

Dr. Chetan Sanghvi

Managing Director



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Dr. Sanghvi is an expert in industrial organization and antitrust economics. He has evaluated the competitive impacts of numerous proposed mergers and acquisitions (in the US, Canada, and Europe), engaged with policy makers and antitrust enforcers, and provided expert economic and statistical testimony regarding the results of his research. Dr. Sanghvi has served as an expert economist in antitrust merger challenges on behalf of, as well as against, the Federal Trade Commission (FTC) and other governmental agencies.

His expertise covers issues involving horizontal and vertical mergers; vertical restraints, including MAP requirements, distribution, licensing, and after-market issues; pay-for-delay; collusion; and foreclosure and exclusion. Dr. Sanghvi also testifies in matters involving the analysis of liability and damages in competition and commercial litigation, including alleged trademark and patent infringement, breach of contract, and Lanham Act violations.

Dr. Sanghvi has previously served two tours of duty with the FTC. In his most recent stint with the agency, he was Economics Advisor to the office of Commissioner Brill, the testifying economics expert in numerous competition matters, and the lead economist on major FTC litigations such as *FTC v. Whole Foods*. He was also the lead economist on an inter-agency Presidential task force on pricing and competition in the oil industry and provided technical aid and training to the Competition Commission of India. Dr. Sanghvi received the Paul Rand Dixon, Frances Walker, and Janet D. Steiger awards during his most recent tour of duty at the FTC. His work at the FTC covered numerous competitive concerns and a variety of industries including health care, pharmaceuticals, medical devices, search engines and the internet, consumer and industrial products, entertainment, and retail services.

Dr. Sanghvi's research has been published in antitrust policy journals. He serves frequently as a panelist in discussions of antitrust policy and analytics and is recognized as an antitrust and competition consulting expert by Who's Who Legal. He has taught graduate economic theory at New York University, and industrial organization, antitrust policy, and game theory at Johns Hopkins University, Rutgers University, and Trinity College (Hartford). He has refereed for the *Journal of Economics and Management Strategy*.

Education

PhD in economics, Rutgers University

BA in economics, Northwestern University

Publications

- *From Staples to Staples: 20 Years of Merger Enforcement in the United States*
- *We Need A Law To Recognize And Combat Pyramid Schemes*
- *Meet the New 'Boss': Competitive Effects Analyses in Staples/Office Depot*
- *An Economic Analysis of the Criteria Used to Distinguish Direct Sellers from Pyramid Schemes*

Practice Areas

Antitrust and Competition

Commercial Litigation and Damages

Intellectual Property

About NERA

NERA Economic Consulting (www.nera.com) is a global firm of experts dedicated to applying economic, finance, and quantitative principles to complex business and legal challenges. For over half a century, NERA's economists have been creating strategies, studies, reports, expert testimony, and policy recommendations for government authorities and the world's leading law firms and corporations. With its main office in New York City, NERA serves clients from more than 25 offices across North America, Europe, and Asia Pacific.