

Daniel Mateo

SHAREHOLDER

Miami, FL | 305.921.1806

dmateo@polsinelli.com



Daniel Mateo is a litigation and business disputes attorney with over 30 years of experience. He has considerable experience handling commercial litigation and arbitration matters across a range of business sectors, with a particular focus on the pharmaceutical and life sciences industries. Dan has served as both first- and second-chair in numerous proceedings.

Recognized for his strategic approach to achieving successful outcomes, Dan tailors strategies based on the unique aspects of each case, including the nature of the dispute, client objectives, risk tolerance, adversary dynamics and venue considerations.

As a native Spanish speaker of Puerto Rican descent, Daniel is actively involved in the Hispanic legal community. He is a former president of the Hispanic National Bar Association and a former president of the Hispanic Bar Association of New Jersey, where he mentors young attorneys and supports diversity and inclusion initiatives within the legal profession.

Daniel is licensed in both Florida and New Jersey and has significant practice in both state and federal courts in New Jersey.

Education

- University of Pennsylvania School of Law (J.D.)
- Rutgers University (B.A.)

Bar Admissions

- Florida
- New Jersey

Court Admissions

- U.S. Court of Appeals, Third Circuit
- U.S. District Court, District of New Jersey
- State of New Jersey

Capabilities

- Litigation
- Products Liability & Toxic & Mass Tort
- Commercial Litigation
- Life Sciences
- Products Liability Life Sciences
- International

- State of Florida

Memberships

- Hispanic Unity Foundation
 - Board Member
- Hispanic National Bar Association
 - Current Member; President, 2023-2024, President-Elect, 2022-2023
 - Health and Life Sciences Law Committee, Co-Chair, 2015-Present
 - Nominations Committee, 2017-2018
 - Elections Committee, Co-Chair, 2014-2015
 - General Counsel, 2013-2014
 - Personnel Committee, Chair, 2007-2008 and 2010-2011
 - LGBT Division, Founding Member and Chair, 2007-2008
 - Region III (N.J.) President, 2005-2008
- Hispanic Bar Association of New Jersey
 - Lifetime Member
 - President, 2011-2012;
 - President-Elect, 2010-2011
 - Recording Secretary, 2005-2006
 - Membership Secretary, 2004-2005
- New Jersey State Bar Association
 - Current Member
 - Judicial and Prosecutorial Appointments Committee, Current At-Large Member and South Jersey, Vice Chair, 2014-2015
 - Association Nominating Committee, Chair, 2015-2016
- New Jersey Law Firm Group
 - Chair, 2004-Present
- Hispanic Lawyers Society of New York, 2011-Present
- LGBT Bar Association of Greater N.Y., 2010-2012

Recognition

- Recognized by The Hispanic Bar Association of New Jersey, Margarita Echevarria Trailblazer of the Year Award, 2024
- Named "Top Lawyer: Law Firm/Corporate Counsel" by AL DÍA News Media, 2019
- Received "Good Scout Award," by Scoutreach Boy Scouts of America, 2018
- Named "Professional Lawyer of the Year," by New Jersey State Bar Association Commission for Professionalism in the Law, 2013
- Recognized as "*Campeon De La Justicia, Alianza*," Rutgers School of Law, 2012
- Selected for inclusion in *New Jersey Business* magazine's, Forty Under 40, 2007

Languages

- Spanish (Fluent)

Matters

General Business Litigation and Arbitration

- Representing a foreign manufacturer and its U.S. subsidiary in a breach of contract action resulting from the failed sale of manufacturing facility located in China; obtained precedential dismissal of the foreign parent company for lack of personal jurisdiction Representing U.S. and international entities in an American Arbitration Association (AAA) arbitration alleging breach of a purchase and sale agreement.
- Represented an information technology (IT) outsourcing and consulting company in pre-arbitration negotiations resulting from alleged breach of a series of complex software development agreements.
- Represented a major oil and gas company in the termination of large distributor for selling misbranded gasoline in violation of franchise agreement.
- Second-chaired a two-week jury trial in New Jersey State Court for a client facing defamation and related claims in connection with a background check.
- Second-chaired a 10-day jury trial in New Jersey federal court for a consumer products company facing claims of trademark infringement.

Class Action Litigation

- Represented a car rental company in a putative nationwide class action concerning administrative and other fees charged to customers.
- Represented a Fortune 500 manufacturer of heating, ventilation and air conditioning (HVAC) systems in a putative nationwide class action alleging manufacturing defects and breach of warranty.
- Secured a complete dismissal of two putative nationwide class actions seeking reimbursement damages for allegedly defective consumer product following a product recall.

Pharmaceutical Commercial Litigation

- Secured a summary judgment on liability for a client who claimed a breach of a development, manufacturing and supply agreement for over-the-counter cold and allergy medications.
- Served as lead defense counsel for a New Jersey-based pharmaceutical company faced with five separate American Arbitration Association (AAA) arbitration hearings in Chicago, involving an \$8 million dispute with business partner under a product development and supply agreement.
- Second-chaired a Paragraph IV patent infringement trial before in the U.S. District Court for the District of Delaware brought against a foreign pharmaceutical company and its U.S. subsidiary under the Hatch-Waxman Act.
- Defended the Consumer Products division of a branded pharmaceutical company against an action brought by a competitor, which sought to prevent the client from hiring a senior research scientist for its oral health care department based on claims of "inevitable disclosure" of confidential information and/or trade secrets.

Commercial Real Estate Litigation

- Regularly represent and counsel major, multinational corporations in connection with commercial leasing and real estate disputes, often relating to their national and international headquarters.
- First-chaired a weeklong bench trial concerning an alleged breach of an agreement to purchase a ground lease interest in a New Jersey commercial property.
- Represented a multinational telecommunications company in a dispute with its commercial landlord concerning a wrongful lease termination.

E-Discovery Practice

- Designed and implemented preservation, collection and production programs for

paper and electronic discovery involving millions of pages.

- Selected Enterprise Software Initiative (ESI) vendors, negotiated scope of work agreements and supervised their processing and production of documents.
- Counseled companies on the preparation and design of document-retention policies and implementation of litigation holds.

Publications

March 19, 2025

Diversity & Inclusion, Individual Finalists: Daniel Mateo, Polsinelli

Featured, Daily Business Review