

Commercial law solutions  
Representing tomorrow





Companies are facing an increasing number of business challenges globally, including more rigorous regulations and enforcement by local authorities in the countries where they operate. As experienced advisors with a practical focus, Deloitte Legal can help businesses meet these challenges and develop commercial solutions. Deloitte Legal provides services related to:

- Legal and contractual framework of supply chain management and distribution networks
- Restructuring business functions and outsourcing
- Real estate, including acquisition, disposal and portfolio management
- Intellectual property rights, including registration, protection and defense
- Unfair competition and antitrust
- Litigation in all fields of business law
- Bankruptcy, insolvency and corporate restructuring
- Statutory and regulatory compliance

Deloitte Legal invests time into understanding the needs and operational nuances of its clients. We offer a broad range of commercial business law services in multiple jurisdictions. Our experience and global reach allow us to provide businesses facing complex legal regulations and challenges with personalized, tailor-made services.

#### **Legal and contractual framework of supply chain management and distribution networks**

The legal and contractual frameworks for supply chain management and distribution networks are essential to helping businesses operate smoothly worldwide. Deloitte Legal professionals have extensive experience in supporting cross-border transactions in all major industries. Our approach focuses on avoiding disputes and litigation by drafting and negotiating appropriate, unambiguous and enforceable contracts.

#### **Financial law**

Our legal services in the area of financial law include:

- Advising on issues concerning foreign investments, including business structuring in Georgia;
- Currency control consulting;
- Advising on banking/insurance legal and regulatory aspects;
- Securitization.

#### **Customs law**

In today's globalized world customs appear to be one of the core elements of cross-border businesses. Variety of customs procedures available, complexity of customs documentation, requirements on customs audit provide the opportunity for customs planning, which allows for efficient time and costs allocation for the businesses. Deloitte Legal offers companies help with the following customs activities:

- Assistance with preparation and review of the customs documentations, including import and export declarations, calculation of the customs duties and taxes;
- Analysis of the potential and current administrative fines and / or investigations in the field of customs payments (import duties, import VAT and/or excise taxes)
- Advice on customs import/export procedures
- Customs audit

Deloitte Legal specialists take businesses' commercial objectives and translate them into robust contractual documentation including general terms and conditions appropriate to a variety of distribution (e.g. agency, dealership), supply and transportation agreements as well as export regulations and customs.

#### **Restructuring business functions and outsourcing**

Today's globalized economy has opened up new opportunities for businesses looking for cost savings through progressive sourcing arrangements. Centralization of business functions that take advantage of economies of scale, offshoring or outsourcing work to low-cost providers and co-sourcing are common practices. Deloitte Legal assists companies with an array of sourcing arrangements and covers technology infrastructure and support, business process outsourcing, manufacturing, and telecommunications.

Our approach focuses, first and foremost, on the commercial objectives of the business. We help companies to establish flexible working relationships and effective contracts, which are vital in order to be competitive in today's market. We can support businesses at any stage of the lifecycle including:

- Negotiation of new contracts
- Re-evaluation and renegotiation of current outsourcing arrangements

### **Real estate, including acquisition, disposal and portfolio management**

The global real estate market continues to be impacted by the worldwide financial crisis and weak recovery. This is exacerbated by a rapidly-changing legal environment. To successfully navigate this environment, businesses need an experienced legal advisor who understands business strategy and can provide practical and prudent advice to achieve commercial objectives. Deloitte Legal advises companies on the legal implications of business activity in the real estate sector, including acquisitions, due diligence on real estate, negotiation of contracts and related commercial matters. We also provide assistance with the commercialization of shopping centers, office buildings, etc. Deloitte Legal looks at strategic business objectives and provides practical guidance from multiple perspectives.

### **Intellectual property rights, including registration, protection and defense**

Globalization, continually changing legal regulations and technological advancements have increased the complexity of business operations. As a result, legal and compliance risks in the area of intellectual property (IP) rights need to be even more diligently managed than ever before. Deloitte Legal assists businesses in handling all IP-related matters, in particular the registration of trademarks, drafting of license agreements and representation before the authorities. In addition, Deloitte provides services for the protection of trademarks and other IP rights, either in court or in alternative dispute resolution forums. Deloitte Legal combines a broad and deep base of knowledge and experience of local legislation with global reach and capabilities to provide cross-jurisdiction legal advice to businesses.

### **Unfair competition and antitrust**

Deloitte Legal represents both companies and senior executives under investigation by national and transnational authorities, such as the European Union and other governing bodies focused on trade restrictions, unfair competition and antitrust. Deloitte Legal provides companies with guidance on pragmatic risk management strategies, compliance policies, crisis management and litigation exposure assessment. The global reach of Deloitte Legal and the depth of its cross border experience make the firm well-suited to advising companies on international trade matters and issues relating to cartels and behavioral investigations by governing bodies.

### **Tax disputes**

Companies may find themselves drawn into litigation before a court or administrative body. Deloitte Legal can assist companies in tax disputes by offering the following services:

- Legal advice on tax dispute matters;
- Representation of the clients' interests in tax disputes in administrative and judicial proceedings.

Deloitte Legal is unique. Our approach combines deep legal expertise with experienced business advisors. We are qualified to assist businesses with cross-border litigation based on our global footprint, our history of working with local authorities and a deep understanding of the cultural and procedural differences that can complicate the path to resolution.

### **Bankruptcy, insolvency and corporate restructuring**

The global financial crisis has pushed many businesses into a state of instability. When companies are struggling with difficult choices, Deloitte Legal can assist by suggesting options to help recovery, such as restructuring outside of insolvency proceedings, carrying out a structured sale or providing assistance with judicial insolvency proceedings. We work with both companies in distress and potential buyers, shareholders and directors, creditors and insolvency administrators.

Deloitte Legal insolvency practices bring years of experience in working with third parties, such as bankers, lawyers, insolvency courts, credit insurers, and public authorities. Deloitte Legal works together with colleagues who have specialized skills in financial, tax or labor law from around the world to deliver guidance based on multiple points of view.

### **Statutory and regulatory compliance**

Companies today need to comply with what can be a daunting multitude of national and international legislation and regulations, and need effective business processes to ensure compliance and prevention of regulatory issues. Deloitte Legal provides businesses with guidance on statutory and regulatory obligations relevant to their industry and their operational base, including:

- Trade conventions
- Fiscal and financial regulations
- Intellectual property restraints
- Environmental regulations.

Deloitte Legal spends the time necessary to understand the unique needs and operational nuances of individual companies. We offer a broad base of commercial business solutions and have a large global footprint. Our experience allows us to provide businesses facing complex legal regulations and challenges with cohesive, practical advice.

# Contacts

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