



## Susan Newell

Partner, Health

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**Toronto**

(416) 862-6797

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Bar Admission: Ontario, 2010

### Areas of Expertise

- Artificial Intelligence
- Cannabis
- Corporate Governance
- Food and Beverage
- Health
- Mergers and Acquisitions
- Pharmaceuticals and Life Sciences
- Procurement
- Seniors Living and Healthcare Properties

As a corporate, commercial and regulatory lawyer in Osler’s Health group, Susan is the primary trusted advisor to many health industry participants navigating highly complex and innovative healthcare issues. These participants include public hospitals, telehealth and virtual care providers, executive health and wellness providers, multi-disciplinary and vertically integrated private healthcare clinics, pharmacies, veterinary and dental service organizations and other diagnostic and surgical centres, healthcare service providers, not-for-profits and registered charities.

Susan also regularly advises clients on commercial and regulatory issues relating to regulated products, such as drugs, natural health products, medical devices (including software as a medical device), cosmetics, cannabis and food. This includes regulatory compliance, licensing, packaging and labelling, advertising and promotion, recalls and crisis management. Susan frequently assists clients engaging with Health Canada, the Canadian Food Inspection Agency and other federal and provincial regulators.

Leveraging her experience advising on healthcare products and services, Susan works with clients in both the public and private sectors. She regularly assists clients from the emerging and high-growth stage through to highly sophisticated health industry participants across Canada.

In her practice, Susan often helps Canadian and global healthcare and regulated product clients entering the Canadian market by providing relevant and practical legal advice. This includes providing regulatory opinions and legal advice relating to federal and provincial healthcare and regulated products laws, commercial agreements, clinical trials, outsourcing arrangements, the corporate practice of medicine, the delivery of private healthcare services, and health privacy matters.

Susan is recognized for her expertise by numerous industry publications including *Chambers Canada* in Healthcare: Corporate/Commercial & Regulatory, where one participant was quoted as stating, “Powerhouse legal counsel and a strategic, business-minded individual. Highly capable and exceeds expectations throughout.” Further, she is recognized by the *Canadian Legal Lexpert Directory* as Leading Lawyers to Watch: Life Sciences & Health, listed in the *Lexpert Special Edition: Technology and Health Sciences* and in *Best Lawyers in Canada*

(Healthcare).

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## Awards and Recognition

- **Chambers Canada: Canada's Leading Lawyers for Business:** Recognized in Healthcare: Corporate/Commercial & Regulatory
- **Best Lawyers in Canada:** Recognized in Health Care Law
- **Lexpert Special Edition:** Recognized in Technology and Health Sciences as a "Lawyer to Watch"

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## Credentials

### Education

- University of Toronto, J.D.
  - McMaster University, B. Kin. (Hons.)
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### Languages

- English
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### Professional Affiliations

- Ontario Bar Association
- Canadian Bar Association