



## **DAVID L. REED**

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### ***SUMMARY OF EXPERTISE***

- Management of Legal Resources
- Intellectual Property Licensing and Protection
- Supply Chain Contracts and Management
- FDA Regulatory Compliance
- SEC Regulatory Compliance

### ***PROFESSIONAL EXPERIENCE***

*Counsel, SCHUSTER AGUILO, LLP, July 2007 to August 2008*

*Third largest law firm in Puerto Rico*

- Using experience with international companies to implement and promote firm's "Off-shore to the USA" program where its Puerto Rico-based, US-trained and federal court admitted attorneys provide labor and employment services to stateside entities at rates 30-50% less than those of national firms.

*Sr. Dir. Legal Affairs, Compliance Officer, Corp. Secretary, OSTEOTECH, INC. January 2006 to April 2007*

*NASDAQ-listed world-leader in bone and tissue processing*

- Created the Company's first Legal Department, identified Company legal needs which could be handled in-house. Established budget for litigation, SEC filings, IP prosecutions, etc.
- Prepared and negotiated clinical trial, licensing, development, marketing, donor tissue supply and manufacturing agreements; conducted product liability and HR investigations; handled FDA, regulatory and third-party inspections; established and advised subsidiaries in Singapore, Mexico, South America and Europe; and presented sales and marketing fraud and abuse training.
- Managed Donor Receiving Group and chaired Intellectual Property Committee.
- Reduced outside legal costs for recurring matters by approximately one-third.
- Led investigations of compliance matters under FDA, SEC and international regulations and laws.
- Created strategy and negotiated agreements to out-license and cross-license Company IP. Enforced rights against infringers; negotiated financial settlements.
- Reduced hourly rates by over 30% for IP and contract matters by moving work from New York City to firms' lower cost offices, and cutting firms from 6 to 3. Quality of legal services actually improved.
- Presented legal seminars to employees; educated outside counsel on changing business issues.

*Assistant Vice President, Legal, IMCLONE SYSTEMS, INC. January 2005 to January 2006*

- Led successful arbitration to protect rights to receive \$100's of millions in royalties.
- Chief attorney for New Jersey's 700 employees, including 4 attorneys and 3 staff.
- Conducted compliance issue investigations; assisted with SEC reports and filings.
- Prepared and negotiated agreements for Regulatory, Manufacturing and HR Departments.
- Counseled on issues ranging from labor matters, to biological manufacturing requirements, to licensing and development issues associated with Company's product pipeline.



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*Senior Counsel, US Pharma, BAYER PHARMACEUTICALS, CORP. 2002 TO 2005*

- Counseled Licensing Department in US, Germany and Japan on all regulatory issues.
- Worked with German/American management teams to maximize product growth through unique application of regulations to development, manufacturing and marketing.
- Reduced from 10 days to 2 time it took Legal Department to produce routine agreements for clients.
- Advised on promotional and compliance issues for oral, parenteral, and implant pharmaceuticals.
- Responsible for Managed Markets contracting, Best Price reporting, and reimbursement issues.
- Created life-cycle management team to expand product indications and formulations.
- Trained sales force on fraud and abuse issues. Revised Corporate Integrity Agreement.

BRISTOL-MYERS SQUIBB

1991-2001

*Associate Counsel, Technical Operations, 1999 – 2001:*

- Lead US regulatory counsel for international and domestic pharmaceutical manufacturing.
- Assisted in designing and implementing multi-disciplinary team to review FDA and EU regulatory enactments, significantly improving company submissions to agencies and guidance to business units.
- Led legal and regulatory efforts to license biologics facility; negotiated key contracts.
- Advised on divestiture of generics division and acquisition of DuPont Pharma, triaging and reviewing over 1600 agreements in less than 4 weeks.

*Associate Counsel, Life Cycle Management, 1998-1999:*

- Increased sales by \$600 million by obtaining company's first pediatric exclusivity extension
- Founding member of cross-functional team to improve sales by advising Licensing, Regulatory and Marketing Departments on beneficial aspects of FDA regulations and intellectual property laws.

*Associate Counsel, Linvatec Corporation, 1995-1997:*

- General Counsel, Director and Corporate Secretary to this BMS arthroscopy subsidiary.
- Advised on compliance, licensing, manufacturing, marketing, HR, FDA, OSHA and EPA matters.
- Acting Director of Regulatory Department during implementation of FDA's QSR regulations.

*Assistant Counsel, Bio-Chem Division, 1991-1995:*

- Cut energy costs \$30 million over six years by negotiating construction of cogeneration facility.
- Counseled on general business matters, audits, FDA and international regulatory compliance.

*Assistant General Counsel, Assistant Secretary, FAY'S INC. 1988-1991:*

*NYSE pharmacy chain with 220 stores.*

- Regulatory, real estate, SEC filings and all employment matters.

*Associate, SCOLARO SHULMAN COHEN LAWLER & BURSTEIN, 1987-1988:*

- Real estate, corporate law, medical professional entities, elder and domestic law.

*Associate, HANCOCK ESTABROOK, 1985-1987:*

- Taxation, litigation, real estate, industrial development bonds.



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### ***EDUCATION***

**Syracuse University College of Law:** Juris Doctor, cum laude; tax and real estate concentrations.

**Dartmouth College:** Bachelor of Arts, Government; minors in economics and Russian.

### ***COURT ADMISSIONS***

New York; Florida; Massachusetts; 1st Circuit Fed. Court of Appeals; 2nd Circuit Fed. Court, NDNY.