



VILA

Abogados | Attorneys at Law

REGULATORY COMPLIANCE & SANITARY REGISTRATION

+ 5 000 Favorable
Legal Proceedings

+ 1 000 Satisfied
Clients

+ 40 Legal
Professionals

US

VILA is a leading firm in Mexico, formed by a team of professionals with a special **focus on business generation and added value.**

Our professional trajectory has been recognized by our clients, some of them part of the Fortune 500, the Nasdaq index, Bloomberg, among others, and we have also been recognized by various global publications such as Chambers & Partners, IAM Patent 1000, Benchmark Litigation, Latin Lawyer, Best Lawyer, Managing IP Handbook and Corporate INTL.

For VILA, favorable results for the benefit of the client is the best recognition of our work. Therefore, we carefully analyze the cases from their legal nature and the implications in the environments, for which we **offer integral solutions that adapt to their needs and the specific case of action.**



AT THE FOREFRONT OF OUR SPECIALTIES

VILA is distinguished by our commitment and institutional loyalty in favor of our clients, our untiring search for excellence and innovation, as well as for always being at the forefront of knowledge in the areas of our specialties.

Our Firm is the result of **preparation, training processes, collective effort, synergies, passion and creation of solid foundations** that seek success, satisfaction and favorable results for our clients.

public
recognition 

A VILA' member work "...is impressive [having] a very international approach to his business".

Chambers and Partners.



REGULATORY COMPLIANCE & SANITARY REGISTRATION

The regulation of economic activities poses a significant challenge for businesses. Regulatory activity is highly dynamic, and the **updating and creation of laws, regulations, and standards** are essential for the execution of the country's economic activity. Consequently, companies within regulated industries face substantial challenges that must be **addressed strategically**.

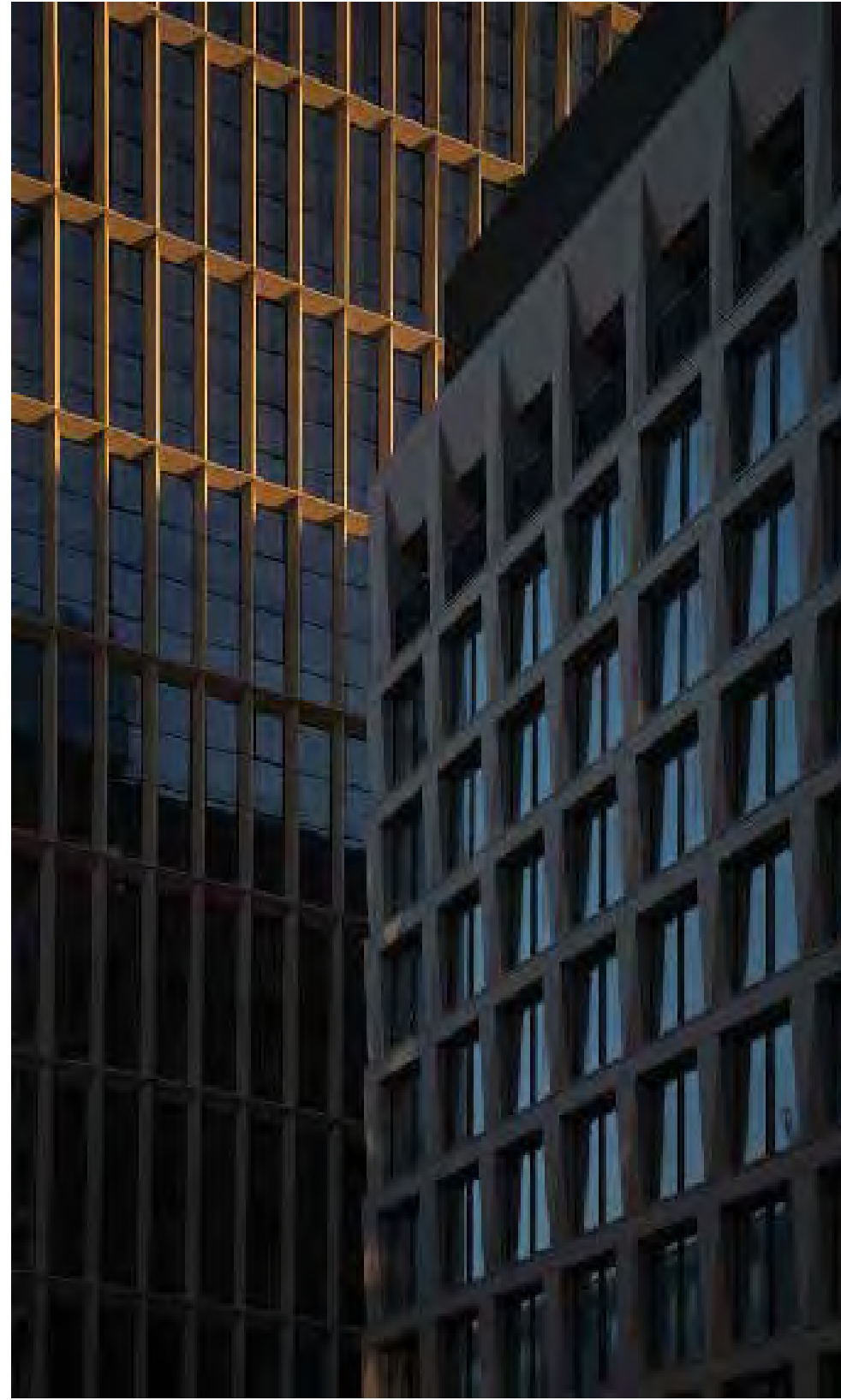
At Vila, we specialize in providing **strategic advisory services** to highly regulated industries, such as **food and beverages, alcoholic beverages, cosmetics, dietary supplements, hygiene products, pharmaceuticals, and medical devices**. By working in tandem with the Intellectual Property and Corporate departments, we offer specialized and innovative strategies to safeguard the assets of each of our clients and help them achieve their business objectives both locally and internationally. Additionally, we advise our clients on understanding the **political and regulatory landscape** that may impact their business in Mexico and other countries.



I. SERVICE AREAS

- **ADVICE ON ADMINISTRATIVE BIDDING PROCEDURES**
- **ADVICE AND MANAGEMENT OF PROCEDURES IN COFEPRIS**
- **REVIEW OF PRODUCT LABELING AND ADVERTISING IN ACCORDANCE WITH MEXICAN REGULATIONS**
- **HANDLING PROCEDURES IN PROFECO**

Our services in this practice area extend to those related to animal health and the good practices regulated by the Ministry of Agriculture, Livestock, Rural Development, Fisheries, and Food (SAGARPA) and its decentralized administrative body, the National Service for Agro-Alimentary Health, Safety, and Quality (SENASICA).



II. RELEVANT CASES

- Our firm advised an important company in the pharmaceutical industry to establish internal advertising review procedures in order to **safeguard its sanitary registration.**
- We assisted pharmaceutical companies in the **expansion of their products in LATAM.**
- The combination of our experience and work methodology was instrumental in assisting our clients in major **contingencies in several LATAM countries.**
- Assistance in **sensitive situations** related to product recall.
- Advice and management to an important pharmaceutical company for the **regularization of its sanitary registrations in LATAM.**
- Together with the corporate area, we have achieved the **incorporation and authorization of companies or branches throughout LATAM** for the application of sanitary registrations and the commercialization of our clients' medicines in these countries.
- Advice on the implementation of strategies for the **protection of sanitary registrations in several LATAM countries.**



PUBLIC RECOGNITION

& CLIENT TESTIMONIAL EXPERIENCE

VILA has also been recognized by the following international publications:



Some of our clients recognition:



"VILA Attorneys is our Go-To Law Firm for intellectual property matters. Víctor Vila's strategic planning and sophisticated craftsmanship, invariably provides us with tailor suited solutions to complex situations. I highly recommend.." - *Juan Pablo Patiño*
Legal Director



"The law firm that any world-class corporation would like to have by its side" - *Eduardo Pérez*
Head of Finance and Relations with Government



"We have found in VILA highly specialized counsel, approached on a very clear and objective perspective, that has been very valuable for our company best decisions." - *Enrique Orendain*
Mexico CEO

OUR CLIENTS

SOME OF OUR CLIENTS



OUR EXPERTS



ALMA HINOJOSA

PROFESSIONAL EXPERIENCE

- Integrator and coordinator of Private Investment Projects.
- Legal auditor of strategic projects, as well as in the implementation of strategies and legal solutions.
- Legal advisor to the Senator of the LXIV Legislature in legislative initiatives and processes.
- Legal auditor of the awarding processes and contracts of the Presidency of the Republic in the field of Information and Communication Technologies and National Security.
- Legal structuring to obtain authorization from the federal government for the use of María Cleofas Island, as well as structuring and implementation of the Cleofas Initiative Project, for the preservation of ecosystems, biodiversity and environmental goods and services of said protected natural area.
- Student of normative and referential frameworks in different subjects.
- Advisor on structuring Public Trusts and their operation.
- Member of the team responsible for the preparation of the Draft Law of Investment Projects and Provision of Services of the State of Jalisco (APP) and its Regulations.
- Giver of advice and support in delivery-reception procedures of the Public Administration.
- Advice on the restructuring process of the Intermunicipal Potable Water and Sewerage System, and reforms to the Water Law for the State of Jalisco and its Municipalities.
- Advisor to the Municipality of Zapopan in the legal instrumentation of the Comprehensive Services for the Equipment, Advice and Training of Information and Communication Technologies of the New Public Security Building and C2.
- Legal instrumentation of the contract for the services for Updating the Municipal Cartographic Base with LIDAR Technology of the Municipality of Zapopan.

EDUCATION

Diploma in Health Regulation in the Pharmaceutical Industry. By Instituto de Educación y Asesoría en Ciencias Farmacéuticas y Farmacológicas, S.C /Universidad Intercontinental.

Diploma in International Commercial Arbitration. By Instituto Tecnológico y de Estudios Superiores de Occidente (ITESO)

Seminar Federal Law for the Protection of Industrial Property, IMPI-Universidad Panamericana

Diploma Law training course- Public/ Private partnerships. Tecnológico de Monterrey, Banco Interamericano de Desarrollo and Universidad Politécnica de Madrid

Master in Public Law at Panamericana University in Guadalajara.

Diploma: "Municipal Public Management" at College of Jalisco, A.C. and University of Catalonia, Spain.

Diploma: "Municipal Regulations" at Institute of Technology and Higher Studies, (ITESO from its Spanish Acronym).

Course: "Mediation as a way of resolving conflicts", at Pepperdine University in Malibu, California, U.S.A., imparted at Panamericana University in Guadalajara.

Diploma in Municipal Administration at Cuauhtémoc University.

Law degree, at Western Institute of Technology and Higher Education (ITESO).

TRAJECTORY

Alma Hinojosa's experience is focused in the field of Administrative Law, advice and consulting on strategic public administration projects, concessions and trust funds, both public and private. In the corresponding legal audits of activities, projects and procedures of the Federal, State and Local governments. Structuring of bills and regulations as well as accompanying legislative processes. Legal coordination in the operation of state-derived entities and trusts. Studies of normative and referential frameworks in a variety of fields. Alma served as an Advisor to the internal politic structure of the city of Zapopan, Legal Director of the Ministry of Economic Development of the State of Jalisco, as well as Advisor to the Coordination of Public-Private Partnerships of the Government of the State of Jalisco. Member of the legal support group of the Executive Branch of Jalisco. Member of working groups convened by the State Executive for the integration of various state law reforms.

[Info - Client]

Our firm has developed highly specialized computer programs, the Info-Client system, an effective tool that allows our clients to consult via internet the status of their current and pending matters, reminders, monitoring, progress and in general the legal course of their matters.

“Anywhere, at any time our customers are *always informed*”

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