

PAUL MARCOTTE

Bar: QC 1978

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At Delegatus since 2011



I always make it a point to fully understand the customer's needs, concerns and issues. It's essential to listen.

Biography

Paul Marcotte is a seasoned lawyer with over 40 years of experience in business law and has an impressive and diverse track record. Throughout his career, he has taken part in a variety of national and international transactions, in major contracts negotiation and review, and large bid management. Paul's client base ranges from engineering, construction, transportation, industrial manufacturing to biotech.

Paul worked mainly in private practice before joining Delegatus in 2011 and was a partner at one of the largest law firms in Canada. Since then, he has also acted as in-house counsel for a number of Delegatus's clients, including for two large construction, mining and engineering firms: WSP and Kiewit, where he was responsible for contract review and drafting, RFPs and bid management for multi-million dollar projects.

Areas of practice

- Mergers and acquisitions
- Bank and private financing
- Commercial law
- Corporate law
- Life sciences

In-house experience

At Delegatus, Paul has acted as in-house counsel for various clients, including:

- *Kiewit*, one of the largest construction, mining and engineering organizations in North America.
- *WSP*, one of the world's leading engineering professional services firms.
- *Univalor*, a university valorization fund mandated with commercializing discoveries and promising innovations resulting from university research from 11 medical and educational institutions affiliated with the *Université de Montréal*

Experience in private practice

Paul has always had an active private practice since he was admitted to the Quebec Bar in 1978. Before joining Delegatus, he was a partner in Business Law at Fasken Martineau and at Desjardins Ducharme.

Important mandates

- Preparation of calls for tenders for public organizations such as the *Agence métropolitaine de transport and Héma-Québec*.
- Agreement renewals with the different carriers for the *Gare d'autocars de Montréal*.
- Represented the vendors of a light fixture manufacturer in Montreal's West Island that is active throughout North America.
- Due diligence and acquisition of two companies in the online reservation sector for restaurants in the Yellow Pages Group.
- Representing *Investissement Québec* on matters regarding the acquisition of shareholding interests for companies.
- Represented *Groupe Santé Sedna* in a series of acquisitions of long-term care centers (CHSLD) throughout Quebec.
- Participated in the implementation of a public-private partnership with the Saint-Lambert long-term care center (CHSLD) for the *Agence des partenariats public-privé du Québec*, now Infrastructure Québec.
- Represented Fonds Capital Culture Québec in financing for films and television series.

Education

- LL.B., Law, *Université de Montréal* | 1977

Awards and distinction

Paul has received numerous recognitions from his peers, as demonstrated by the following honours he has received:

- Registered in the *LEXPERT* 2010, 2011, 2012, 2013, 2014 and 2023 index as a “repeatedly recommended” lawyer in the biotechnology sector.
- Since 2008, he has been recognized by The Best Lawyers™ in Canada in the life sciences sector.
- He also received the *Martindale-Hubbel* “BV Distinction” rating for his work in corporate and commercial law, in technology and intellectual property, as well as in mergers and acquisitions.

Conferences and publications

- Author of a monthly legal editorial in corporate law, *L'information d'affaires Rive-Sud* journal | 2011-2012
- Author of many conferences on the Business Corporations Act (*Québec*), recognized by the Quebec Bar's continuous education.