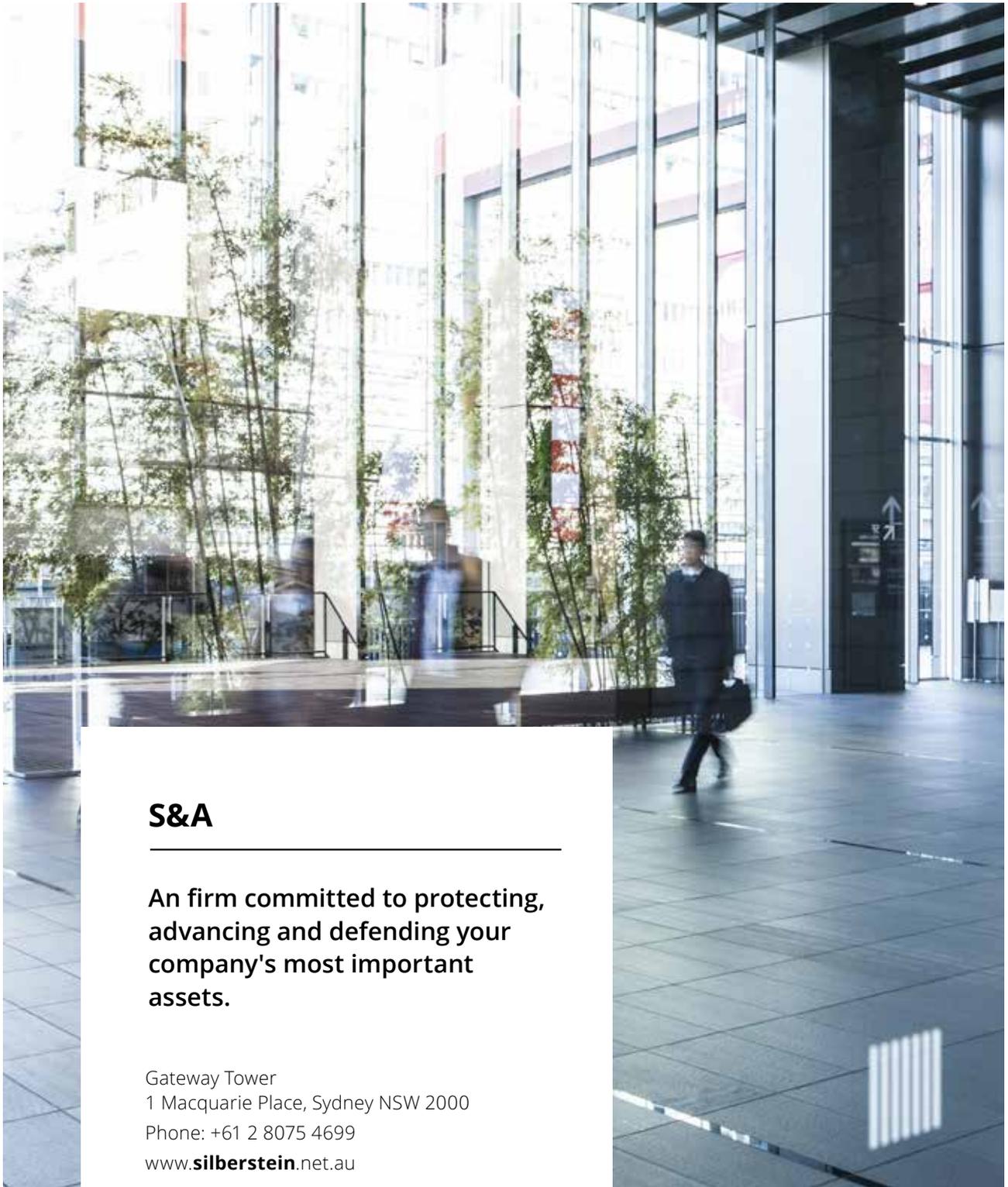


# FIRM OVERVIEW



## **S&A**

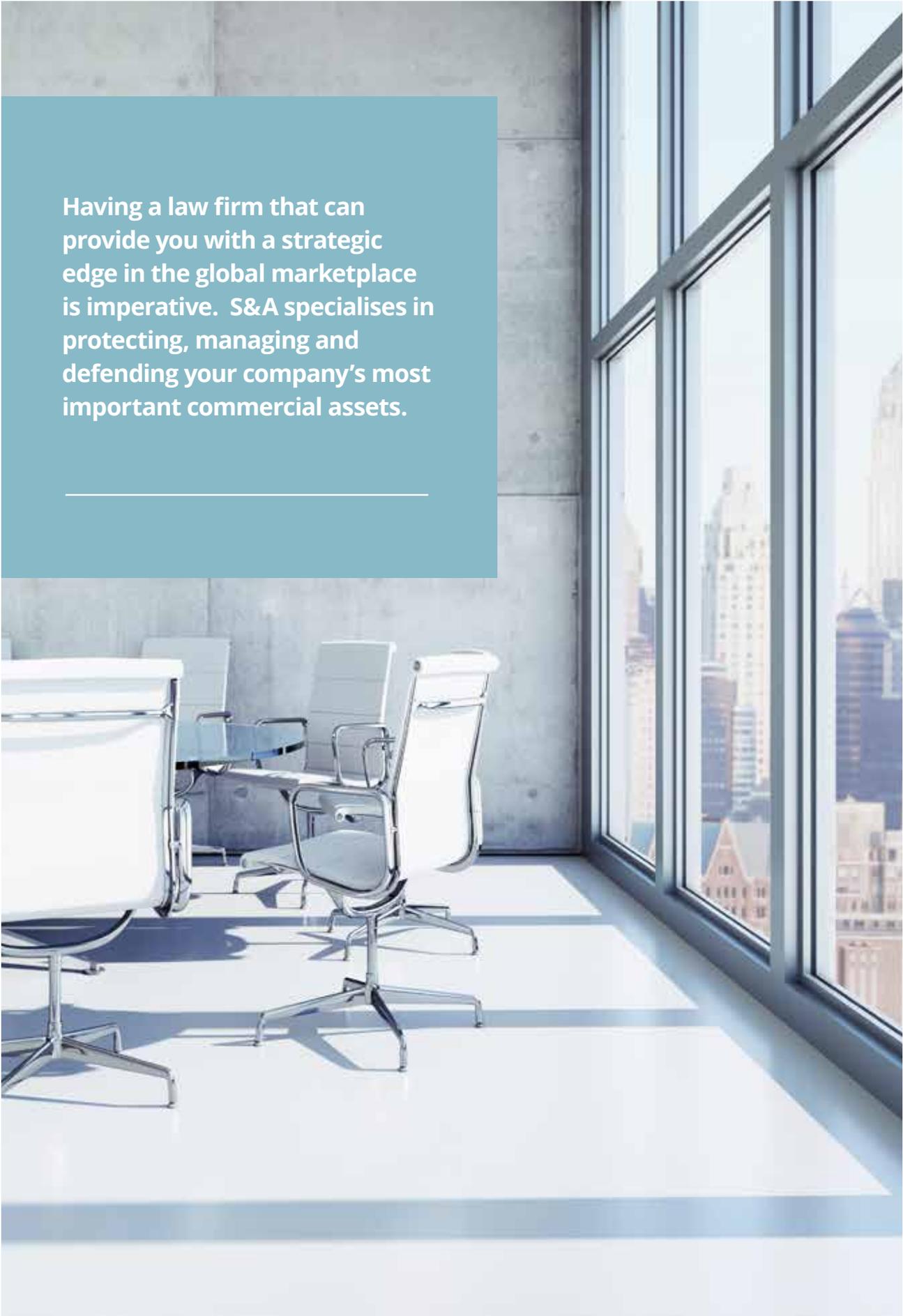
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**An firm committed to protecting,  
advancing and defending your  
company's most important  
assets.**

Gateway Tower  
1 Macquarie Place, Sydney NSW 2000  
Phone: +61 2 8075 4699  
[www.silberstein.net.au](http://www.silberstein.net.au)

Having a law firm that can provide you with a strategic edge in the global marketplace is imperative. S&A specialises in protecting, managing and defending your company's most important commercial assets.

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# ABOUT US

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Silberstein & Associates is an Australian-based commercial, IP and litigation specialist firm. Our hand-picked team of lawyers and patent attorneys are recognised as being one of the best boutique legal teams in Australia. Combining legal and patent expertise we have the very best minds protecting, advancing and defending your company's most important assets.

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## Our Expertise

S&A is a recognised leader providing bespoke advice to a broad range of industries, including pharmaceutical & life sciences, medical and surgical devices, renewable energy, engineering, IT, consumer goods, food and wine.

We have close relationships with international legal and patent firms, enabling seamless management of global IP portfolios, cross-boundary transactions and cross-jurisdictional disputes.



## Our Difference

We provide high-quality legal advice that considers our client's position in Australia and around the world. With our innovative cloud-based platform, our clients can collaborate with our advisers to stay informed and engaged with all aspects of their matter.



## WHY CHOOSE US?

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Being a boutique practice, S&A offers a fresh change from the larger law firms – we offer a flexible service tailored to each client's needs.

We provide a unique integration of corporate & commercial law with intellectual property protection. We work with our clients to create legal strategies that encompass their goals and aspirations.

## INDUSTRIES

OUR LAWYERS AND PATENT ATTORNEYS ARE **HIGHLY QUALIFIED** AND HAVE SUBSTANTIAL INDUSTRY EXPERIENCE.

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At S&A, we develop and maintain a high level of knowledge about our clients' businesses, and the industries in which they operate. This allows us to quickly understand the challenges they face, and the creative, technical and research-driven environments in which they work. Being industry specialists means our clients work with teams that are already familiar with their business realities and understand the motivations of other relevant parties.

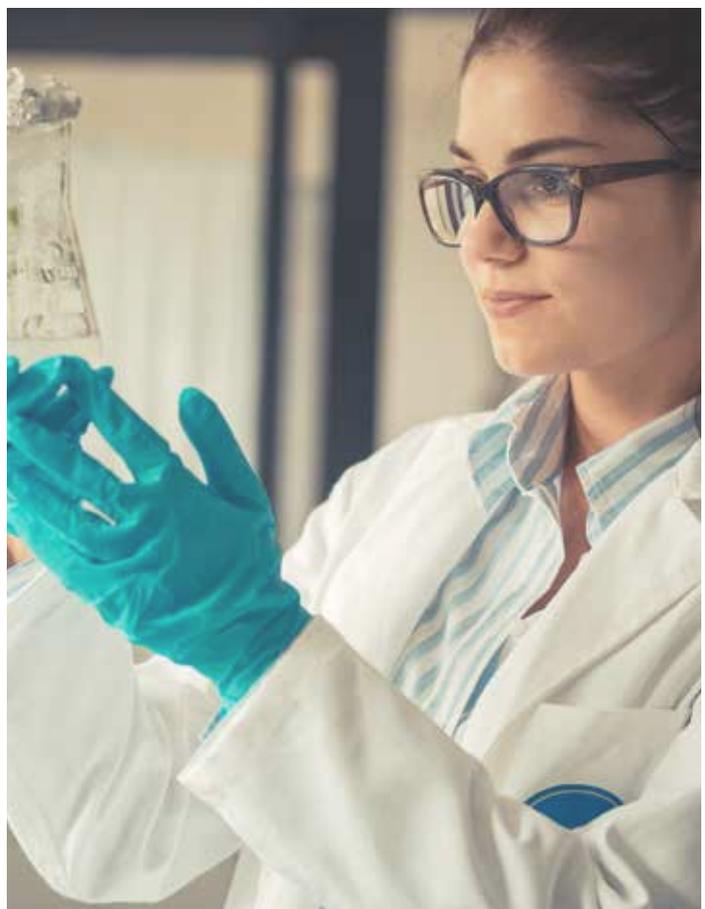
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### INDUSTRY EXPERTISE

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S&A is a recognised leader providing bespoke advice to a broad range of industries:

- Consumer goods
- Engineering
- Food and Beverage
- Information Technology
- Life Sciences
- Materials and Chemical Engineering
- Media and the Arts
- Medical and Surgical Devices
- Pharmaceuticals
- Renewable Energy and Resources
- Robotics



Technology and digitalisation are totally transforming the law and how it's practiced. Clients want transparency and we're meeting this shift head-on with exciting new technologies that are advancing our service offering.

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## PRACTICE AREAS

# CORPORATE AND COMMERCIAL

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Our team provides expert transactional and regulatory advice across the full range of corporate activities. We manage our clients' legal and commercial risks and find solutions to business challenges.

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### OUR EXPERTISE INCLUDES:

- Business succession planning and risk management
- Corporate regulatory compliance
- Commercial contracts
- Employment and Workplace Relations
- Estate planning
- Insolvency and corporate restructuring
- Product development and licensing
- Start-up advice, including venture capital advice
- Shareholder agreements
- Domestic and cross-border mergers and acquisitions
- IPOs and capital raisings

## PRACTICE AREAS

# IP PROTECTION AND ENFORCEMENT

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We bring a range of scientific specialties and technical expertise together to assist our clients manage the full range of their IP needs.

- Brand protection
- Commercialisation advice
- Confidentiality and non-disclosure agreements
- Copyright
- Design registration
- Enforcement strategies
- "Freedom to Operate" (FTO) analysis
- Infringement disputes
- IP Portfolio Management
- Licensing and assignment agreements
- Packaging clearances
- Passing-off actions
- Patent drafting, filing, prosecution and opposition
- Patentability advice
- Searches, watches, and monitoring
- Trade mark applications and oppositions

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## PRACTICE AREAS

# LITIGATION AND DISPUTE RESOLUTION

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Our focus is on understanding your position and providing the strategy - whether litigation or alternative dispute resolution - to help you achieve your business goals.

- Alternative dispute resolution
- Complex commercial disputes
- Consumer law disputes
- Cross-border dispute management
- Employment disputes
- Insurance Disputes
- Intellectual property disputes, including infringement actions, oppositions, non-use applications
- Patent disputes
- Privacy disputes
- Product Liability

**Our firm offers a refreshing alternative to the traditional law firm. Our team is friendly and approachable and is dedicated to achieving the best, and most cost-effective outcome for our clients.**

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# WE'RE NOT YOUR AVERAGE FIRM

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While we're still a young firm we have also been recognised as one of Australia's most innovative firms. We have attracted significant recognition for both legal excellence and people management practices receiving the below recent award nominations.

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## Awards

**Finalist - Boutique Law Firm of the Year 2019, 2018 & 2017**

*Australian Lawyers Weekly Awards*

**Finalist - Managing Partner of the Year 2019, 2018 & 2017**

*Australian Lawyers Weekly Awards*

**Finalist - Wellness Initiative of the Year 2019**

*Australian Lawyers Weekly Awards*

**Patent Attorney of the Year Sydney 2017** *Acquisition International IP Awards*

**Best IP Law Firm Sydney 2017**

*Acquisition International IP Awards*

**SME Law Firm of the Year Australia 2017**

*ACQ5 Law Awards*

**Commercial Law Firm of the Year Australia 2017**

*ACQ5 Law Awards*

**Women in Law Awards, Executive of the Year Finalist 2016** *Australian Lawyers Weekly Awards*

**Most Innovative Commercial IP Firm 2016**

*APAC Insider Legal Awards*

**Best start-up Law Boutique Australia 2016**

*APAC Insider Legal Awards*



## Community

We take great pride in giving back to the communities in which we practise. Our firm enjoys a long history of delivering pro bono legal services and participating in community programs with a goal to create opportunities for all.

On both the national and local levels, we support a number of health and social causes that contribute to community building and improvement.

### Arts Law Pro Bono Panel

Arts Law Centre for Australia provides free or low cost specialised legal advice, education and resources to artists and arts organisations throughout Australia.

### Northcott

Northcott is a not-for-profit disability service provider that empowers clients with confidence, choice and opportunity so they can live their life, as they choose, in their own way.

### Northcott Innovation

Northcott Innovation creates new and unexpected solutions for people with disability. They spark ideas that drive all of us towards a more inclusive society.

# MEET OUR LEADERS

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Dr Rob and Jessica Silberstein established S&A in 2014. Today the firm is setting a new benchmark of excellence in boutique law firms in Australia. Under their leadership, S&A has built a formidable team of legal specialists and IP experts dedicated to protecting, managing and defending their clients business assets.

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## JESSICA SILBERSTEIN PRACTICE MANAGER

**D:** + 61 2 9195 1301  
**M:** + 61 402 979 310  
**E:** [jessica@silberstein.net.au](mailto:jessica@silberstein.net.au)

Jessica's vision is to create a firm that provides strategic advice which enables clients to reach the commercial objectives they set out to achieve. Jessica is a passionate advocate of women in the legal profession and encourages a workplace that embraces diversity. In 2016 she was nominated as Female Executive of the Year in the Lawyers Weekly Women in Law Awards.

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## DR. ROB SILBERSTEIN PRINCIPAL

**P:** + 61 2 9195 1301  
**M:** + 61 451 977 310  
**E:** [rob@silberstein.net.au](mailto:rob@silberstein.net.au)

Rob is an intellectual property specialist, with a deep knowledge of commercial law and litigation developed through 20+ years of senior roles in multinational companies, such as Johnson & Johnson Research and Mylan, as well as private practice roles in top-tier law firms and patent and trade mark attorney firms, including Allens and Sprusons & Ferguson.

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**OUR INNOVATIVE CLOUD-BASED PLATFORM** ALLOWS CLIENTS TO COLLABORATE WITH US AND STAY ENGAGED WITH ALL ASPECTS OF THEIR MATTERS.

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## **TECHNOLOGY IS TOTALLY TRANSFORMING LAW**

Technology and digitalisation are totally transforming the law and how it's practiced. Our clients need us to be utilising productivity tools that are innovative and cost effective. We are meeting this shift head-on by embracing exciting new technologies that advance our service offering and set us apart from the traditional law firm models.

S&A is essentially paperless, having totally embraced a cloud based document management system. With the cloud we can easily share documents between staff and clients using the highest levels of security.

S&A is also harnessing the power of e-discovery technology to achieve simplicity, efficiency and reduced costs in litigation matters. In today's data driven world, this translates to a better service for our clients.

**With the cloud we can easily share documents between staff and clients, and use the highest levels of security.**

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[WWW.SILBERSTEIN.NET.AU](http://WWW.SILBERSTEIN.NET.AU)

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1 Macquarie Place  
Circular Quay  
New South Wales 2000



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