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.

Phone
+1 703 610 6212

Fax
+1 703 610 6200

Email
michael.larner@hoganlovells.com

Practices

Commercial

Copyright

Intellectual Property

IT Law

Education

Complex Contracting

Trade Secrets and Confidential Know-how

Privacy and Cybersecurity

Health Law

IP and Technology Transactions

Industries

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

Education

Life Sciences and Health Care

TMT

Consumer

Areas of focus

Technology Contracts

Broadband, Internet, and E-commerce

IP Licensing, Commercialization, and Technology Transfer

IT Outsourcing

Distance Education

Procurement

Pharmaceuticals and Biotechnology

Outsourcing

Digital Health

Medical Devices

Cell, Tissue, and Gene Therapies

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

Memberships

Member, International Technology Law Association

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, National Association of College and University Attorneys

Member, Science and Technology Law Section, American Bar Association

Bar admissions and qualifications

Virginia

Pennsylvania

New Jersey

Accolades

"Thoughtful and meticulous"

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