Jennifer A. **Tegfeldt** JD '85

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As director of business initiatives and strategy in the Corporate Development Group of Genzyme Corporation in Cambridge, MA, Jennifer Tegfeldt JD '85 is one of the company's key builders of its pipeline portfolios. Genzyme is a leader among the world's biotechnology companies, with established products and services helping patients in nearly 90 countries.

"My practice is a seamless blend of intellectual property and business development," says Tegfeldt. "Genzyme's products and services are focused on rare inherited diseases, kidney disease, orthopaedics, transplant, cancer and diagnostic testing. Our commitment to innovation continues with substantial research and development programs in these fields, and in immune disease, infectious diseases, and other areas of unmet medical need."

Tegfeldt joined Genzyme in 1994 to provide intellectual property support for a new division of Genzyme, the Tissue Repair Division. "I quickly became the functional general counsel to this small growing business. In addition to building the patent portfolio through patent filings, I was drawn into all of the transactional activity of the business."

As a result of her expertise in transactional work, she was asked to join the Business Development Group of the Therapeutics division, Genzyme's largest business unit. During the last few years Tegfeldt's role has expanded and she joined the Corporate Development Group as its only intellectual property lawyer.

"In the Corporate Development Group, I am frequently called upon to help in the early stages of an opportunity evaluation, to guide diligence activities and to collaborate on deal structure and negotiation," Tegfeldt explains.

With a BS degree in biology from the University of California, Davis, Tegfeldt's science background is crucial to her work at Genzyme. She handles technology evaluations and early science stage collaborations, as well as licensing, alliance management and acquisitions. Tegfeldt seeks out new technologies useful in the life cycle management of currently marketed products and those under development, and looks for new product opportunities.

"While others may be called into a diligence process once the business discussions have begun, I am often the driver of those business discussions, and can apply my legal, science and business knowledge to efficiently put opportunities in place."

Tegfeldt was first introduced to intellectual property law, while working as an analytical chemist, when she was asked to assist with a litigation her company was involved in. "That was the spark that led me to a passion for the law and its integral role in the encouragement of innovation," says Tegfeldt. "When I decided to go to law school, in addition to looking for comprehensive training, I wanted an environment where I could get more personalized hands-on experience, and Pierce Law fit the bill beautifully."

After graduating from Pierce Law, Tegfeldt served for two years as law clerk to the Honorable Pauline Newman of the Court of Appeals for the Federal Circuit in Washington, DC. "Serving as clerk to Judge Pauline Newman has unquestionably been the best job I've ever had. It is an experience that cannot be matched, and is a superb preparation for the challenges of a lifetime legal career."

Following her clerkship, Tegfeldt joined Fitzpatrick, Cella, Harper and Scinto's Washington DC office where her work focused on patent prosecution, opinions, patent litigation, licensing, copyright and trademark matters. "I had an opportunity to advise smaller clients and to act as interface between the science teams and the business teams of those clients. This intrigued me greatly."

As to her plans for the future, Tegfeldt says, "Genzyme has an unusual corporate culture and environment that continues to encourage me to reinvent my roles and responsibilities, to leverage what I've learned to help build a dynamic business. I am often outside of my comfort zone, but then, inquisitiveness and drive are the hallmarks of intellectual property practitioners."

She is among the inaugural class that recently received the prestigious Certified Licensing Professional (CLP) designation from the Licensing Executives Society.

Tegfeldt resides in Charlestown, MA and is an avid sailor of her J-28 sloop. She is also a member of the Race Committee for the Eastern Yacht Club of Marblehead, MA, and has been part of that Committee's core team for numerous national and international regattas.