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News

Jim O'Brien Discusses Advising Airon on Ventilator Agreement with GE Healthcare and Ford

Media Mention
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Shareholder Jim O'Brien recently talked with the *Orlando Business Journal* about advising Airon Corporation, a privately held Florida-based company specializing in high-tech pneumatic life support products, on an agreement to license its ventilator design to GE Healthcare, which will be manufactured by Ford Motor Company.

O'Brien explained that a licensing agreement has many considerations and businesses need to be specific in how a design can be used and in what markets and exclusions should be included.

He further discussed that given critical need resulting from the COVID-19 pandemic, Airon and the other parties worked fast, with negotiations beginning on a Sunday in late March and wrapping up that following Monday.

“Frankly, the time frame was extraordinary,” said O'Brien

Read the article: Coronavirus: Local Manufacturer Teams with GE, Ford to Make Medical Equipment (subscription required)

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James O'Brien