commercial work experience, representing publicly traded and privately-held companies, their founding entrepreneurs, and those investing in them. Prior to his work as a solo practitioner, Ray was a Partner at Ballard Spahr, where he chaired its Technology and Emerging Companies Practice Group. He focuses his practice on M&A, securities, venture capital, joint ventures, partnerships and strategic alliances, IP licensing, distribution agreements and general commercial law.



Partner Closes Big Deal for NeoDiagnostix

In March 2007, Mark I. Gruhin, Co-Chair of the Firm's Life Science Transactions and Strategic Alliances and TECC (Technology, Emerging Companies and Capital) practice groups, closed a Series A Unit Offering for NeoDiagnostix, Incorporated, a provider of novel cancer diagnostic products that use genetic technologies. The offering generated approximately \$1.1 million of gross proceeds for NeoDiagnostix. The company plans to use these proceeds to expand the commercialization of its first product, Cervical DNA

Biotechnology | Healthcare | Medical Devices | Pharmaceuticals

Dtex, a diagnostic test that identifies a specific chromosomal abnormality in cervical cells that is highly sensitive and specific for the detection of cervical cancer. Several prominent venture capitalists and executives in the biotechnology industry from the Washington D.C. area are investors in NeoDiagnostix.



Partners Address Drug & Medical Device Litigation Issues

Partners Mark C. Levy, James M. Becker and Tanya D. Berlage were presenters at the IQPC Drug & Medical Device Litigation conference in New York on March 27-28, which Tanya also co-chaired. Mark, Jim and Tanya's presentation focused on government enforcement, litigation and compliance issues related to sales and marketing in the pharmaceutical and medical device industries. Their panel was entitled, "Risk Reduction Through Compliance: Defining The Proper And Critical Role Of The Sales And Marketing Consultant." Tanya also presented, "Managing A Crisis: What To Do When It All Goes Wrong," at this conference.



Berlage Presents at Life Sciences M&A Conference and at The Women's Congress

Tanya also spoke at the American Conference Institute's seminar, Riding the New Wave of Life Sciences Mergers and Acquisitions in New York on March 14. She presented "Guaranteeing You Select a Winning Deal Structure".

On March 29-30, Tanya participated at The Women's Congress in Boston, the country's largest business-to-business conference for professional women. She was on a panel sponsored by Women in Technology International (WITI) entitled, "Successful Women in a Male Dominated Industry," where she shared her experience representing life sciences and technology companies and her prior experience working as a senior executive at a publicly-traded pharmaceutical company. Tanya and one of her co-presenters, Peggy P. Lee, former Chairman and CEO of a technology company, also spoke about their experience working together on a private equity deal.



Partner Gives Tips on Public Speaking

Partner John B. Reiss, Co-Chair of the Firm's Health Law Practice Group, was one of three instructors for "Tips on Public Speaking" presented by the NJ Chapter, HFMA on Wednesday, March 28. It was well received by the participants, twelve of whom stayed for a special afternoon session during which they practiced developing and giving a presentation.