

# Delegatus

Lawyers Collective

## Paul Marcotte

Bar: QC 1978

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At Delegatus since 2011



*“With 40 years of experience in business law, I have been exposed to many types of legal issues and have dealt with a wide range of clients.*

*Over the years, I have learned that it is of the utmost importance to understand each client’s needs.”*

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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 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.

Paul’s client base ranges from engineering, construction, transportation, industrial manufacturing to biotech.

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## Areas of practice

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

## Award and distinctions

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 and 2014* 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
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