



Erica Westerman

Partner

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ABOUT

Erica is an experienced commercial lawyer who joined Acuity from a top 100 law firm.

Advising on all aspects of general commercial trading law, Erica couples technical legal skills with a sophisticated commercial awareness. Having worked closely with a wide variety of companies, she ensures they are contracting on robust terms that protect them and help achieve their growth aspirations.

Erica has particular expertise in the life science, pharmaceutical, biotech and medtech sector having worked hand in hand with clients to ensure that their contracts are concluded in accordance with time critical programmes, protect their vital intellectual property and ensuring these fast growing businesses are in order for an exit; should one be on the cards.

Erica also has a particular interest in franchising, which continues to see solid growth for businesses.

EXPERTISE

- Terms and conditions of sale and purchase
- Manufacturing agreements
- Franchise agreements
- Distribution agreements
- Agency agreements
- Research & development agreements

WORK

- Advising a JV in relation to a high value services and franchise agreement for the running of a new £83million International Conference Centre
- Drafting all the commercial contracts for a leading diagnostics company in the diagnostics, healthcare, research, defence and food industries sectors globally. The long standing relationship, built up over many years, included excellent knowledge of the company, its contractual arrangements, products and surrounding IP to ensure that the company was contractually sound when it listed on AIM in 2004 and was then delisted and acquired by a global manufacturer of rapid point-of-care diagnostic tests which had an enterprise value of \$45.9 billion

- Advising and drafting contracts for the World's leading designer and manufacturer of Oil & Gas Production Logging and Ballistics Delivery Systems
- Advising a world-class provider of manufacturing services on their commercial manufacturing agreements
- Working with a world leader in the design and manufacture of state of the art laser systems on their general commercial matters and processes