

A night-time photograph of a city skyline. The most prominent feature is a tall, slender skyscraper with a blue-tinted facade, illuminated from within. The building is surrounded by other modern office buildings, some with glowing windows. In the background, a vast cityscape is visible, with numerous lights from buildings and streets stretching across a hillside. The sky is a deep purple and blue, suggesting twilight or early evening. The overall scene is a vibrant and modern urban landscape.

Alt_
Legal

Soft Landing Services

Legal services for business operations in the Republic of Chile

Soft Landing Services



The Soft Landing service provided by LAT33 is specifically designed for companies looking to start operations in Chile, offering comprehensive legal advisory services to ensure a smooth establishment process in full compliance with local regulations.

We focus exclusively on the legal aspects of Soft Landing, offering the following services:

- Incorporation and Registration of the Legal Entity in Chile.
- Local Legal Representation.
- Intellectual Property Protection, Including Trademark Registration, Copyrights, and Related Contracts.
- Ongoing Legal Consulting and Advisory Services in Civil, Commercial, and Labor Contracts.
- Immigration Legal Services, Including Processing of Immigration Procedures, Visas, and Work Permits for Expatriates.
- Preventive Advisory Services in Ordinary Labor Matters.
- Management and Documentation of Ordinary Corporate Matters (Board Meetings, Shareholder Assemblies).
- Extrajudicial Management of Common Disputes with Suppliers, Clients, and Employees.
- Strategic Management of Extrajudicial Debt Collection.
- Legal Assistance in Public Procurement (Review and Analysis of Bidding Terms and Contracts).
- Legal Advisory Services in E-commerce (Terms and Conditions, Privacy Policies, and Technology Contracts).



Experience

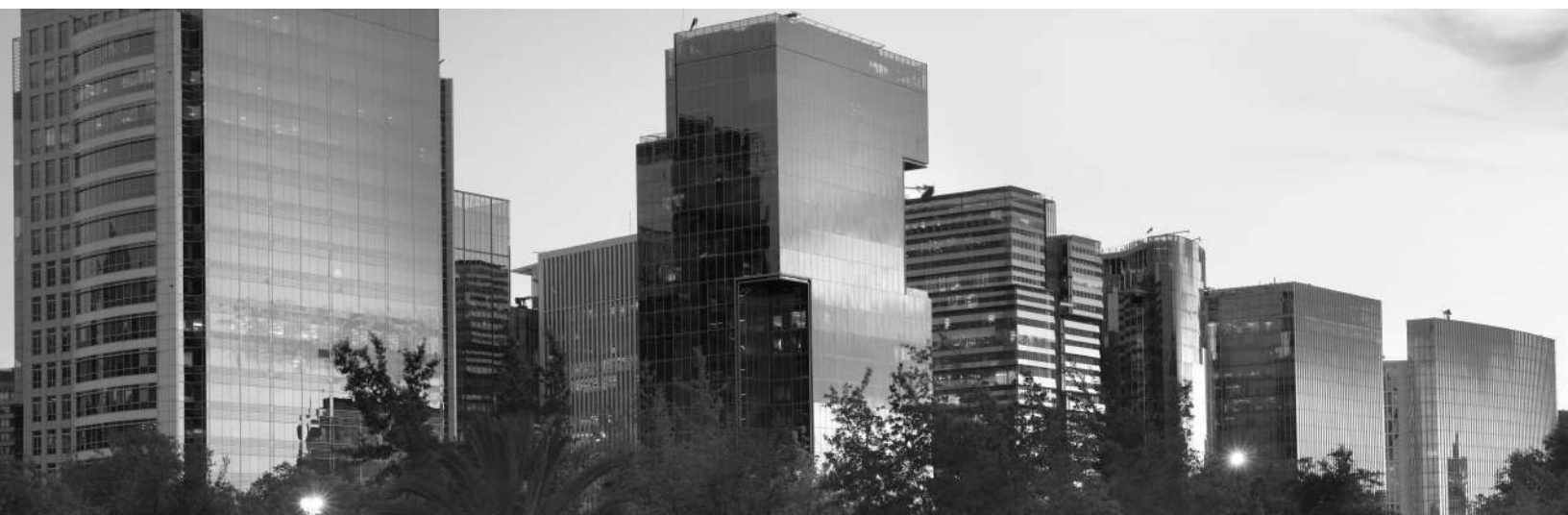


Corporate Legal Advisory

Our professionals have provided legal counsel to a wide range of large and multinational companies, advising on audits, compliance programs, regulatory adaptation, data protection policies, data governance, and transfer agreements.

We have also assisted clients in matters related to information technology across various industries, including Chilean and foreign companies in the following sectors:

- Clinics.
- Private Health Insurance providers.
- Insurance Companies.
- Universities.
- Professional Institutes and Technical Training Centers.
- Commercial Registries and Financial Information Services.
- Industrial and Energy sector Companies.
- Electric Power Generation Companies.
- Automotive and Truck Manufacturers and Distributors.
- Companies Engaged in Industrial and Energy Machinery Manufacturing.
- *Hardware* Manufacturers.
- *Cloud Computing* and SaaS Service Providers.
- eCommerce and Retail Companies.
- *Software* Developers.
- Technology Companies, including Fintech, EdTech, Smart Cities, HealthTech, GovTech, IoT, and AgriTech.



About us



Who We Are

LAT33 is the soft landing unit of AltLegal created to help global tech companies establish and operate in Chile quickly, securely, and efficiently.

As a strategic partner to our clients, we aim to create value through cutting-edge legal services and the promotion of high-performance corporate cultures.

Our Clients

Our clients primarily consist of companies, trade associations, and non-profit organizations.

Since 2014, we have served more than 100 companies, including Chilean enterprises of various sizes and multinational corporations from the United States, Germany, Spain, the United Kingdom, Peru, Colombia, and others.

Practice Areas

We provide services in the following legal fields:

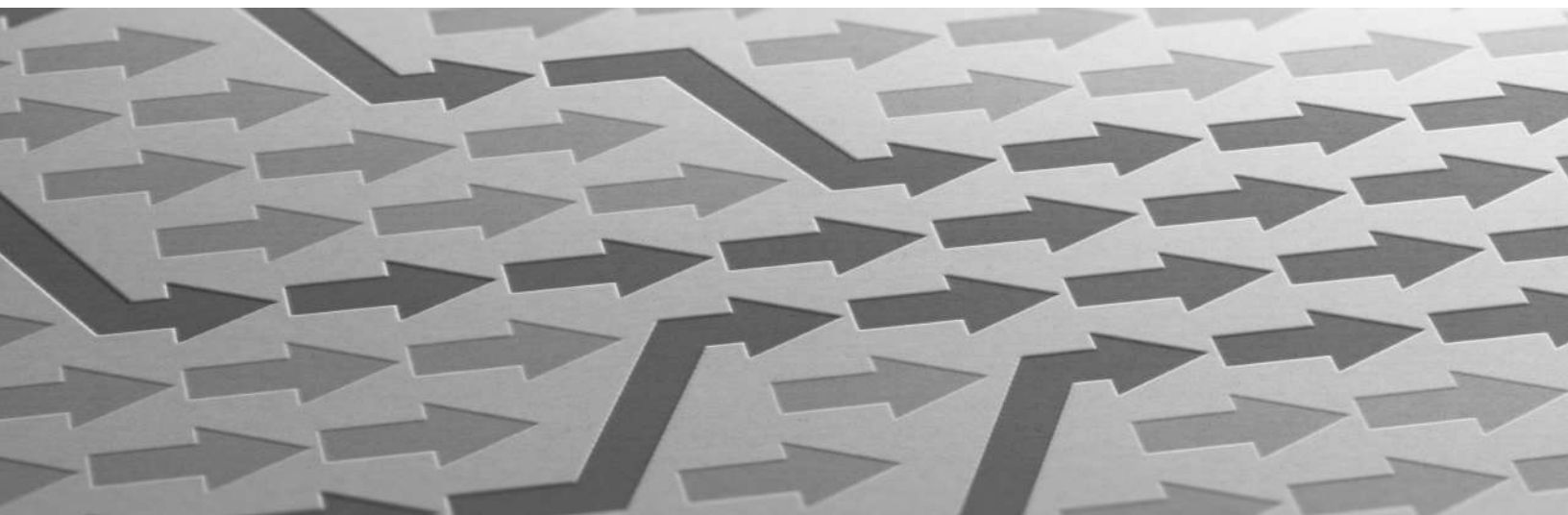
- Innovation and Information Technology Law
- Data Protection Law
- Corporate and Business Law
- Labor and Employment Law
- Administrative Law and Public Procurement
- Litigation
- Consumer Protection Law

More Information

To learn more about us, check out our brochure.



Download our brochure



Our Team



Fernando Fernández

Lawyer from Diego Portales University (UDP), holding a *Master of Laws* (LL.M.) from the University of Chicago (USA) and an LL.M. *in Innovation, Technology and the Law* from the University of Edinburgh (UK).

He also holds diplomas in Business Management and Innovation from Pontificia Católica University of Chile.

With over 15 years of experience, he specializes in advising companies on intellectual property, e-commerce, data protection, and technology transfer. He has collaborated with the Government of Chile on e-government initiatives such as ChileAtiende and ClaveÚnica.

In addition to founding AltLegal, he serves as Secretary-General of the Chilean Technology Companies Association (CHILETEC).

Daniela Agurto

Lawyer from Diego Portales University, with a Diploma in Real Estate Law and Business and a Diploma in Commercial Strategy from Pontificia Católica University of Chile.

She has extensive experience advising national and international companies in corporate law, civil and commercial contracting, negotiation, and dispute resolution, including procedures with public authorities.

Her expertise includes international trade, particularly in the negotiation of international sales contracts and export sector transactions with the United States, China, and various European countries.

From 2020 to 2022, she served as Deputy Director of Collective Voluntary Procedures at SERNAC, leading strategic collective compensatory agreements.



Patricia Marín

Lawyer from Pontificia Católica University of Valparaíso, with a Postgraduate Diploma in Tax Law from Universidad del Desarrollo, currently pursuing a Master's in Private Law at University of Valparaíso.

With over 15 years of experience, she specializes in labor, corporate, and real estate law.

She has held senior roles at Los Andes Compensation Fund, Conavicoop Company, and Miramar Real Estate, and was a general legal advisor at the SERCOTEC Business Development Center in Iquique Sur.

She has provided corporate training in labor, corporate, and immigration law. In 2005, she was awarded as the Best Law Graduate at her university.



Our Team



María Loreto Fernández

Lawyer from Pontificia Católica University of Valparaíso. Holds a Diploma in Consumer Law from Pontificia Católica University of Chile and a Diploma in Personal Data Protection from University of Chile.

She has 10 years of experience working with companies and educational institutions in areas related to data protection, e-commerce, intellectual property, consumer protection, civil contracts, and corporate affairs.

Darío Asencio

Lawyer from University of Chile, with a Postgraduate Diploma in Modern Corporate Financing from University of Chile and a Master's in Tax Law candidate from University of Concepción.

He has experience in civil and commercial contracting, real estate law, inheritance law, and mining law, having worked for BancoEstado and as Corporate Legal Counsel at Bofill Mir & Álvarez Jana.



Margarita Zegers

Law graduate with distinction from Diego Portales University, with experience in family law, corporate law, compliance, litigation, and extrajudicial debt collection at AltLegal.

She has also worked on real estate contract drafting at A4 Arquitectos and was a teaching assistant in "Skills for the Practice and Development of the Legal Profession» for the Master of Law at University of Valparaíso. She speaks advanced English and basic German.



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