

# David S. Blatteis

Member

David S. Blatteis is a member of the firm's Management Committee and Co-Chair of its Business Law Group. He concentrates his practice in the areas of business law, pharmaceutical, medical device, and healthcare.

David understands the unique business and complex legal concerns of pharmaceutical companies and service providers in the pharmaceutical industry.

He represents pharmaceutical manufacturers, medical device companies, healthcare service organizations, and molecular diagnostic companies in connection with a wide range of commercial transactions including mergers and acquisitions, corporate partnerships, joint ventures, and other strategic alliances. His clients manufacture, market, promote, advertise, and sell pharmaceutical products, and provide technology, regulatory and compliance, and promotional solutions to the healthcare industry. For these clients, he drafts and negotiates manufacturing, supply and development, license, distribution, co-promote and risk-share agreements, customer and vendor contracts, as well as major outsourced sales team, promotional, media, advertising, technology, and service arrangements.

David's clients benefit from his extensive experience negotiating agreements, his understanding of a complex healthcare compliance and regulatory environment, and his years of experience working with in-house counsel to accomplish their goals. By developing a meaningful relationship with his clients and understanding their business environments and needs, David takes pride in helping them accomplish their goals in an efficient and effective manner.

David also serves as general counsel to a market-leading orthopedic device company. He has a wide range of experience providing general business advice, litigation management, and employment counseling for his clients, enabling him to serve as a trusted advisor.

## Areas of practice

Business Law  
Mergers & Acquisitions  
Pharmaceutical & Medical Devices  
Health Care & Life Sciences  
Pharmaceutical / Medical Devices /  
Pharma Services


## Education

The American University, Washington  
College of Law  
J.D., *magna cum laude*, 1992  
Brandeis University  
B.A., Economics and Legal  
Studies, *cum laude*, 1989



## Contact

 (908) 252-4233

 [dsblatteis@norris-law.com](mailto:dsblatteis@norris-law.com)

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