

Cross-Border Mergers & Acquisitions

Challenges & Solutions – the recent cases of Merck, Millipore, Novartis and Alcon

Sponsored By:



When and Where

Date:
Thursday, May 3, 2012

Time:
6:00 – 8:00 PM

Price:
\$25 for GABC Members
and their guests

\$40 for Non-Members

Location:
[Cooley Godward Kronish LLP](http://www.cooley.com)
500 Boylston Street
Boston, MA 02116
Tel: 617-937-2312

Registration by May 1 at
www.gabc-boston.org

For further information,
contact the GABC at
info@gabc-boston.org

What are the special challenges when a German company (Merck KGaA) merges with a Massachusetts company with large operations in Alsace (Millipore)? Or when a Swiss company (Novartis) and a company in Texas (Alcon) join forces? If the companies merge, what's to be done with two HR departments, two different technology systems, two parallel sets of management with cultural differences? These are just a few of the many difficult challenges that our esteemed speakers and moderator have successfully managed, or are in the midst of tackling right now.



John Hession (moderator) is a Partner at Cooley representing emerging growth companies, principally in the medical device, life sciences, software and digital media fields. His practice includes both start-up and later-stage company work; mergers and acquisitions, and corporate partnering, among other areas. He is a frequent lecturer and has authored or co-authored numerous books, articles, and trade group presentations.



Christophe Couturier is Vice President of Services and Solutions at EMD Millipore in the Process Solutions Business Unit of Merck KGaA. Merck KGaA (Germany) acquired Millipore in July 2010 (Millipore was a \$1.6B Life Science leader with 6,000 employees in 47 countries, quoted on NYSE). Merck Millipore is a \$3B division, operating via 3 Business Units in 64 countries with 10'000 employees. The Process Solutions Business Unit develops, manufactures and commercializes products used in the production of pharmaceutical and biopharmaceutical drugs.



Christian Wagner is Managing Director of Westernacher & Partner Consulting with 20+ years' of management and IT consulting experience with German, US and international companies, serving the Life Sciences, Consumer Goods, and other industries. Westernacher successfully supports its clients in the definition and implementation of business processes and technology solutions, focusing on Strategy and IT Implementation as well as Post-Merger Integrations. He is responsible for Westernacher's US operations, Westernacher's Life Sciences Practice worldwide and serves on the board of Westernacher's headquarters in Germany.



Matthias Eberstadt, Ph.D., is Director of Research Operations & Project Management at Novartis. His focus is on late stage discovery and early development programs until clinical proof-of-concept. Since the completion of the Alcon acquisition and the announcement in 2011 to merge the Alcon Research organization into Novartis Institutes of Biomedical Research, Eberstadt became closely involved with the integration of the global Disease Area across three research sites in Zurich (Switzerland), Cambridge, Fort Worth (both US), and establishing the links into the Alcon Development organization (Fort Worth).