Commercial Transactions

Canada's health sector is highly regulated, the legal framework is constantly changing and publicly-funded health care providers operate in sophisticated funding and accountability frameworks. Health care providers need specialized legal advisors who fully understand the feasibility of commercial arrangements under current regulatory, funding and accountability frameworks, and who can determine the right framework for your contracts and transactions.

We are Canada's pre-eminent health law practice, with a dedicated, collaborative team of more than 100 professionals practising in all areas of health law.

We advise both public and private sector clients on contracts, allowing us to give our clients a deeper understanding of the circumstances in which the contract or transaction takes place.

Our lawyers are trailblazers in their personal subspecialties, which include:

- partnering arrangements between and among health service providers
- innovation procurement
- general procurement
- information technology
- construction
- privacy
- clinical trials
- revenue-generation strategies
- health service funding and delivery

We have a large number of precedents we can adapt to many situations, making for an efficient contract development, negotiation and review process.

We regularly advise hospitals, long-term care homes, other health service providers, group purchasing organizations, research institutions and not-for-profit and charitable corporations on commercial matters, including:

- procurement
- contracting
- research
- regulatory
- intellectual property
- information technology and privacy issues
- working with the private sector

Experience

- Funding agreements including transfer payment and grant agreements and alternative payment plan agreements.
- Information technology system contracts.
- Service Accountability Agreements—H-SAA, M-SAA and L-SAA.
- Supply agreements.
- Affiliation agreements and student placement agreements.
- Banking and investment management agreements.
- Stipend agreements and physician leadership agreements.
- Commercial service provider agreements (food service, laundry, facilities management and maintenance).
- Donor agreements.
- Agreements to permit filming within a facility.
- International consulting services agreements.
- Collaboration agreements.

BLG | Canada's Law Firm

As the largest, truly full-service Canadian law firm, Borden Ladner Gervais LLP (BLG) delivers practical legal advice for domestic and international clients across more practices and industries than any Canadian firm. With over 800 lawyers, intellectual property agents and other professionals, BLG serves the legal needs of businesses and institutions across Canada and beyond – from M&A and capital markets, to disputes, financing, and trademark & patent registration.

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