



**ECKERT** SEAMANS

**Israel Advisory Group Presents:**  
*Unlocking U.S. Potential: Key Insights  
for Israeli Companies Seeking Investment  
and Expansion*

**June 27, 2024**

# About Eckert Seamans

- Full-service national law firm with a strong reputation and history of success representing U.S. and international clients for over 65 years.
- Approximately 270 lawyers across a network of 15 offices
- Practices include (among others):
  - Intellectual Property
  - Mergers & Acquisitions
  - Labor & Employment
  - Cybersecurity, Data Protection & Privacy
  - Commercial Litigation
  - Construction
  - Aviation
  - Government Affairs
  - Energy
  - Tax
  - Real Estate



**Strong presence**  
in key capital cities



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# About the Israel Advisory Group

- The Firm's Israel Advisory Group (<https://www.eckertseamans.com/our-practices/israel-advisory-group>) has and seeks to deepen substantive business relationships and personal ties to Israel.
- Began as an initiative with three attorneys from the Firm's IP Group:



**David B. Gornish**



**Debora Plehn-Dujowich**



**Daniel J. Melman**

- Expanded to 15 firm attorneys across practice areas and growing.
- Intention is to complement/support Israeli law firms in U.S.-bound client service.
- For Israeli firms/clients, why Eckert Seamans?
  - Exceptional legal services at very competitive rates.
  - Broad practice scope
  - Locations in key U.S. markets
  - Desire and ability to work with start-ups



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# Legal Areas Important for Israeli Businesses to Consider When Expanding into the U.S.

- U.S. state jurisdictions for formation and operation
- Corporate documents, protective provisions and authorizations
- Human resources/employment, compensation and benefits
- Cyber security, data protection and privacy
- Intellectual property protection
- Disputes, litigation and alternative dispute resolution



# Panel Discussion Presenters

## DEVELOPING AN EXIT-READY VALUE PROPOSITION FROM DAY ONE - U.S. INVESTOR PERSPECTIVES ON DILIGENCE AND GETTING THE DEAL DONE WITH ISRAELI START-UPS



**ERNEST D. HOLTZHEIMER**

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### **MODERATOR & MEMBER – ECKERT SEAMANS**

- Experienced transactional attorney, having assisted numerous U.S. and international clients in transformative mergers and acquisitions and complex commercial transactions valued over \$2.5 billion
- Works across multiple industries, including manufacturing, distribution, healthcare, food and beverage, e-commerce and retail, education, software, and industrial and business services.



**MEROM KLEIN, PH.D.**

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### **PRINCIPAL – COURAGE GROWTH PARTNERS**

- Human capital expert with 25+ years of life sciences human capital and leadership development with Israeli life sciences executives and their advisors, investors, and boards.
- Focuses on the transition from a startup nation culture to a partnership hub and adoption culture - so leaders drive adoption of new standards of care.



**DAVID BAKER**

[DCBAKER@COMCAST.NET](mailto:DCBAKER@COMCAST.NET)

### **PRESIDENT – DB BIOPHARMA CONSULTING LLC**

- 30+ years of executive, operational and leadership experience within the biopharmaceutical industry.
- Involved with the commercialization of five medications with annual sales more than \$1 billion each, including Adderall XR® and Vyvanse®.
- Co-founded Vallon Pharmaceuticals and took the company public in 2021 and led its merger with GRI Bio in 2023.
- Angel investor with Robinhood Ventures.



**AMIR GOLDMAN**

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### **FOUNDER – SUSQUEHANNA GROWTH EQUITY**

- Focuses on investments in software and financial technology and has overseen more than \$5 billion in direct investments.
- Serves on the boards of Payoneer (PAYO), HighRadius, B-Stock, PixieSet, Active Campaign and HMP Global.
- Taught the capstone MBA entrepreneurial management course at the Wharton School from 2005-2010 and is a frequent guest lecturer at the school.

# Thank You!

On behalf of Eckert Seamans' Israel Advisory Group, thank you for joining! Connect with our team members below to discuss how our Firm can coordinate with your Israeli counsel and assist you in achieving your business goals in the U.S.

## Israel Advisory Group Founders



**DAVID B. GORNISH | MEMBER**

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215.851.8469

- Patent attorney with significant experience in domestic and worldwide patent procurement and portfolio management.
- Drafted patent applications directed to many different technologies, including automated manufacturing equipment, injection molding processes, medical devices, drug delivery devices, materials science, therapeutic methods, and more.



**DEBORA PLEHN-DUJOWICH | MEMBER**

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215.851.8492

- Patent attorney focusing on life sciences and chemical technologies. Began career as a biochemist and molecular biologist, now focuses her patent law practice on chemical, biotech, agro and biomedical sciences.
- She assists clients in identifying, protecting, and enforcing their intellectual property in the life sciences and chemical space and is experienced in handling IP matters involving immunotherapy, immunology, agriculture, food chemistry, nanotechnology, industrial processes and more.



**DANIEL J. MELMAN | MEMBER**

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- Has over 20 years of experience in intellectual property litigation and trials, with a focus on patents, trade secrets, and other complex matters across various technologies and industries.
- Concentrates his practice on the protection and enforcement of intellectual property assets and defending clients against claims of infringement.

## Co-Presenters



**ERNEST D. HOLTZHEIMER | MEMBER**

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215.851.8489

- Experienced transactional attorney, having assisted numerous U.S. and international clients in transformative mergers and acquisitions and complex commercial transactions valued over \$2.5 billion.
- Works across multiple industries, including manufacturing, distribution, healthcare, food and beverage, e-commerce and retail, education, software, and industrial and business services.



**JACQUELINE A. WELCH | MEMBER**

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617.342.6879

- Has over 25 years of complex commercial, litigation, and investigations experience concentrated in corporate law, investigations defense, litigation, infrastructure, clean and alternative energy, and more.
- Serves as counsel to business start-ups in variety of industries including Web3, on formation, terms of use and privacy policies, software development and contracts, stock purchase and transfer. Previously worked in-country in Asia for global law firm representing U.S. based companies and entities based in Asia and Europe.