

International Commercial Contracts

Kennedy Van der Laan

## International Commercial Contracts

Kennedy Van der Laan has represented clients in commercial transactions, and more particularly, in international commercial contracting, since the day we opened our doors. Because a high percentage of our work is done for international clients and Dutch clients operating internationally, considerable experience with international contracting “comes with the job” at Kennedy Van der Laan. Our attorneys are sensitive to differences in legal cultures and ways of doing business across borders, particularly in relation to the major European, British and US markets. We are familiar with the tough issues that come up in international commercial relationships and are creative and business-focused in finding ways to resolve them.

Our experience in international contracting is built up in international IT, intellectual property, outsourcing, distribution and franchising, corporate transactions, financing, and energy areas.

## Track Record International Commercial Contracts

### **For a US listed active sports clothing company**

- Franchise and distribution agreements – Advice and drafting for the region Europe, Middle East and Africa
- Litigation regarding franchise, supplier and distributorship agreements and terminations thereof
- Advice regarding logistics and warehousing agreements

### **For a US listed software and hardware company**

- Advice re distribution channel

### **For a US listed computer memory storage company**

- Distribution channel agreements.
- Advice and negotiations in specific deals

### **For a Dutch television programming producer**

- Model Internet Service Provider agreements for use with telecom providers, platform providers, and for licensing of formats for television, websites and SMS

### **For a US listed food company**

- Advice regarding relationship with retail channel

**For a US listed leading software company**

- Advice regarding channel agreements for software licensing

**For a US-Japanese heavy equipment company**

- Drafting distribution agreements

**For a US supplier supplier of GPS data**

- International contracts with channel partners and suppliers

**For a US supplier of computer memory equipment and services**

- Storage on demand contracts
- Standard sales/services conditions

**For a company acting as an intermediary between search machines and advertisers**

- Localization of all standard contracts for The Netherlands
- Negotiations and revisions of contracts for individual transactions

**For a company providing software, infrastructure, sometimes hardware and content to hotel chains for their TV and Internet services**

- Localization of standards contracts for the Netherlands
- Negotiations and contract revisions for individual transactions

**For a German software services company**

- Drafting outsourcing contracts
- Disputes regarding outsourcing contracts

**For a US supplier of data base software**

- Contracts with resellers

**For a major international mobile telecommunications services provider**

- Dealer network advice
- Distribution agreements for mobile telephone subscriptions and in some cases mobile telephones

**Contact persons**

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