

OUR PRACTICE

Cross-Border Business (Manufacturing)

As the global marketplace expands, trade and investment opportunities for manufacturers continue to grow. The primary goal of the Cross-Border Business Team is to help our manufacturing clients achieve success wherever these global opportunities present themselves. With 24 offices throughout key economic markets in the southeastern United States, Washington, D.C. and our extensive global network of local counsel and professionals, we are positioned to provide exceptional service to our manufacturing clients worldwide.

Baker Donelson's Cross-Border Business Team assists domestic and foreign manufacturers in a broad spectrum of commercial endeavors. From new foreign entity analysis and formation to ensuring your existing business is compliant with both foreign and domestic business regulations and regulatory agencies, our Firm offers comprehensive support to help you achieve your business goals.

Our Cross-Border Business Team's approach to assisting our manufacturing clients is two-fold. First, we work to assess and understand a client's specific business needs and how we can best position them for success. Next, we proactively engage with our clients to solve potential problems before they arise. Whether working to craft a global distribution and export strategy or ensuring compliance with U.S. and foreign regulations, we partner with our clients on each phase of their international growth and expansion.

We routinely advise and provide the following international services to our manufacturing client base:

- International tax analysis and compliance
- Formation and organization of foreign entities
- Creating joint ventures with foreign parties
- Performing due diligence of foreign agents and entities
- Obtaining international copyrights, patents and trademarks, and commercial litigation of international intellectual property disputes
- Drafting international distribution agreements for sales of products and services
- Internal compliance audits
- Designing a foreign anti-corruption compliance program encompassing CFIUS, FATCA and FCPA
- Preparing import and export compliance programs with policies and procedures
- Personnel training in export compliance, including EAR and ITAR
- Classifying products for export (ECCN/EAR) and import (HTSUS)
- Preparing voluntary disclosures to the U.S. government
- Ensuring a checklist for end-user screening to avoid OFAC violations
- Obtaining product licenses and registration with the State Department for defense product
- Planning appropriate exit strategies from a tax and international compliance law stand point

Learn more about our [Cross-Border Business Practice](#).