



International Services

Parr Brown's International Services team assists established international businesses as well as companies looking to expand internationally. Parr Brown attorneys invest the time to become familiar with their clients' international business goals, strategies, and needs so that they can advise and consult with clients on business as well as legal issues. As Utah's only member of Meritas Law Firms Worldwide, Parr Brown attorneys are able to call upon a high-quality network of local law firms in locations throughout the world to advise clients on important local legal and business issues, wherever the client may consider doing business.

Representative Experience:

- Consulting with clients and advising them on options for international expansion and operations, including the structure for in-country operations.
- Working with local legal and tax consultants in establishing a business presence in the target countries, including sales representatives, branch offices, wholly owned subsidiaries, and joint ventures.
- Structuring business and financial operations to minimize enterprise taxes (overall taxes in multiple jurisdictions) and maximize liability protections in all jurisdictions.
- Licensing, transferring, and/or acquiring rights in intellectual property, domestically and internationally.
- Negotiating and drafting inter- and intra-company agreements necessary for cross-border operations, including patent, copyright, and trademark license and transfer agreements; master services agreements; non-disclosure agreements; invention assignment agreements; Internet-related agreements; manufacturing, OEM, distribution and reseller agreements; purchase and sales agreement; and joint venture agreements.
- Advising on labor and employment issues.

Foreign Company Assistance

Parr Brown has a long history of representing foreign-based companies, particularly those from Japan and the Pacific Rim, Canada, the U.K., and the EU, with their corporate, transactional, finance, construction, labor and employment, regulatory, natural resources, real estate, tax, technology and dispute resolution needs in the US.

International Litigation

Parr Brown attorneys have represented numerous foreign clients in US-based litigation and US clients in dispute

resolution proceedings (including arbitration, litigation and administrative hearings) in other countries. The Firm's language capabilities and Meritas affiliation are invaluable benefits in cross-border matters. The Firm's attorneys also regularly work under The Hague Convention and other international treaties and conventions regarding international service of process and evidence gathering in foreign jurisdictions.

Meritas Resources

Parr Brown is a founding member of Meritas Law Firms Worldwide – an integrated, global alliance of more than 170, stringently vetted, independent commercial law firms in 225 global markets. As the exclusive member firm in Utah, Parr Brown is able to assist clients with legal needs around the country and throughout the world by providing access to high-quality, local law firms at competitive rates.

The following are typical examples of the benefits enjoyed by clients by virtue of Parr Brown's relationship with Meritas law firms:

A U.S. construction company was awarded contracts in Peru, Mexico, and Italy and needed advice as to the type of entity to set up in each jurisdiction to comply with local laws, protect the U.S. entity from foreign liability, and to minimize in-country taxes. The local Meritas firms in each country advised the U.S. company on each of these issues and assisted in setting up the foreign entities and obtaining all necessary permits and licenses. Parr Brown drafted the necessary inter-company agreements for the U.S. company and its related entities.

A rapidly growing Utah pharmaceutical company wanted to expand on its substantial U.S. sales base and sell internationally. To focus efforts and capital most efficiently, the company desired to first enter foreign markets with shorter and less expensive pharmaceutical regulatory approval processes. Parr Brown contacted Meritas-affiliated firms in the target areas of the world and within a few days was able to provide the client with a table setting forth executive summaries of the regulatory environments, times, and costs for almost 50 countries, and the local firms provided the initial information without charge.

A high-tech client needed to understand the effect under Norwegian, Dutch, Swedish, and Belgian laws of a provision in a licensing agreement proposed by a Dutch partner, and affiliated law firms in each jurisdiction provided the answer within 36 hours without charge to the client.

Affiliated firms have frequently assisted Parr Brown clients by providing contacts with and access to local and national governments and regulatory bodies in foreign countries.

Language Capabilities

One-third of our attorneys have lived and/or worked overseas, including in foreign law offices, and speak second languages including Arabic, Cantonese, Chinese, French, German, Italian, Japanese, Korean, Lao, Latin, Portuguese, Russian, Spanish, Tagalog, and Thai.