



## KEY CONTACTS



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## The Los Angeles Entrepreneurial Ecosystem Going Global

Home to the country's largest ports, Los Angeles is widely recognized as the global trade and investment hub of the United States. The city's trade volume based on e-commerce is growing at an unprecedented rate. From this unique vantage point, local companies of all sizes and at all stages can capitalize on tremendous opportunities through global expansion.

However, such opportunity brings with it a host of legal and business challenges – evolving regulatory environments, market access hurdles, currency restrictions, data privacy laws, e-commerce regulations and global mobility issues. Based out of our Los Angeles office, our International Trade attorneys help companies across California and the world navigate these challenges to successfully move goods and people across borders.

### DEDICATED SUPPORT, 24/7

Our clients are global, and so are we. By leveraging our offices across North America, Europe and Asia, and our connections worldwide, we guide local companies through the intricacies of international expansion, investment and trade. With attorneys based in the U.S. and abroad, Bryan Cave Leighton Paisner is one of a few international firms that have the resources and coverage to serve clients worldwide – 24 hours every day, seven days every week. Many of our Trade attorneys in Los Angeles are fluent in Mandarin, Cantonese, Spanish and French, among the 19 languages spoken by our attorneys firmwide. We leverage the collective experience of our colleagues globally to maximize effectiveness and efficiency.

### FROM LOCAL TO GLOBAL

Our team represents companies, from start-ups to Fortune 500 enterprises, bringing their brands across borders to capitalize on foreign markets. Our Los Angeles office serves as a key hub for the firm's China, global mobility and customs practices. From a local perspective, we leverage our strong ties to the U.S. Commercial Service, Los Angeles Area Chamber of Commerce and Pacific Council on International Policy to help emerging companies gain access to global business and policy support.

We also represent U.S. companies as they grow and outsource their manufacturing and information technology needs to service providers overseas. On the investor side, we have more than 25 years of experience working with private equity funds financing major cross-border technology and infrastructure projects across Asia and the U.S. We also advise private funds and high net worth individuals based overseas on their investments into the U.S.

## WE PROVIDE STRATEGIC, GLOBAL COUNSEL ON:



### Corporate Strategy & Market Access

- Joint ventures, strategic alliances, international mergers & acquisitions
- International supply, franchise, distribution, outsourcing and services contracts
- E-commerce strategies
- Crisis management issues, including product recalls and litigation



### Global Customs Law

- Best practices for import classification, export controls, valuation, entry rules and product regulatory requirements to ensure the most economical and efficient global supply chain
- Free trade agreements and duty preference programs in the U.S., Asia and Europe
- Global import & export compliance programs, including internal customs audit and review methodologies
- Customs penalty actions before national customs authorities
- Protection against counterfeit products and gray market goods



### Cross-Border Employment & Regulatory Compliance

- Structuring corporate compliance programs for multinationals across foreign jurisdictions
- Advising on international employment issues from day-to-day compliance to implications arising from mergers, acquisitions, spin-offs, terminations and redundancies
- Designing global mobility programs and benefits arrangements, including drafting master services agreements, cost recharge agreements, assignment letters and employment agreements



### Global Compliance

- Compliance with anti-corruption and anti-bribery laws
- International due diligence investigations and reviews
- Global data privacy and cybersecurity laws impacting e-commerce
- Foreign currency restrictions



### Intellectual Property Protection

- International registration and protection of patents, trademarks, copyrights and trade secrets
- Establishing and enforcing domain name rights across foreign jurisdictions
- Cross-border licensing agreements