

Demystifying international healthcare contracting

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If you are looking to expand your business globally, it is important to understand the legal and commercial considerations involved in international contracting.

This guide provides a decision tree to help you determine the type of agreement you need based on your specific situation. We also outline the different types of agreements you may need to consider, such as distribution agreements, non-disclosure agreements, and licensing agreements.

Additionally, we provide key commercial and strategic considerations to keep in mind when entering into international contracts, such as compliance with local laws and regulations, payment terms and currency, and intellectual property rights. By following this guide, you can ensure that you are well-informed and prepared to navigate the complexities of international contracting.

Decision tree for agreements

[Download decision tree](#) ↓

Types of document

Distribution agreement/ agency agreement	+
NDA/Confidentiality agreement	+
Heads of terms/ key principles	+
MOU	+
Services agreement	+
Partnership agreement/ collaboration agreement	+
Terms and conditions for providing goods/ sales agreement	+

Licensing agreement	+
Franchise agreement	+

Top 10: key commercial and strategic considerations

1. Where in the world do you want to work? Any ethical considerations? Political and economic stability?	+
2. Language and cultural differences	+
3. Compliance with local laws and regulations	+
4. Payment terms and currency	+
5. Intellectual property rights	+
6. Data considerations	+
7. Insurance and liability	+
8. Due diligence	+
9. Governing law and jurisdiction and dispute resolution	+
10. Internationalising your website	+

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