



CROWLEY LAW LLC
BUSINESS & TECHNOLOGY ATTORNEYS



10 FACTORS TO CONSIDER

When Hiring Legal Counsel
for Life Sciences & Other Technology Companies

2025

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Philip P. Crowley Esq. is the founder and Managing Partner at Crowley Law LLC, a boutique corporate law firm focused on helping emerging tech and life sciences startups launch and reach their full potential. Phil guides clients in forming and structuring new business entities including mergers and acquisitions. As a trusted advisor, he guides entrepreneurs in strategic business initiatives including contract review and negotiation, licensing, IP planning and protection, and founders and key employee arrangements. Phil's main objectives are to help startup businesses proactively avoid costly mistakes while laying a solid foundation for business growth and success. In addition to providing an analysis of and planning strategy for protection against liabilities, Phil provides ongoing proactive counseling services for clients without in-house counsel.

Prior to launching the firm, Phil served as Corporate Counsel for Johnson & Johnson. In this role, Phil was a valuable partner for Johnson & Johnson's diversified businesses and provided strategic legal guidance in the areas of mergers & acquisitions, finance & commercial law, FDA regulations and environmental compliance.



Phil is a Trustee of Stevens Institute of Technology, a member of the Advisory Board of the Stevens Venture Center, and Mentor to the Florida Atlantic University TechLaunch program. Phil leverages his connectivity to these organizations to help tech innovators seize opportunities. As a current Mentor to life sciences incubators at Weill Cornell Medical College, Memorial Sloan Kettering Cancer Center & Rockefeller University in NYC, Phil is uniquely qualified to help emerging life sciences companies at every stage in their life cycles.

A person wearing a dark suit, white shirt, and black-rimmed glasses is shown from the chest down, holding a black pen. They are looking at several overlapping documents. One document has a large orange number '10' on it. The background is a dark, textured surface.

When selecting legal counsel for your business needs in the life sciences and technology sectors, consider these ten important factors:

10





INDUSTRY **EXPERTISE**

01

Look for counsel with specific experience in life sciences and technology law. Familiarity with relevant regulations and industry standards can significantly impact your business's compliance and success while controlling costs.

Lawyers with experience in advising business leaders on the detailed issues that come up in running the business can help clients anticipate risks and needs that go beyond mere short-term “firefighting”. They can help clients anticipate future problems and issues and make decisions with a long-term focus. This helps to avoid making short-term decisions that cause complications and extra costs later.

QUESTIONS TO ASK

- Can you describe the specific types of life sciences or technology companies you have represented (e.g., biotech startups, medical device companies, SaaS providers)?
- What is your experience with industry-specific agreements, such as licensing university technology, R&D partnerships or clinical trial contracts?
- How do you help clients anticipate regulatory or market-driven changes specific to the life sciences or technology sectors?



REGULATORY KNOWLEDGE



02



Ensure the attorney understands the regulatory landscape, including FDA regulations, patent laws and data privacy issues. This knowledge is crucial for navigating complex legal requirements and avoiding potential pitfalls.

Businesses grounded on technology have multiple crosscurrents of issues. Key in managing relationships with regulators is the establishment of trust. This is especially true in the context of work with the Food & Drug Administration in the United States and government health authorities in other countries. Keeping this in mind as decisions are being made can be a key success factor in smoothing the way for any required government clearances.

QUESTIONS TO ASK

- How have you assisted clients in navigating FDA pre-market submissions, compliance audits or enforcement actions?
- Can you share an example of how you've integrated regulatory risk mitigation into a client's broader business strategy?



TRACK RECORD OF SUCCESS

03

Review the attorney's history of handling matters similar to yours. A proven track record can provide confidence in their ability to manage your legal challenges effectively.

Experience in negotiating contracts and transactions is key to getting things done. A one-sided, adversarial posture insisting on every possible advantage to a client doesn't usually serve his or her interests. It takes patience and probing to find the issues of great benefit to the client but of lesser cost to the other party and, conversely, the items of great benefit to the other party that are low cost to the client. That avoids leaving money on the table, which frequently happens in mere positional bargaining.

QUESTIONS TO ASK

- Can you share specific examples where you resolved disputes or achieved favorable outcomes in licensing, IP negotiations or M&A transactions?
- How have you ensured that contracts you negotiated protected your clients against long-term risks, such as IP ownership disputes or restrictive clauses?
- What metrics or benchmarks do you use to measure your success in client engagements?



INNOVATIVE PROBLEM SOLVING SKILLS

Furthermore, Choose counsel who demonstrates creativity in their approach to legal issues. In rapidly evolving fields like life sciences and technology, innovative solutions can be pivotal in gaining a competitive edge.

There are usually several ways to address a problem. Business leaders need counsel who can serve up alternatives for consideration that the leaders and counsel can then consider for their short-term and long-term impacts on the company.

QUESTIONS TO ASK

- Can you describe a time when you proposed an unconventional legal strategy that delivered results for a client?
- How do you weigh the trade-offs of pursuing aggressive legal action versus exploring alternative dispute resolution methods?
- What frameworks or tools do you use to assess potential risks and opportunities when crafting solutions for clients?

04



COMMUNICATION STYLE



Assess how well the attorney communicates complex legal concepts. Effective communication ensures that you understand your options and can make informed decisions for your business.

The ability to describe complex structures in terms understandable by non-lawyers is an important skill. A potential client can check this out when he or she has a conversation with a lawyer as he or she describes the needs of the business.

QUESTIONS TO ASK

- Can you give an example of how you explained a complex legal concept (e.g., data exclusivity or patent prosecution) to a non-specialist audience?
- How do you adjust your communication style based on the audience, such as executives, technical teams or investors?
- How do you ensure alignment between your advice and a client's understanding of their options?

05



AVAILABILITY & RESPONSIVENESS

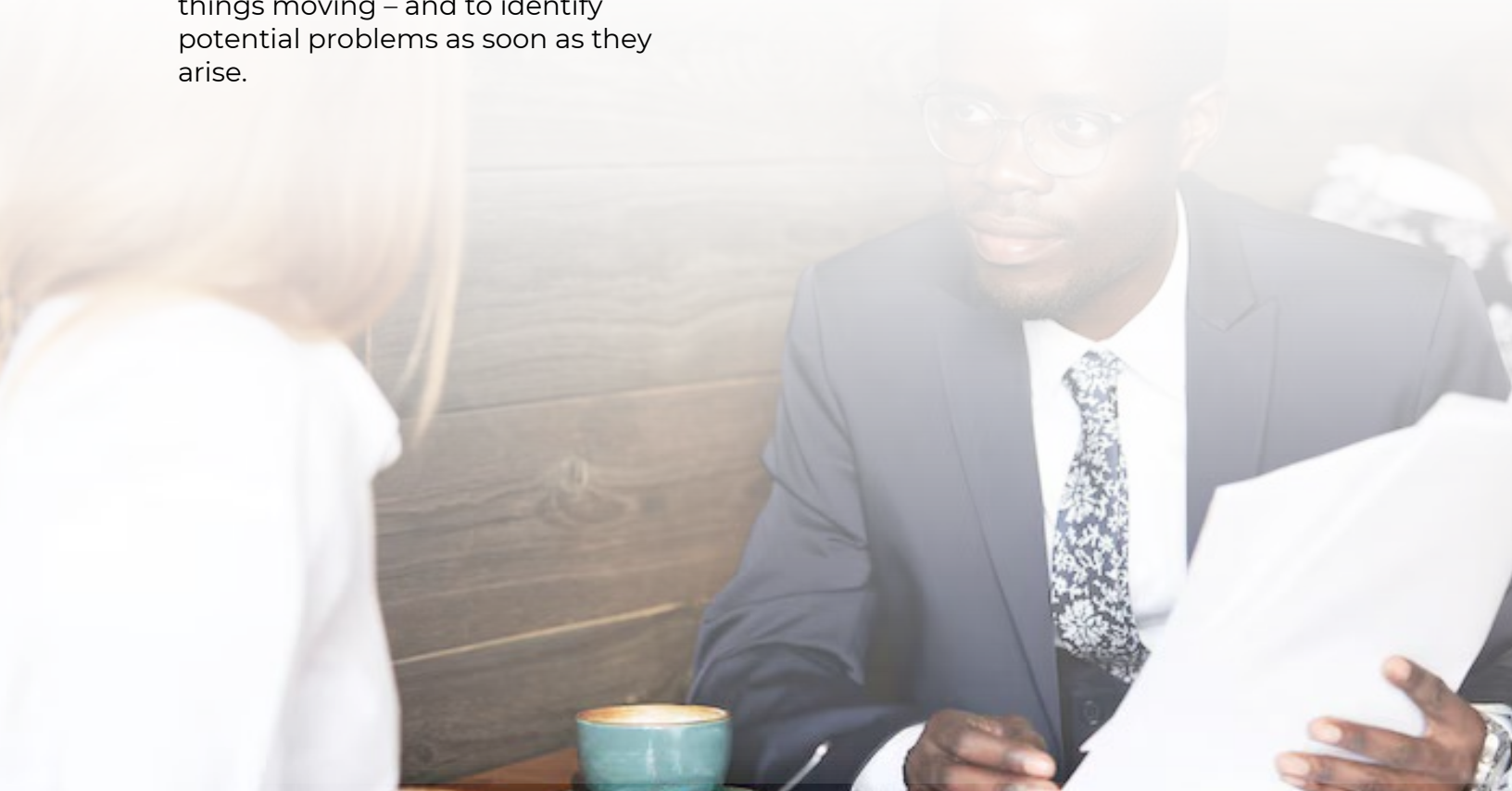
06

Determine the attorney's availability to take on your matter and their responsiveness to inquiries. Timely communication can be critical, especially in fast-paced industries where decisions must be made quickly.

Unanswered calls and emails are the bane of clients everywhere. It's important to have a commitment to responsive communication to keep things moving – and to identify potential problems as soon as they arise.

QUESTIONS TO ASK

- How do you manage competing priorities to ensure responsiveness to urgent client needs?
- What systems or processes do you have in place to track and follow up on client inquiries or ongoing matters?
- Have you ever faced a situation where delayed communication led to issues and how did you resolve it?



COLLABORATIVE **APPROACH**



07

Look for counsel who is willing to work with your internal team and other advisors. A collaborative approach can lead to more comprehensive strategies and better outcomes.

No one person is typically as smart and capable as all members of a cohesive team working together productively toward common goals.

QUESTIONS TO ASK

- How do you involve internal stakeholders (e.g., R&D, compliance or marketing teams) in developing legal strategies?
- Can you describe a situation where collaboration with external advisors (e.g., accountants, consultants or other legal experts) resulted in a better outcome for the client?
- How do you balance leading legal decisions with incorporating input from a diverse team of professionals?



FEE STRUCTURE & TRANSPARENCY

08

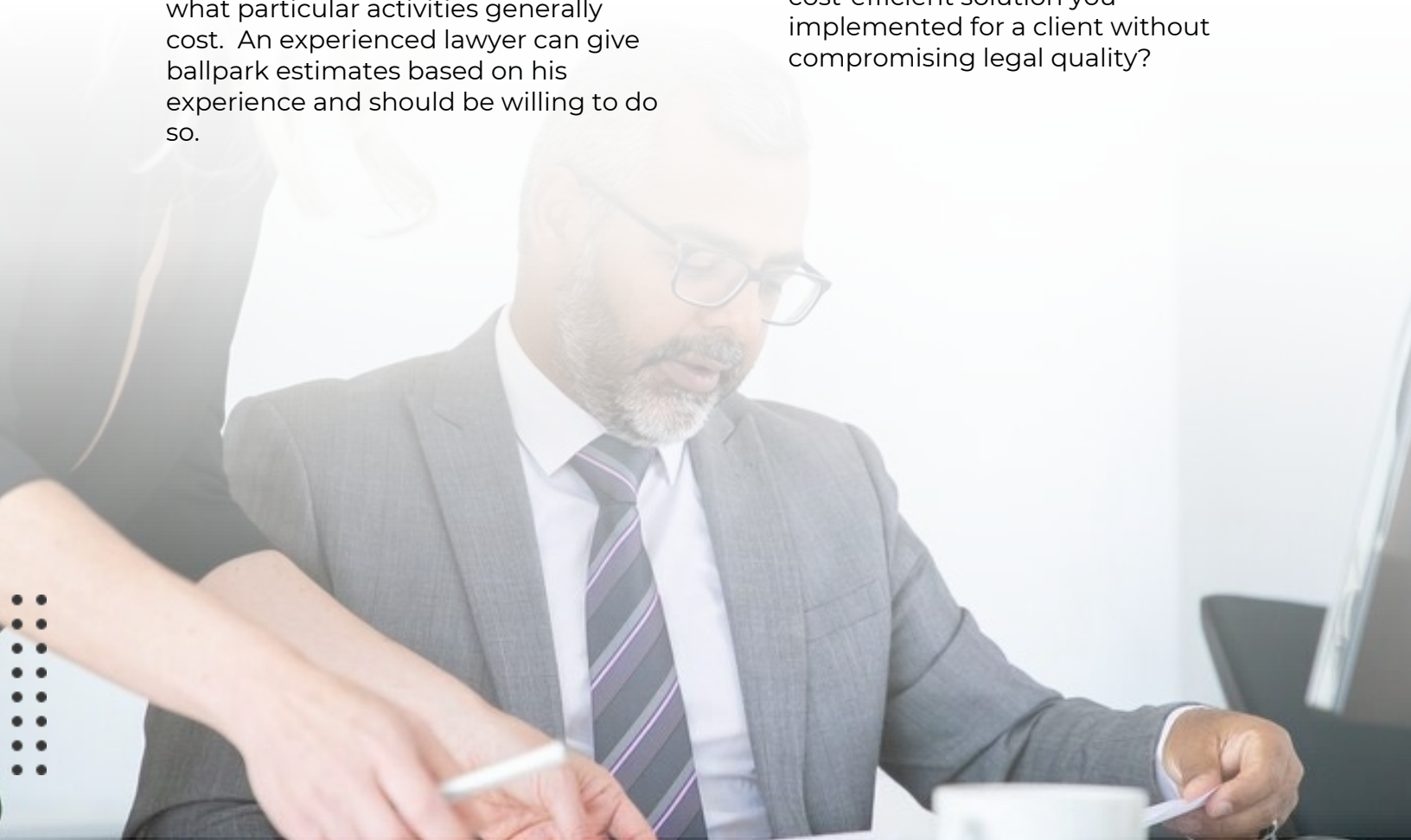
Understand the attorney's fee structure and ensure it aligns with your budget. Transparency in billing practices and a willingness to provide cost projections helps prevent

unexpected expenses and builds trust.

For instance, you can ask a lawyer what particular activities generally cost. An experienced lawyer can give ballpark estimates based on his experience and should be willing to do so.

QUESTIONS TO ASK

- Can you break down your billing practices, including hourly rates, flat fees and retainers and how they apply to different services?
- How do you handle scope creep or unexpected costs and how do you communicate those to clients?
- Can you provide an example of a cost-efficient solution you implemented for a client without compromising legal quality?



REPUTATION & REFERENCES

Research the attorney's reputation in the industry and seek references from past clients. Positive feedback from others can provide reassurance about the attorney's capabilities and reliability.

Recognition by independent rating agencies and holding leadership positions with bar associations can help you assess the reputation of the counsel.

QUESTIONS TO ASK

- What independent recognitions or awards have you received in the life sciences or technology legal fields?
- Can you provide contact information for references who can attest to your expertise, responsiveness and professionalism?
- Have you published articles or spoken at conferences that demonstrate thought leadership in relevant legal topics?

09



LONG-TERM PARTNERSHIP POTENTIAL



Consider whether the attorney has the potential to be a long-term partner in your business's growth. Counsel who understands your business goals can offer more tailored advice and support over time.

QUESTIONS TO ASK

- Can you discuss how you've helped a client transition from early-stage funding to later stages, such as scaling, IPOs or acquisitions?
- What steps do you take to proactively learn about a client's evolving business goals and industry challenges?
- How do you ensure continuity and institutional knowledge over a long-term engagement, even as a client's needs change?



“

I am passionate about working with mid-sized and emerging technology companies who are focused on creating products and services that save lives, reduce suffering and increase quality of life. ”

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