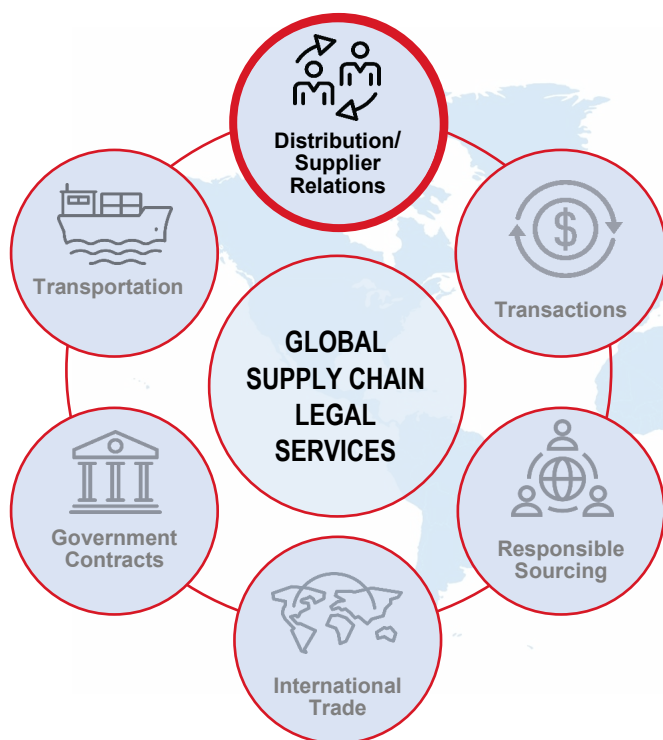
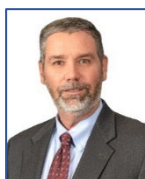




DISTRIBUTION/SUPPLIER RELATIONS

We advise clients on all aspects of distribution and supply chain relationships in diverse markets around the world. We help clients to manage those complex and important relationships – from onboarding to termination – and we represent clients in related disputes. We are focused on achieving our clients' business objectives, solving their problems and aligning with their overall supply chain strategies.

Services



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- Assisting in development of distribution/supply chain networks and relationships, including drafting, review and negotiation of distributor, dealer, sales agent and supplier agreements, formation and realignment of distributor programs and incentive structures, and management of day-to-day issues.
- Handling disputes between suppliers, distributors and customers, including mediation, arbitration and courtroom litigation.
- Managing and protecting intellectual property in supply chain relationships, including in outsourcing and cloud transactions.
- Practical counseling and training programs on compliance with antitrust and competition laws involving pricing, distributor and supplier relationships, product distribution and contract terms.
- Representing clients in various industries in negotiating a wide range of contracts, including supply chain contracts (both direct and indirect), master services agreements, vendor and customer agreements, distribution agreements, agreements, distribution agreements, and SaaS and software license and development agreements.
- Training business personnel and advising on best practices for supplier qualification, selection and management, pricing and competition practices, and distributor and supplier relationships, as well as antitrust, anti-bribery, privacy and cybersecurity issues.
- Represent manufacturers, suppliers and distributors in disputes involving distributor and supplier terminations, pricing and force majeure issues, non-competition agreements, antitrust claims, unfair competition, and other matters arising under federal and state competition laws.