



Gregory Tulquois

Partner
GLOBAL CO-CHAIR, COMMERCIAL CONTRACTS

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Greg handles major projects, business-critical transactions and provides day-to-day advice in sourcing, supply chain, supplier relations, channels to market, customer and consumer relations, marketing and advertising for leading consumer products, aerospace and technology companies.

Greg was educated in France and the U.S. and is a member of the New York and Paris Bars. He served as acting general counsel to a major international consumer products company and has authored several articles in the fields of commercial, contracts and marketing law, published in the U.S., the UK and in France. He regularly delivers seminars and lectures on complex contracts and marketing law.

Greg advises multiple global corporations on global contracting issues including strategic sourcing, digital innovation, e and m-commerce, sales, distribution and marketing matters. Greg's client base includes global corporates operating across sectors including aerospace, consumer products (including food), retail, technology and manufacturing.

LANGUAGES SPOKEN

- English
- French

- Intellectual Property and Technology
- Technology Transactions and Strategic Sourcing
- Media, Sport, Gaming and Entertainment

- Consumer Goods, Food and Retail
- Technology

English French

Professional Qualifications

- Avocat admitted to the Paris Bar
- Attorney-at-law admitted with the Supreme Court of New York

Recognitions

- *Best Lawyers* – Aviation Law – 2020-22
- *Chambers Europe* – Band 1 – TMT: Information Technology – 2021
- *Chambers Europe* – Band 2 – Transportation: Aviation – 2022
- *Chambers Global* – Band 1 – Commercial Contracts – 2020
- *Legal 500* – IT and Internet – Tier 1 – Leading Individual – 2021
- *Legal 500* – Aviation – Tier 1 – Leading Individual – 2022
- *Acritas Star™* Lawyer – Intellectual Property & Technology - 2017-2020

'Gregory Tulquois is an ideal external lawyer for in-house counsel; he has a good grasp of all requisite legal matters and also understands the key commercial drivers of his customers. He also combines a deep knowledge of the aviation and aeronautic industry with excellent legal expertise. He understands the risks and opportunities of businesses and proposes innovative legal solutions.' – *Legal 500*, 2020

'Gregory Tulquois is an exceptional advisor – we can feel his passion for aeronautical industry and this translates into excellent work. He is always available and the advice is quick and excellent.' – *Legal 500*, 2020

Education

- Georgetown University Master of laws, LL.M.
- University of Lyon III Jean Moulin, DJCE., M.S. corporate counsel
- University of Lyon III C.E.S. in international business law and taxation with U. of Montpellier

Memberships

- Paris Bar
- New York Bar
- ICC - Commission on international commercial law and practice
- Georgetown University - Law Alumni Advisory Board

INSIGHTS

Publications

Better Contracts Podcast

4 November 2022

The biggest challenge currently facing all sectors globally is supply chain disruption. A perfect storm of post-COVID recovery spurring demand coupled with a lack of resources, the war in Ukraine, rising prices and energy costs mean suppliers are under pressure across the board. How are their contracts stacking up?

France introduces new measures to fight waste – significant impact on fashion industry

17 December 2021

In France, the adoption of the Climate and Resilience law, which follows the Anti-Waste Law for a Circular Economy, resulted in the creation of several additional environmental-related rules that affect the fashion industry, affecting the role of manufacturers, importers and distributors of textile and clothing products.

These laws introduce new requirements regarding waste and prevention, consumer information, reuse and fight against waste, spare

parts availability, manufacturer liability and environmental or sustainability marketing claims.

Sustainability claims - French perspective

22 July 2021

Sustainability and ESG Issues in Advertising

In this vlog, Gregory Tulquois looks at sustainability claims in advertising under French law.

Compare contract law around the world with our Global Contract Laws Guide

1 June 2021

DLA Piper is pleased to announce the launch of our updated Global Contract Laws guide.

The guide has been updated to reflect the changes in legislation in over 45 countries and in response to significant geopolitical events such as Brexit.

- Article: « EGalim 2 : renforcement de la transparence dans la chaîne agro-alimentaire et fort impact sur les négociations commerciales 2022 », Option Finance, November 2021
- "Aerospace and Digital Transformation", DLA Piper Digital Guide: Impact on Sectors, Lettre des Juristes d'Affaires (LJA), April 2019
- "Aéronautique et transformation numérique", Livre blanc : Le numérique et ses déclinaisons sectorielles, Lettre des Juristes d'Affaires (LJA), March 2019
- "Doing business in France", Thomson Reuters – Practical Law, February 2019
- "New French Law on Price Promotions", Nurture magazine, January 2019

Events

Previous

ANA Law Virtual One-Day Conference, Presented by DLA Piper

July 27, 2022 | 11:00 am - 3:15 pm

Webinar

Data Driven Business Transformation

8 December 2021

Embracing Digital Evolution in the Industrials sector

Webinar

The essential legal update for consumer goods businesses

29 September 2021

Webinar

- Seminar: "Franchising Law", October 2019
- Seminar: "Updates on Commercial Contracts Law - Commercial Negotiations", November 2018