Overview

At TriUnity Law, our Managing Members, Wendy Rieder and Mike Rivard, integrate their knowledge and expertise in corporate and intellectual property law, business, and technology to help our clients build value and attain success. We pride ourselves on our ability to apply our unusual combination of skills to help our clients solve problems and get things done. We have seen a lot in our careers (both good and bad) and can help you to anticipate and avoid many common pitfalls that growing companies often encounter.

20+ Years of Legal Experience

We started our careers at prestigious law firms, then spent the last 20+ years at growing life sciences companies where we had primary responsibility for legal matters. Among those positions, Wendy joined Synta Pharmaceuticals when the company was privately held and played a key role in bringing Synta public on NASDAQ. After the IPO, Wendy continued at Synta as General Counsel. Mike was previously General Counsel of ArQule, a publicly traded company, and Avaxia Biologics, a privately held angel-funded company. Mike has also provided in-house legal support to other privately held life sciences companies.

Strong Business Experience

We have held key management positions in business development and operations in public and private companies. Mike has served multiple companies as Vice President, Business or Corporate Development and is credited with 50+ transactions including licenses, collaborations, mergers & acquisitions, public and private financings, and university-industry technology transfer agreements. Mike has also been responsible for business operations functions including human resources, information technology, corporate communications, grant and contract administration, and interim head of finance. Wendy co-founded Microbiotix, a privately held company, where she was responsible for all business development and operations functions. Wendy has also been an instrumental executive in business and operations matters at Synta Pharmaceuticals. Wendy is credited with 30+ business transactions, including two $1+ billion collaborations while at Synta.

Broad Technology Backgrounds

We have scientific backgrounds that enable us to understand your technology and talk directly to your scientists on their own terms. Wendy has a graduate degree in organic chemistry and has worked with small and large molecule drug development programs across a wide range of therapeutic areas, as well as diagnostics, dietary supplements, cosmetics, and medical devices. Mike has an undergraduate degree in biochemistry and has worked with drug development programs using small molecules, siRNA, antibodies, and vaccines in many therapeutic areas including oncology, autoimmune disease, gastroenterology, central nervous system disorders, and infectious diseases. We enjoy learning about the technology of our clients, and firmly believe that understanding your technology helps us to provide you with better service.

We are happy to partner with you in a variety of ways depending on your needs and preferences, from embedding in your management team as a part-time counsel to providing assistance on a project basis. TriUnity Law offers a variety of different payment structures tailored to fit your needs. In addition to the traditional billable hour, we offer fixed fee arrangements or a monthly retainer structure. Although our billable rates are typically half or less of what partners in larger law firms charge, our clients hire us not only on the basis of cost savings, but also for the high quality of our services and responsiveness to their legal and business needs. We look forward to hearing from you to learn how we can help your company overcome obstacles and achieve the greatest success!
Our Services

We offer a broad range of services, including:

- **Overall Legal Function Management**
  - Review legal invoices to ensure fair and accurate billing
  - Manage communications with outside lawyers
  - Manage legal budget
  - Organize legal documents for efficient access

- **Support for General Counsels and other in-house counsel**
  - Provide temporary overflow services
  - Interim replacement for attorneys on leave
  - Part-time in-house counsel services
  - Undertake special projects

- **Support for Business Development**
  - Structure, negotiate, and draft collaboration and license agreements
  - Review presentations and marketing materials
  - Advise on business development research and activities

- **Corporate Compliance**
  - Areas of focus include human resources, EH&S, FDA, data privacy, governance
  - Prepare gap analysis and recommendations
  - SOP development
  - Monitoring and auditing services
  - Remediation and education

- **Intellectual Property Strategy and Portfolio Management**
  - Fit IP strategy and portfolio to business needs
  - Manage IP budget
  - Provide procedures for effective records of invention
  - Prepare patent filings
  - Oversee outside patent counsel

- **Contracts Support**
  - Negotiate, review, and draft contracts to support US operations
  - Adapt global contracts to conform with US law
  - Supply and customize templates for often-used contracts (e.g., CDA, MSA, MTA)

- **Due Diligence Responses**
  - Collaborations and private financings
  - IPO and follow-on offerings
  - M&A activities

- **Business Operations Support**
  - Full service support for all functions including corporate, human resources, information technology, facilities
  - Business practices assessment
  - Structure corporate governance framework
  - Develop and implement policies and procedures
Our Members

Wendy Rieder, Esq.
wendy@triunitylaw.com
781-786-2450 x102

Wendy is a business-oriented attorney with more than twenty years of experience in biotechnology, pharmaceutical, dietary supplement, medical device and other life science-related industries. Wendy has been directly responsible for intellectual property, corporate legal, compliance, human resources, quality assurance and business development activities in companies at every stage of development, from virtual start-ups to large commercial entities. Most recently, Wendy served as General Counsel and Sr. Vice President, Legal and Intellectual Property for Synta Pharmaceuticals Corp., a NASDAQ-listed pharmaceutical company developing innovative drug candidates for cancer and inflammatory diseases. Prior to Synta, Wendy co-founded Microbiotix, Inc., a privately-held pharmaceutical company focused on developing small molecule anti-infective agents. She has also held positions at Boehringer Ingelheim, Bionutrics, LipoGenics, Ceremedix, Entropin and Fish & Neave (now Ropes & Gray). Wendy is a native New Yorker who holds a bachelors degree in chemistry, magna cum laude, from Barnard College, a masters degree in organic chemistry from Columbia University and a juris doctor degree from Fordham University School of Law. Wendy is a Certified Compliance and Ethics Professional (CCEP), a registered US patent attorney and is licensed to practice law in New York, Connecticut, Massachusetts, and Washington, DC.

Career Highlights

- Started and built the Legal/IP/Compliance function in three different life sciences companies, from start-up phase through mid-size public company. Created contract management system, established SOX-compliant processes and procedures, and advised Board of Directors and management on governance issues.
- Core member of IPO team at Synta. Managed due diligence process across all functions. Drafted S-1 registration statement and addressed SEC comments.
- Lead attorney for $1+ billion strategic alliance between Synta and GSK for development and commercialization of melanoma therapeutic agent.
- Lead attorney for $1+ billion strategic alliance between Synta and Roche for research and development of CRACM inhibitors.
- Responsible for entering into more than 30 in- and out-licensing transactions covering biologics, medical devices, platform technology, nutraceutical and pharmaceutical products.

Testimonials

Chen Schor, CEO, Synta Pharmaceuticals: “Wendy has been one of the most versatile and approachable General Counsels I’ve worked with in my career. Her strengths in intellectual property and general business legal matters helped the company to avoid many mistakes made by other companies. She instinctively understands the range of issues faced by growing biotech companies and works hard to identify practical solutions that meet the needs of the organization. She offers insightful approaches to solving problems and once a decision is made, Wendy goes to work and gets the job done right. I strongly recommend her services to life sciences organizations in particular and look forward to working with her again myself in the future.”

Steven Kates, Ph.D., Vice President, R&D, Ischemix: “Wendy and I worked closely on developing intellectual property strategies and business development initiatives tailored to my company’s needs. Wendy’s strong background and considerable experience in both chemical and biological technologies made it very easy for us to communicate our discoveries. Wendy was able to quickly transpose our scientific findings into the competitive landscape and clearly translate this information into real-world commercial implications. She provided extremely valuable guidance to our management team as we developed our patent estate and partnering strategy. I am looking forward to engaging TriUnity’s services at my next company.”

Ronald H. Lane, Ph.D., former CEO of Bionutrics and current CEO of Immuno-res: “I have known Wendy professionally for more than twenty years and I can honestly say that I’ve never had a lawyer I’ve enjoyed working with more! Wendy’s energy and passion is infectious, and she is always willing to go the extra mile for the company. We have worked together in several different companies developing nutritional and dietary supplements, as well as pharmaceutical products and medical devices. Wendy has been my go-to IP, business and transactional attorney for a long time and I will continue to engage her services in the context of TriUnity. Her ability to function effectively across business, scientific and legal areas makes her very unique and she will always be a valued member of my team.”
Mike has over twenty years of senior management experience in the life sciences industry. He has been directly responsible for corporate legal, intellectual property, business development, business strategy, human resources, and corporate communications functions in a variety of positions at public and private biotechnology companies including ArQule, Synta Pharmaceuticals, VaxDesign, Galenea, and Avaxia Biologics. Mike also served as Associate General Counsel, Intellectual Property at the University of Massachusetts where he established a system-wide technology transfer program while supporting all technology transfer activities. Most recently, Mike held the position of General Counsel and Vice President, Corporate Development at Avaxia Biologics, an angel-funded, clinical-stage biotechnology company developing antibodies for gastrointestinal diseases.

Mike began his career at the law firm of Palmer & Dodge (now Locke Lord) in Boston. Mike is credited with 50+ business transactions, including licenses, collaborations, mergers & acquisitions, public and private financings, and university-industry technology transfer agreements. Mike holds a bachelor’s degree in biochemistry, summa cum laude, from Bowdoin College and a juris doctor degree, Order of the Coif, from UCLA School of Law, where he also served as an Articles Editor for the UCLA Law Review. Mike is licensed to practice law in Massachusetts.

Career Highlights

- Raised $20M in preferred stock and bridge note financing rounds over three years with CEO at Avaxia Biologics. Investors included a national syndicate of angel investment groups, individual investors, and AbbVie Ventures.
- Led Galenea deal team for extension and expansion of collaboration with Otsuka Pharmaceuticals. Increased committed funding from $50 million to $90 million while extending term from 5 years to 7 years. Gained additional rights to collaboration assets, significantly increasing downstream value captured by Galenea. Secured low interest note to fund capital equipment purchases.
- Primary attorney and lead negotiator for ArQule in $120 million committed funding deal with Pfizer for combinatorial chemistry libraries. At the time, this was the largest deal in the chemistry services business.
- Led VaxDesign deal team for $60 million self-managed sale of VaxDesign to Sanofi Pasteur.
- Led ArQule deal team for $100 million acquisition of Camitro Corporation by ArQule.
- Served as General Counsel and core team member at ArQule for two public offerings, raising a combined total of over $70 million.
- Developed and implemented intellectual property strategy and managed patents at ArQule, Galenea, VaxDesign and Avaxia, resulting in key issued patents on core technologies and products while improving efficiency by controlling patent-related costs.

Testimonials

Lisa Paborsky, Ph.D., SVP Corporate Development and Alliances, Mitobridge: “I have worked with Mike for many years. Mike is that rare lawyer who can integrate the legal needs of our company with our business needs. He gets our contracts done quickly and efficiently. Mike is a pleasure to work with.”

Barbara Fox, Ph.D., former CEO, Avaxia Biologics: “Mike has an impressive ability to solve the legal and business issues that confront small companies, focusing in on the important questions to deliver results effectively and efficiently. In addition to his general legal work at Avaxia Biologics, he successfully managed our patent portfolio to secure key issued patents on our core technologies. I have tremendous confidence in his abilities.”

Mark Benjamin, D.Sc., CEO, Galenea: “I worked with Mike for a number of years in his capacity both as a business development professional and as an attorney. He is an exceptional strategist, who nimbly combines these two areas of expertise and can help guide a company towards fully integrated legal and business development functions. Mike quickly adapts to the needs of the scientific team and can explain complex legal issues in ways that enable client companies to make well informed decisions about deal-making, intellectual property, and business strategy. Unlike many lawyers, Mike is not afraid to make clear recommendations. I found his input to be invaluable.”