



→ Valérie Demont

Partner
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Valérie Demont is a partner in the Corporate Practice Group in the firm's New York Office and is a leader of the firm's French Desk Team and the firm's South-Asia Team.

Areas of Practice

Valérie focuses her practice primarily on U.S. and cross-border mergers and acquisitions and corporate matters.

She has been involved in numerous mergers, acquisitions, joint ventures and dispositions for corporations and private equity funds in the U.S., Europe (including France) and South-Asia (India).

In addition, Valerie routinely advises foreign companies with the establishment and growth of their operations in the United States, acting as de facto "outside general counsel" for non-US companies in the United States.

Valérie is a frequent speaker at events focused on cross-border trade and has written or contributed to several publications.

Honors

Top 100 India-focused Global Lawyers, *India Business Law Journal*, 2019-2022

Experience

Ms. Demont has represented:

- a leading private equity healthcare specialist fund in its acquisition of a pioneer in infectious disease clinical guidance and antimicrobial stewardship based on machine learning and generative artificial intelligence (gen AI)
- a UK-based leading supplier of SaaS platform across discovery, study management, regulatory submission and clinical trial analysis in its acquisition of an advanced and cloud-based SaaS preclinical study management platform
- a world leader in energy solutions in its acquisition of a national provider of industrial and process automation solutions
- a European global player in the field of custom orthopedic prosthetics with multiple acquisitions of orthotics and prosthetics providers in the United States

- a leading private equity healthcare specialist fund in its acquisition of a fast-growing player in cutting edge DNA and RNA gene sequencing
- a world leader in construction in its acquisition of a family-owned specialist in road works and small-scale civil engineering projects
- a UK-based leading global insurance software provider in its acquisition of a leading digital client engagement platform
- a world leader in the design, construction and maintenance of energy-efficient, networked infrastructure in its acquisition of a telecommunications infrastructure company
- a US publicly-traded leader in data analytics and digital operations and solutions company in its acquisition of a data management solutions firm working with large banks, financial services and healthcare companies
- a leading international, independent next-gen management and AI consulting firm in its acquisition of a full-service digital agency integrating data, design, and media with conceptual and emotional storytelling
- an NYSE listed global creative platform in its acquisition of an internet software and services company
- a French consulting services company with several acquisitions of consulting firms in the United States
- a French investment company in its acquisition of hospitality-focused architecture firms based in California
- Europe's leading multichannel fulfillment provider in its acquisition of a provider of direct-to-consumer and order fulfillment services in the United States
- a NASDAQ-listed BPO and data analytics company with its acquisition of a global technology + consulting and services leader
- a French manufacturer of expert solutions for low voltage power and energy performance in its acquisition of a manufacturer of bolted pressure contact switches and of a manufacturer of power transformers
- a NASDAQ-listed insurance technology company in its sale to a private equity fund
- a French private equity fund in its acquisition of three bioanalytical laboratory companies and businesses
- a NASDAQ-listed BPO and data analytics company in its acquisition of a healthcare data analytics company
- a NASDAQ-listed insurance technology company in its acquisition of a publicly-traded policy administration software company
- a US insurance technology company in its acquisition of an InsurTech product company
- an NYSE-listed global creative platform in its acquisition of an industry leader in the creation, optimization, publishing and monetization of 3D models resulting in the creation of the world's largest 3D marketplace
- a French publicly-traded energy group in its acquisition of an energy distribution business in the U.S.
- a U.S. publicly-traded IT services company in its sale to a French publicly-traded IT services company
- a French bank with the \$500 million sale of its equity interests in a U.S. publicly traded company
- a private equity fund with an acquisition and a separate joint venture in the trucking and transportation logistics company
- a private equity fund with its acquisition of a cutting tool business in Canada and the U.S.
- a private equity fund in connection with multiple acquisitions in the fastener industry
- a private equity fund with its acquisition of a leading home fashion supplier

- an Indian IT services company with its acquisition of a cloud-based consulting business
- the owners of schools focused on special education needs with the sale of the business to a private equity fund
- an Indian publicly traded IT company with several U.S. acquisitions of IT services providers for the insurance industry
- a U.S. publicly traded India-based BPO company with several U.S. acquisitions of IT services providers
- a leading global provider of business information solutions to law firms, corporations and government with its acquisition of a leading Indian publisher
- a French publicly-traded group in an acquisition of a U.S. technology engineering firm with India operations
- a French publicly-traded group in an acquisition of a U.S. integration firm
- a French software company in an acquisition of a Canadian software company with U.S. operations
- a French medical imaging software company in connection with the establishment of its U.S. operations
- a French medical equipment rental company in connection with the establishment of its U.S. operations
- a French technology company with its sale to a French publicly traded media and technology company

Articles

French Desk Blog Posts

- "Understanding the U.S. Embassy Paris Certification Requirement," April 3, 2025
- "Navigating the New Era: Insights from 'Back to the White House: The Next Trump Administration'," December 5, 2024
- "The Corporate Transparency Act and Foreign Entities: What You Need to Know and How We Can Help," February 28, 2024
- "Foreign-owned companies operating in the United States must file a 5 year survey with the U.S. Department of Commerce by May 31, 2023 (for paper filings) and June 30, 2023 (for electronic filings)," May 3, 2023
- "Frances's Chevalier of the National Order of the Legion d'Honneur Awarded to Seema Hingorani Founder of Girls Who Invest," April 1, 2021
- "Main Street Loan Program – US Subsidiaries of Foreign Companies Can Apply," June 15, 2020
- "The U.S. economic recovery plan: benefits, limits and risks for French companies in the United States," May 15, 2020
- "COVID-19–The 30-Day Mark – A Discussion by Companies on Navigating the New Reality," April 23, 2020
- "Paycheck Protection Program Loan Applications are Opening Today – Eligibility for Small US Businesses Owned by Foreign Companies," April 3, 2020
- "Opening a U.S. Bank Account Can be Much More Onerous than you Think and Can Delay Your Cross-Border Transaction or Growth Plans in the U.S.," July 13, 2018
- "Foreign Investors in the US are required to declare their investments to the Bureau of Economics and Analysis of the U.S. Department of Commerce," June 26, 2018

Media Mentions

Aid to SMEs: French entrepreneurs face the chaotic beginnings of the Paycheck Protection Program
French Morning, 04.15.2020

Majesco's \$12 Million Acquisition of InsPro Technologies
Global Legal Chronicle, 02.24.2020

Don't Miss It: Hot Deals & Firms We're Following This Week
Law360, 05.07.2018

Sheppard Mullin Adds Partners To Corporate Practice
Law360, 08.15.2017

Events

Exclusive Breakfast Debate: Decipher the New Trump Administration and its Major Impacts
03.13.2025

Main Street Loan Program – US Subsidiaries of Foreign Companies Can Apply
Webinar, 06.30.2020

The CARES Act and U.S. Subsidiaries of Foreign-based Parents – Eligibility Criteria and Other Pitfalls
Webinar, 04.16.2020

COVID-19 – The 30-Day Mark – How Companies Are Navigating the New Reality, Hear From Three Business Leaders
Webinar, 04.14.2020

The CARES Act: A General Overview & Eligibility Guidelines for France-Headquartered Companies
FACC-NY Webinar: CoVid-19 Stimulus Series #3
04.08.2020

Managing the Impact of COVID-19 on Your Business in the United States
Business France Webinar, 03.26.2020

Memberships

Girls Who Invest: Ms. Demont is outside pro bono counsel of Girls Who Invest, a nonprofit organization dedicated to building the pipeline of women in asset management and executive leadership in the asset management industry.

The French Insider: Ms. Demont is a leader of the firm's podcast, The French Insider, a monthly podcast dedicated to business leaders doing business in the United States and Europe.

Liz Pantry: Ms. Demont is a member of the Executive Leadership Team of Liz Pantry, a food pantry on Manhattan's upper east side.

Sing for Hope: Ms. Demont is the former outside pro bono counsel, former member of the board of directors and former chair of the finance committee of Sing for Hope, a nonprofit organization that mobilizes professional artists in volunteer service programs for schools, hospitals and communities.

New York City Bar: Ms. Demont is the former chair of the subcommittee on Best Practices for Women Attorneys of the New York City Bar and is the co-author of the New York City Bar's report on "Best Practices for the Hiring, Training, Retention and Advancement of Women Attorneys" issued in February 2006.

Columbia University School of Law: Ms. Demont is a former adjunct professor at Columbia University School of Law where she taught a seminar on cross-border transactions focused on doing business in India.

Podcasts & Webinars

French Insider Episode 42: AI at Work: Steering Employers Through Legal Minefields with Melissa Hughes of Sheppard Mullin

12.17.2025

French Insider Episode 38: Securing the Future: Cybersecurity & Data Privacy in the Trump Era with Jonathan Meyer, Liisa Thomas and Carolyn Metnick of Sheppard Mullin

01.14.2025

French Insider Episode 37: Trump's Trade War: Tariffs and Their Impact on the Global Economy with Reid Whitten of Sheppard Mullin

12.09.2024

French Insider Episode 36: Back to the White House: The Next Trump Administration with Jonathan Meyer of Sheppard Mullin

12.02.2024

French Insider Episode 34: Cosmic Collaborations: Financing, Innovation, and Franco-American Partnerships in Space with Noel Rimalovski of GH Partners LLC

09.03.2024

French Insider Episode 32: Navigating Global Capital Markets with Erik Sloane of Cboe Global Markets [Replay]

06.04.2024

French Insider Episode 29: Navigating Global Capital Markets with Erik Sloane of Cboe Global Markets

01.31.2024

French Insider Episode 28: M&A in the US: How French Businesses Can Find a Target & Seal the Deal [Replay]

01.08.2024

French Insider Podcast Episode 26: Setting up Business in the U.S. with Valère Horath and Valerie Demont [Replay]

10.11.2023

French Insider Episode 24: From Seed to Success: A French Start-Up's Guide to Launching in the U.S. with Caroline Faucher-Winter

07.31.2023

French Insider Episode 23: M&A in the US: How French Businesses Can Find a Target & Seal the Deal

06.30.2023

French Insider Episode 22: French Investments in the U.S. Wine Industry with Jean Hoefliger of JH Wine Consulting [Replay]
06.01.2023

French Insider Episode 20: Growing Your Business in America: The Story of Qobuz and Its Growth in Music Streaming with Dan Mackta
02.27.2023

French Insider Podcast Episode 19: Growing Your Business in the US and Canada: The Story of Maman and the Power of Social Media [Replay]
01.03.2023

French Insider Episode 18: Debriefing the Results of the Brazilian Election and its Effect on Multinational Business with Fernando Zanotti Schneider of Abe Advogados
11.30.2022

French Insider Episode 17: The Ins and Outs of International Production and Entertainment with Tim Stephen
11.01.2022

French Insider Podcast Episode 16: Growing Your Business in the US and Canada: The Story of Maman and the Power of Social Media
09.30.2022

French Insider Podcast Episode 15: Villa Albertine and the French Embassy's Role In Helping Artists Come to America
09.08.2022

French Insider Podcast Episode 14: French Investments in the U.S. Wine Industry
06.09.2022

French Insider Podcast Episode 13: Additional Sanctions Against Russia: What Businesses Need to Know
05.02.2022

French Insider Podcast Episode 12: Navigating the Metaverse with Jim Gatto
03.31.2022

French Insider Podcast Episode 11: Setting up Business in the U.S. with Valère Horath and Valerie Demont
03.03.2022

French Insider Podcast Episode 10: Buy America Provisions in the Infrastructure Bill: What this Means for Foreign Companies with David Gallacher
02.02.2022

French Insider Podcast Episode 9: What Foreign Energy Companies Need to Know about the \$1.2 Trillion Infrastructure Bill
12.16.2021

French Insider Podcast Episode 8: Tips for French Individuals Relocating to the US: Dos & Don'ts, Hiring, and Adjusting to Cultural Differences with Romain Poirot
11.01.2021

French Insider Podcast Episode 7: What Businesses Need to Know about the US and Canadian Workforces: HR, Return to Office, and Cultural Differences with Wendy Alderdice
09.30.2021

French Insider Podcast Episode 6: How European State Aid Impacts French Subsidiaries of U.S. Companies with Jacques Derenne
09.01.2021

French Insider Podcast Episode 5: Understanding a Company's Sales and Use Tax Liabilities in the U.S. with Justin Hepworth
08.02.2021

French Insider Podcast Episode 4: Time Management, Customer Service, and Negotiations as a French Business in the U.S. with Aurélie Bessière
06.29.2021

French Insider Podcast Episode 3: How French Companies Can Prepare to Do Business in the U.S. with Paula Clozel
06.01.2021

French Insider Podcast Episode 2: Business Immigration Challenges Companies Should Know About in 2021 with Julie Myers Wood
06.01.2021

French Insider Podcast Episode 1: What Businesses Should Know About International Trade Policies Under the New Administration with Reid Whitten
06.01.2021

Main Street Loan Program – US Subsidiaries of Foreign Companies Can Apply
06.30.2020

The CARES Act and U.S. Subsidiaries of Foreign-based Parents – Eligibility Criteria and Other Pitfalls
04.16.2020

COVID-19 – The 30-Day Mark – How Companies Are Navigating the New Reality, Hear From Three Business Leaders
04.14.2020

Practices

Corporate

Capital Markets

Emerging Company & Venture Capital

Mergers and Acquisitions

Private Equity

Public Company Corporate Governance and Compliance

International Reach

France

South Asia

Technology Transactions

Canada

Français

Industries

Food and Beverage

Life Sciences

Private Equity

Education

LL.M., Columbia Law School, 1995

LL.M., University of Paris II - Pantheon-Assas, 1994

LL.B., University of Rennes, 1991

Admissions

New York