

*Barbara Bagnasacco helps U.S. and global companies with the growth of their businesses through M&A and joint ventures, financings, complex commercial transactions, international expansion and corporate governance as well as private investors.*



## Barbara Bagnasacco

Shareholder | Salt Lake City

### Biography

Ms. Bagnasacco is a member of the Corporate Transactions and Securities practice group at Parsons Behle & Latimer and brings extensive international corporate experience to the group. Her practice focuses on domestic and international mergers and acquisitions, joint ventures, strategic alliances and business transactions for businesses of all types, including technology, manufacturing, medical devices and mining; equity and debt offerings; sophisticated commercial agreements; corporate law; international transactions, foreign direct investment and market entry strategies; and corporate governance, including compliance with the Foreign Corrupt Practices Act (FCPA). She regularly works with local counsel in foreign jurisdictions on complex international transactions.

Proficient in both common law and civil law, Ms. Bagnasacco regularly advises foreign clients (including European clients) with respect to their U.S. transactions as well as U.S. clients in connection with their international operations and cross-border transactions. Ms. Bagnasacco also represents small and large non-profit organizations. She is recognized in Chambers USA in the category of corporate/M&A.

Ms. Bagnasacco is licensed in Utah and Italy.

### Contact information

801.536.6828

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### Capabilities

Mergers & Acquisitions

Corporate

Middle Market & Family Businesses

Securities & Capital Markets

Banking & Financial Services

Technology, Licensing & Intellectual

Property Transactions

### Licensed/Admitted

Utah

Italy

## Experience

### **Retail Business Transaction for Backcountry**

Represented Backcountry in the acquisition of the assets of an award-winning full-service ski/snowboard tuning, repair and retail business to facilitate entrance into the retail market. Structured, negotiated and documented all aspects of the transaction.

### **Corporate Compliance and International Privacy Consultation**

Assisted the client in updating and implementing its policies regarding corporate compliance with U.S. and international privacy laws. Provided ongoing global privacy compliance advice to executives; ongoing review; and contract preparation.

### **GDPR Matters**

Represented clients in connection with privacy and GDPR Matters. Represented a U.S. publicly-held company in the acquisition of an Italian company.

### **International Distribution**

Counseled a publicly-held company regarding international distribution and agency matters.

### **International Acquisitions and Merger Transactions**

Counseled clients on acquisitions and merger transactions in Europe, Singapore and Latin America.

### **Acquisition of Technology Company**

Represented technology company in the defense industry in a strategic acquisition.

### **Distribution and Licensing for Drug Delivery Company**

Represented a drug delivery company in connection with international distribution and licensing agreements worldwide.

### **International Corporate Compliance**

Represented an established medical device company regarding international corporate compliance.

### **FCPA Compliance Programs**

Drafted and implemented FCPA compliance programs to address client issues.

### **Counseled a U.S. Diagnostics Company with International Distribution and Agency Agreements in Connection with European Expansion**

### **International Distribution for Pharmaceutical Company**

Advised a U.S. pharmaceutical company in connection with international distribution and agency arrangements.

### **Joint Venture and Distribution Agreement**

Represented a life science company in connection with Singapore joint venture with pharmaceutical company and related distribution arrangements.

### **International Negotiations**

Represented a diagnostics company regarding negotiation of collaboration agreement with large laboratory in china and related international law issues.

**Medical Device Company Licensing, Finance and Strategic Alliances**

Represented several medical device companies in connection with research and development agreements, licensing arrangements, corporate finance, strategic alliances and international distribution agreements.

**Restructuring International Operations**

Counseled a publicly-held manufacturing company concerning restructuring of international operations, strategic alliances and domestic and international acquisitions.

**Multimillion-Dollar Mining Company Agreement**

Represented a large mining company in an international joint development agreement regarding multimillion-dollar technology.

**Multimillion-Dollar Real Estate Venture and Financing**

Represented a large U.S. resort developer in connection with structuring, negotiating and documenting the multimillion-dollar acquisition of an Italian real estate venture and related debt Financing Transactions.

**Acquired United States Assets for Italian Company**

Represented an Italian company in connection with acquisition of assets in the United States.

**\$300 Million Fund for Venture Capital Development in Utah**

Counseled UCIC, a quasi-governmental entity that established the \$300 million fund of funds to support venture capital and economic development in the state of Utah.

**Accomplishments****Professional**

Ranked in *Chambers USA*, Corporate, M&A section

Recognized in *Utah Business Magazine's* 2023 Legal Elite

International Businesswoman of the Year, World Trade Association of Utah, 2022

International Woman of the Year, GOED, 2013

**Academic**

University of Utah, S.J. Quinney College of Law, J.D., 1998

Institute of European Studies/International Labor Organization, Post-graduate Certificate, 1996

University of Turin College of Law, B.S., 1995

Highest honors

Languages spoken: French and Italian

**Associations****Professional**

Fellow of the American Bar Foundation, March 2024-

American Bar Association

Utah State Bar Association

Co-chair, Banking & Finance Practice Group, TerraLex

Past member, Alumni Board of Trustees, University of Utah, S.J. Quinney College of Law  
International Law Section, member and past president

Ethics Advisory Opinion Committee, past member

### **Community**

Board member and past president, World Trade Association of Utah (WTA)

Board member, United Way of Salt Lake

Board member, MIAGE (Master of Science in International Affairs and Global Enterprise), University of Utah

Past member, Advisory Board, Women Technology Council (WTC)

Past Board member, Association for Corporate Growth (ACG), Utah Chapter

### **Presentations**

“Annual Best Practices Club,” Association of Corporate Counsel, Mountain West Chapter, Aug. 26, 2021

“Brexit – Challenges and Opportunities,” The Kainach Forum, Jan. 18, 2021

“Brexit: Negotiation Status and Opportunities for Utah Companies,” Webcast in partnership with World Trade Association, Dec. 1, 2020

“Legal Considerations in Foreign M&A,” Association of Corporate Counsel, Mountain West Chapter, Apr. 22, 2015