



## Christian J. Fogliani, Assistant General Counsel

Advising Clients on Contract Drafting, Negotiations,  
Business Development and General Legal Counsel



### Education

- Santa Clara University – JD, MBA
- UC Berkeley – BA Psychology and Rhetoric

### Prior Experience

- Founder/General Counsel, Fogliani Foods Company
- EVP/General Counsel, Outsource Manufacturing, Inc.
- Ropers, Majeski, Kohn & Bentley, PC

### Contact Information

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Christian Fogliani is an Assistant General Counsel at GeneralCounselWest, advising healthcare providers and medical services companies on general business, corporate, transactional, and operational matters. He has extensive experience negotiating complex business agreements on behalf of our clients including Master Service Agreements, Employment Agreements, Health Information Exchange Agreements, Business Associate Agreements and Software Licensing Agreements. He also advises clients on a variety of Compliance issues including HIPAA, Fraud & Abuse, and Stark/Anti-Kickback. As a JD/MBA with 10+ years of in-house general counsel experience, Christian is able to provide a unique perspective and a wide breadth of counsel to our clients.

Prior to joining GeneralCounselWest, PC, Christian served as General Counsel and EVP, Human Resources of a US-based manufacturing business for 10 years. Prior to that he spent 5 years in Business Development in Silicon Valley focused on customer acquisition for emerging companies. Christian began his legal career at Ropers, Majeski, Cohn and Bentley, with a focus on general business litigation.

Christian earned his JD and MBA from Santa Clara University. He was a recipient of the Public Interest Law Endowment and an Executive Officer of the Public Interest Coalition. He earned a Bachelor of Arts in Psychology and Rhetoric from the University of California, Berkeley where he was also a member of the California Lightweight Crew team and served as Program Coordinator for Stiles Hall, a non-profit community service organization.

Christian serves on the Board of Advisors to an Italian cookie business that he started in 2015 to honor his grandfather who came to America in 1904 and started his own cookie and pasta business.