



**Public Procurement/Projects
Practice**

BIRIŞ·GORAN
Legal + Tax



Firm Presentation


The law firm of Biriş Goran was launched in 2006. Since then, we have quickly established ourselves as counsel of choice for heavyweight international investors and local entrepreneurs alike. Chambers, PLC Which Lawyer? and Legal 500 have all listed us as top practices in Romania within our areas of specialty.

We have the resources and expertise to execute transactions to international standards. Large or small, domestic or cross-border, where and whenever needed.

Our 30+ attorney team is composed of experienced professionals supported by bright young talent, all with strong backgrounds from local and global firms. Many of our lawyers are also trained and licensed to practice in the US, UK and Canada. The result? Business-driven advice delivered on time and in a manner that meets, and often exceeds, our clients' expectations.

This is why during the past years we have been involved in high-profile, complex, multi-million EUR transactions, representing an array of leading multinationals, investment funds, developers and high net worth individuals.

In Romania's economy, vast opportunities go hand-in-hand with risk. We believe that our unique strengths make us the premier choice for getting you safely where you want to be in Romania and the wider region.






Public Procurement/Projects Practice

Since the enactment of the new public procurement legislation in May 2006 which in great part transposed the EU's Directive 17/2004 and Directive 18/2004 into the local legislation, with partner Dan Visoiu participating in the drafting process, Biriş Goran has advised various private sector investors and public institutions with respect to all aspects of public procurement projects.

In representing state institutions, Biriş Goran has assisted with the preparation of complex tender documentation under the new legislation, while with respect to private investors it has used its public-sector know-how to tailor submitted offers to ensure compliance with often-vague requirements. Our approach and experience has resulted in winning bids pertaining to projects with a value exceeding EUR 635 million. In addition, the firm has successfully represented clients which challenged various public procurement procedures before the National Council for the Resolution of Contestations.


Firm attorneys also have experience with public-private partnerships (PPP) projects in the Central & East European region and Romania.





Selected Recent Track Record

This presentation of our main track record is in no way exhaustive. We would be pleased to provide you with more detailed information upon request.

- Legal advisor to large multinational defense contractor with respect to multi-million EUR public procurement project concluded with Romanian public authorities;
 - Lead counsel to VAMED Standortentwicklung und Engineering GmbH CO KG, a Europe-based health care services company, in its successful tender and negotiations with the Romanian Ministry of Public Health regarding multi-million EUR project involving preparation of feasibility studies for 15 emergency hospitals;
 - Lead counsel in project representing the Spitalul de Urgență Universitar București with respect to reform program involving externalization of various services;
 - Selected pursuant to public tender as advisor to Administratia Lacuri, Parcuri si Agrement București (ALPAB) in connection with the set up a public private partnership for the development and operation of a wellness and sport facility in Bucharest;
 - Legal advisor to a joint venture between the subsidiary of an international company in the water treatment sector and the Municipality of Bucharest, concessionaire of water supply in Bucharest, with respect to a EUR 80 million project finance for a Potable Water Treatment Plant, as well as regards the tender documentation and EPC contract awarded pursuant to a public procurement tender.
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Public Procurement/Projects Team



DANIEL VIŞOIU

Daniel is a founding partner of Biriş Goran, and heads the firm's corporate/M&A practice group. Previously, between 1997 and 2004, he worked for a leading French international law firm (Moquet Borde & Associés, currently known as the U.S.-based Paul Hastings) where he was responsible for projects in the Central and East European region, including Romania. Between 2004 and 2006, Daniel was also a founding member of one of Romania's most well-known boutique investment banks.

Since 1997, Daniel has represented and advised a number of well-known multinational corporations and Romanian entrepreneurs, specializing in foreign direct investments, M&A and commercial/corporate law (with a particular focus on legal due diligence procedures), structured transactions, capital markets and has provided legal services relating to investment projects in a wide variety of sectors. Having been born in Romania and being a native English speaker, Daniel brings a considerable amount of added value to negotiations, as he is able to bridge the communication gap between foreign investors and local entrepreneurs.

Chambers Europe recommends Daniel, "as an excellent professional sought after for his international experience", and further mentions that the corporate/M&A practice group is a "dynamic set which responds to client needs and is more commercially oriented than larger firms." Practical Law Company (PLC) Which Lawyer? and the Legal 500 have both placed this practice group in its "Recommended" category.

Daniel is also involved in various pro bono activities, being a founding and current member of the Romanian Olympic Committee's Ethics Commission, and has been Chairman and Vice-chairman of the American Bar Association's Central European Law Committee and a Vice-chairman of the International Business Transactions Committee.



GABRIEL BIRIŞ

Gabriel is a founding partner of Biriş Goran, and is widely regarded as one of the leading tax experts in the country, with experience of over 14 years in the sector. He focuses on all aspects of taxation such as advising on optimum tax structures (both onshore and offshore), customs and leasing. He is also an experienced tax litigator. Gabriel participated in consultations with the Romanian Ministry of Finance with respect to the drafting of amendments to the Fiscal Code and its implementation legislation. Prior to founding Biriş Goran in 2006, he previously worked for international law firms Salans and Haarmann Hemmelrath, also as a tax attorney.

He regularly appears on talk-shows and is interviewed widely by Romanian television channels on taxation and general economic matters. He also regularly appears in the printed media, presents at numerous conferences and regularly publishes articles on tax issues in local and international publications.

Clients appreciate his business-oriented and innovative advice (that is not lost in disclaimers) which allows them to take clear decisions that respect institutional standards. The 2009 edition of Chambers Europe affirms his formidable reputation, stating that he is "universally acclaimed as the market leader...saluted by peers for being 'almost single-handedly responsible for all the standard documentation in the field'". He also is the only Romanian tax lawyer to be ranked 'Highly recommended' in the 2009 edition of PLC Which lawyer?.



RALUCA NĂSTASE

Prior to joining Biriş Goran as a partner in 2006, Raluca was chief operating officer between 2005 and 2006 at the CEFIN group, one of Romania's largest real estate developers. Before that, she was chief legal counsel to Avrig 35, also one of Romania's largest real estate developers, where she personally handled some of the landmark transactions undertaken by the group (including the Charles de Gaulle building). She began her career with the Ministry of Finance in 1998, and entered private practice in 1999, where she was part of the legal team which advised and finalized Romania's first sale & leaseback transaction.

The 2009 edition of Chambers Europe describes Raluca as *"particularly proficient in complex acquisitions, structuring and title investigations"*, clients citing her *"strong result-oriented approach and a distinct talent for building good client relationships"*. The 2009 edition of PLC Which lawyer? calls her *"a rising star in the Romanian real estate market...praised by her clients for her solid support on many of their transactions and her acute understanding of their business"*.



PAULA DICU

Before joining Biriş Goran in 2007, Paula began her legal career in 2003 with Muşat & Associates, where she gained valuable experience in projects relating to privatizations, domestic and cross-border mergers and acquisitions, with a focus on the real estate matters. Since joining Biriş Goran, Paula has continued to focus on these practice areas as well as to obtain substantial public procurement experience, assisting and providing legal advice to major multinationals and domestic investors in Romania.



SORIN AUNGURENCI

Before joining Biriş Goran at its inception in 2006, Sorin worked for the Bucharest office of Salans, where he was involved in numerous corporate matters. Since joining Biriş Goran, Sorin has developed an expertise in real estate matters, particularly title investigation and construction law, where he routinely advises on FIDIC agreements, and public procurement.



DIANA ZAMFIR

Diana has been with Biriş Goran in 2007, and since has focused primarily on public procurement, corporate and real estate matters. Diana has also obtained significant experience with the administrative law issues pertaining to public procurement tenders, having participated in success contestations of public procurement decisions before the National Council for the Resolution of Contestations.




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