

Taxes and Business Strategy

15.518

Questions for Whelan Pharmaceuticals

1. What are the tax issues (factors) for Whelan Pharmaceuticals relevant for deciding where to manufacture Varex? For each factor, which country would you favor in site selection?
2. What are the non-tax factors? For each factor, which country would you favor in site selection?
3. How did each member of the Location and Sourcing Committee weight the factors? Did the members leave out any factors that they should have considered in their analysis? How would you weight the factors?
4. Do you agree with the decision to narrow the choice to Ireland and continental Europe?
5. Where should Whelan manufacturer Varex?