



THE BTI CLIENT SERVICE ALL-STARS 2015

**354 ATTORNEYS ABSOLUTELY BEST AT CLIENT SERVICE.
GENERAL COUNSEL NAME THE ATTORNEYS ON TOP.**

OVERVIEW | 1

**CULTIVATING CLIENT
SERVICE STANDOUTS | 4**

**BTI CLIENT SERVICE
ALL-STARS 2015:
THE LINEUP | 12**

**HOW TO BECOME A
BTI CLIENT SERVICE
ALL-STAR | 57**

**BTI'S DATA AND
METHODOLOGY | 61**

ABOUT BTI | 63

CONTACT BTI | 66

The 354 attorneys in this report are the individuals clients think of—and turn to—first. Why? They service clients better than anyone and everyone.

Most attorneys are focused on building out the expertise and practice capabilities needed to tackle every client need. Relatively few focus on delivering the absolute best client service. Not just good, the absolute best. As in: **servicing the client better than anyone else.**

The BTI Client Service All-Stars is BTI's definitive annual guide to the attorneys commanding the attention of General Counsel and legal decision makers at large organizations. This is not your over-reported list of rainmakers, dealmakers, or power brokers. Instead, BTI went straight to the source—the client, the decision makers for legal services—to find out exactly which attorneys are truly influencing and changing the legal industry.

Turn the page to read why and who clients say are the best.

BTI CLIENT SERVICE ALL-STARS 2015

Now in its 14th year of publication, the BTI Client Service All-Stars is the gold standard used by law firms and corporate counsel alike to identify the attorneys best at serving clients.

BTI Client Service All-Stars are those rare, exceptional attorneys standing out above all others serving the most influential legal decision makers.

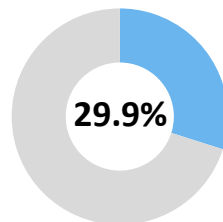
The 354 individual attorneys recognized in the *BTI Client Service All-Stars 2015* are the end result of nearly 320 in-depth, independent interviews with legal decision makers at the world's leading organizations.

The only way to become a BTI Client Service All-Star is for corporate counsel to single out an attorney for client service exceeding all others. No attorney can lobby to be added to list, there is no self-submission process, and law firms cannot provide names of clients to be contacted.



All-Star Scarcity:

Only 30% of Firms Are Home to More than One All-Star Attorney



FIRMS REPRESENTED BY MORE THAN ONE ALL-STAR ATTORNEY

The Elite MVPs:

Fewer than 20% of Attorneys Earn Recognition Year after Year



ATTORNEYS RECOGNIZED 2 OR MORE YEARS IN A ROW

THE 6 TRAITS OF A CLIENT SERVICE ALL-STAR

SUPERIOR CLIENT FOCUS

A BTI Client Service All-Star never forgets: **the client and the client's needs and goals come first.** These All-Stars completely understand the client's targeted outcome and provide custom, tailored services to best meet the unique and specific needs of their clients.

#1

INNOVATIVE THOUGHT LEADERSHIP

Innovators provide unique, creative solutions to drive a competitive advantage for their client's business. These thought leaders communicate an issue—and solution—first to clients.

#2

UNMATCHED BUSINESS UNDERSTANDING

All-Stars understand their client's business like no other attorney. Every conversation, action, and recommendation considers industry dynamics, business objectives, current events, and competitive pressures.

#3

LEGAL SKILLS

Legal skills are a minimum expectation clients have of their attorneys, but All-Stars exceed even the highest expectations placed on them.

#4

OUTSIZED VALUE

All-Stars deliver services above and beyond the call of duty. Their service and work make clients feel they are getting a deal—no matter what the price tag.

#5

OUTSTANDING RESULTS

All-Stars provide surefire solutions to risk-averse corporate counsel. Clients know they can rely on these attorneys in the most difficult of situations.

#6

354 ALL-STARS, 6 COMMON TRAITS.

Despite the number of personalities and varying expectations corporate counsel place on attorneys, there are, oddly enough, a great number of common characteristics shared by the attorneys singled out by clients as best.

The good news is most of these traits are skills one can learn over time. For attorneys striving to join the elite BTI Client Service All-Stars, excelling in these areas is the primary path to success.

CULTIVATING CLIENT SERVICE STANDOUTS

CULTIVATING FIRM-WIDE SUCCESS.

Of the 650 law firms serving large organizations, only 64 are home to more than one BTI Client Service All-Star: a truly elite group of standout law firms.

These firms demonstrate their firm-wide commitment to client service excellence. It is no surprise to learn every single one of these firms is also featured prominently in the *BTI Client Service A-Team 2015*—BTI’s definitive annual ranking of the law firms legal decision makers recognize for delivering the absolute best client service.

LAW FIRMS HOME TO MULTIPLE ALL-STAR ATTORNEYS

FIRM	NUMBER OF ALL-STARS
ALSTON & BIRD	7
GIBSON, DUNN & CRUTCHER	7
JONES DAY	7
K&L GATES	7
SKADDEN, ARPS, SLATE, MEAGHER & FLOM	7
THOMPSON HINE	6
BAKER & MCKENZIE	5
COVINGTON & BURLING	5
FAEGRE BAKER DANIELS	5
GREENBERG TRAURIG	5
SEYFARTH SHAW	5
CHAMBLISS, BAHNER & STOPHEL	4
CROWELL & MORING	4
FOLEY & LARDNER	4
MORGAN LEWIS	4
NORTON ROSE FULBRIGHT	4
ORRICK, HERRINGTON & SUTCLIFFE	4
REED SMITH	4
SIDLEY AUSTIN	4

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LAW FIRMS HOME TO MULTIPLE ALL-STAR ATTORNEYS

FIRM	NUMBER OF ALL-STARS
BAKERHOSTETLER	3
CHADBOURNE & PARKE	3
DECHERT	3
HUNTON & WILLIAMS	3
KIRKLAND & ELLIS	3
LITTLER MENDELSON	3
MAYER BROWN	3
MCGUIREWOODS	3
OGLTREE, DEAKINS, NASH, SMOAK & STEWART	3
PAUL, WEISS	3
PERKINS COIE	3
ROPES & GRAY	3
SCHIFF HARDIN	3
STEPTOE & JOHNSON	3
VEDDER PRICE	3
AKIN GUMP STRAUSS HAUER & FELD	2
ALLEN & OVERY	2
ARNOLD & PORTER	2
BENESCH	2
BEVERIDGE & DIAMOND	2
BLAKE, CASSELS & GRAYDON	2
BRADLEY ARANT BOULT CUMMINGS	2
BRYAN CAVE	2

FIRM	NUMBER OF ALL-STARS
BUCHANAN INGERSOLL & ROONEY	2
CADWALADER, WICKERSHAM & TAFT	2
CLEARY GOTTlieb STEEN & HAMILTON	2
DEBEVOISE & PLIMPTON	2
DLA PIPER	2
DRINKER BIDDLE & REATH	2
HAYNES AND BOONE	2
JENNER & BLOCK	2
KEKER & VAN NEST	2
KUTAK ROCK	2
LATHAM & WATKINS	2
LOWENSTEIN SANDLER	2
MILLER & MARTIN	2
MILLER CANFIELD	2
MOORE & VAN ALLEN	2
SHEARMAN & STERLING	2
SULLIVAN & CROMWELL	2
SUTHERLAND	2
TROUTMAN SANDERS	2
ULMER & BERNE	2
WACHTELL, LIPTON, ROSEN & KATZ	2
WILLIAMS & CONNOLLY	2

TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

**SUPER ALL-STARS
AND MVPs.**

Even among the BTI Client Service All-Stars, there are attorneys earning special recognition from General Counsel and legal decision makers. A handful of attorneys have been recognized year after year for their dedication to delivering the best service to their clients. Another group of attorneys enjoys recognition from more than one influential legal decision maker.

BTI celebrates each of the attorneys on the following pages for their truly outstanding ability to serve clients better than all others.

**BTI CLIENT SERVICE ALL-STAR
HALL OF FAME**

H. RODGIN COHEN

SENIOR CHAIRMAN, SULLIVAN & CROMWELL

Leading the class of client service stalwarts is H. Rodgin Cohen. 2015 marks Cohen's 13th appearance as a BTI Client Service All-Star—8 more appearances than any other attorney.

"HIS RESPONSIVENESS AND BUSINESS STRATEGY INSIGHTS ARE UNMATCHED."

"IN ADDITION TO BEING RESPONSIVE, HIS OVERALL BUSINESS SENSE MAKES HIS SERVICE THE MOST VALUABLE."

"HE IS THE BEST I HAVE EVER WORKED WITH; HE HAS EXCEPTIONAL EXPERTISE WHILE BEING COMPLETELY CLIENT FOCUSED."

TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

BTI CLIENT SERVICE SUPER ALL-STARS

These 4 standout attorneys receive recognition from multiple influential General Counsel and legal decision makers.

WILLIAM P. AIKEN

SHAREHOLDER, CHAMBLISS, BAHNER & STOPHEL

“HE IS ONE OF THE HARDEST-WORKING—AND CLEVER—PEOPLE WHO I HAVE HAD THE PRIVILEGE OF WORKING WITH.”

STEVEN M. BAUMER

PARTNER, BRYAN CAVE

“HE HAS A DEEP UNDERSTANDING OF THE BUSINESS CONTEXT OF A TRANSACTION. HE AGGRESSIVELY ASSERTS OUR INTERESTS WHILE PRESERVING A BROADER VIEW.”

HOWARD M. GOLDWASSER

PARTNER, K&L GATES

“HE’S GOT IT ALL: EXTREMELY RESPONSIVE, EXCEPTIONALLY SMART, SERVICE-ORIENTED AND PERSONABLE.”

E. MABRY ROGERS

PARTNER, BRADLEY ARANT BOULT CUMMINGS

“HE HAS AN EXTRAORDINARY DEPTH OF KNOWLEDGE AND THE ABILITY TO BEAR DOWN HARD ON COMPLEX CASES.”

TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
H. RODGIN COHEN SENIOR CHAIRMAN, SULLIVAN & CROMWELL	13
LESLIE A. LANUSSE PARTNER, ADAMS AND REESE	5
WILLIAM H. PICKERING SHAREHOLDER, CHAMBLISS, BAHNER & STOPHEL	5
KIM J. WALKER PARTNER, FAEGRE BAKER DANIELS	5
WILLIAM P. AIKEN SHAREHOLDER, CHAMBLISS, BAHNER & STOPHEL	4
GERALD L. MAATMAN, JR. PARTNER, SEYFARTH SHAW	4
ROBERT J. MINKUS PARTNER, SCHIFF HARDIN	4
JEFF N. OSTRAGER PARTNER, CURTIS, MALLET-PREVOST, COLT & MOSLE	4

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“HE IS A TRUE PARTNER WHO I CAN BOUNCE IDEAS OFF OF. HE WORKS THROUGH ISSUES WITH ME INSTEAD OF TAKING THE INFORMATION AND WORKING ALONE.”

SERVICE AS A WAY OF LIFE—THE MVPs.

Few attorneys are committed to ensuring their client service is consistently meeting the rising expectations of General Counsel. The MVPs are the exception.

These 54 attorneys have had their superior service recognized by legal decision makers for 2 or more years in a row.

Continued from previous page

BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
MICHAEL D. CELIO PARTNER, KEKER & VAN NEST	3
THOMAS A. CLARE PARTNER, CLARE LOCKE	3
DOUGLAS R. MARVIN PARTNER, WILLIAMS & CONNOLLY	3
GENE J. OSHMAN PARTNER, BAKER BOTTS	3
ALLEN J. RUBY PARTNER, SKADDEN, ARPS, SLATE, MEAGHER & FLOM	3
DAVID A. SCHUETTE PARTNER, MAYER BROWN	3
TODD M. STENERSON PARTNER, HUNTON & WILLIAMS	3
DOUGLAS W. SULLIVAN PARTNER, CROWELL & MORING	3
SCOTT A. ANDEREGG PARTNER, FAEGRE BAKER DANIELS	2
PETER A. BICKS PARTNER, ORRICK, HERRINGTON & SUTCLIFFE	2
THOMAS P. BOYLAN PARTNER, CASSIDAY SCHADE	2
BOBBY R. BURCHFIELD PARTNER, McDERMOTT WILL & EMERY	2

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
Frank G. Burt SHAREHOLDER, CARLTON FIELDS JORDEN BURT	2
JACOB D. BYLUND PARTNER, FAEGRE BAKER DANIELS	2
ADAM COOPER PARTNER, SIMMONS & SIMMONS	2
JESSICA PERRY CORLEY PARTNER, ALSTON & BIRD	2
TODD E. FREED PARTNER, SKADDEN, ARPS, SLATE, MEAGHER & FLOM	2
GREG M. FRENETTE PARTNER, BLAKE, CASSELS & GRAYDON	2
PHILLIP M. GOLDBERG PARTNER, FOLEY & LARDNER	2
ILENE KNABLE GOTTS PARTNER, WACHTELL, LIPTON, ROSEN & KATZ	2
WAYNE A. GRAVER SHAREHOLDER, LAVIN, O'NEIL, RICCI, CEDRONE & DISIPIO	2
MICHAEL HOFFMAN PARTNER, ARENA HOFFMAN	2
CHARLES C. JACKSON PARTNER, MORGAN LEWIS	2
MICHAEL A. KAHN SENIOR COUNSEL, CROWELL & MORING	2

"SHE'S CREATIVE, AGGRESSIVE,
AND A GIFTED STRATEGIST."

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BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
WILLIAM J. KELLY, III FOUNDING MEMBER, KELLY & WALKER	2
TRACY E. KERN PARTNER, JONES WALKER	2
JOSEPH KERNEN PARTNER, DLA PIPER	2
PATRICK J. LAMB PARTNER, VALOREM LAW GROUP	2
MICHAEL R. LAZERWITZ PARTNER, CLEARY GOTTlieb STEEN & HAMILTON	2
VERONICA S. LEWIS PARTNER, GIBSON, DUNN & CRUTCHER	2
MATTHEW C. LUZADDER PARTNER, KELLEY DRYE & WARREN	2
ROBERT H. PEES PARTNER, AKIN GUMP STRAUSS HAUER & FELD	2
PATRICK G. QUICK PARTNER, FOLEY & LARDNER	2
RORY J. RADDING PARTNER, EDWARDS WILDMAN PALMER ¹	2
E. MABRY ROGERS PARTNER, BRADLEY ARANT BOULT CUMMINGS	2

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
STEVEN A. ROSENBLUM PARTNER, WACHTELL, LIPTON, ROSEN & KATZ	2
E. JOSHUA ROSENKRANZ PARTNER, ORRICK, HERRINGTON & SUTCLIFFE	2
DEAN WAYNE RUTLEY PARTNER, WOMBLE CARLYLE	2
MARY K. RYAN PARTNER, NUTTER MCCLENNEN & FISH	2
RONALD S. SAFER MANAGING PARTNER, SCHIFF HARDIN	2
PAUL B. SCHABAS PARTNER, BLAKE, CASSELS & GRAYDON	2
PAUL SMITH CHAIRMAN, EVERSHEDES	2
CHARLES T. ("TED") SPETH, II SHAREHOLDER, OGLETREE, DEAKINS, NASH, SMOAK & STEWART	2
ANTON R. VALUKAS CHAIRMAN, JENNER & BLOCK	2
TREVOR J. WILL PARTNER, FOLEY & LARDNER	2
JOHN A. YBARRA SHAREHOLDER, LITTLER MENDELSON	2

"HE KNOWS HOW TO ASSESS IF SOMETHING IS IMPORTANT AND NEEDED IN A HURRY. HE WILL GET IT DONE—EVEN IF IT'S COMPLICATED."

"SHE UNDERSTANDS OUR BUSINESS AND KNOWS, NOT JUST ME, BUT ALL THE OTHER CLIENTS AT THE COMPANY. SHE IS LIKE AN EXTENSION OF MY OWN LEGAL GROUP."

¹ See note on page 25

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BTI offers congratulations to the following 354 attorneys earning recognition from leading General Counsel and legal decision makers for outperforming all other attorneys. It is a true achievement to earn this level of praise from influential clients.

BTI NOTE: PRIMARY PRACTICE REPRESENTS THE PRACTICE AREA IN WHICH THE NOMINATING CLIENT RECOGNIZED EACH BTI CLIENT SERVICE ALL-STAR AND IS NOT AN EXHAUSTIVE LIST OF EVERY AREA OF PRACTICE FOR EACH ATTORNEY.

4 NEW SQUARE

Nicholas Fletcher
Barrister

Location London, United Kingdom
Primary Practice International Arbitration
Nominated By Leading Energy Company

ADAMS AND REESE



Leslie A. Lanusse
Partner

Location New Orleans, LA
Primary Practice Labor & Employment
Nominated By Leading Consumer Goods Company

ADEPT EMPLOYMENT LAW

Gregory P. Wong
Founder

Location Los Angeles, CA
Primary Practice Employment
Nominated By Leading Health Care Company

AKIN GUMP STRAUSS HAUER & FELD

Robert Wayne Dockery
Partner

Location Dallas, TX
Primary Practice Corporate Finance and Securities
Nominated By Large Hospitality Company



Robert H. Pees
Partner

Location New York, NY
Primary Practice Commercial Litigation
Nominated By Large Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

ALLEN & OVERY

Michelle de Kluyver <i>Counsel</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Antitrust Agricultural Giant
Elaine Johnston <i>Partner; Co-Head Antitrust</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Antitrust Agricultural Giant

ALSTON & BIRD

Brian A. Betancourt <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate & Finance Large Professional Services Firm
Dennis J. Connolly <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Bankruptcy, Workouts & Reorganization Large Professional Services Firm
 Jessica Perry Corley <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Securities Litigation Large Industrial Manufacturer
Paul M. Cushing <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Corporate & Finance Large Health Care Company
Jason W. Howard <i>Senior Associate</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Real Estate Finance & Investment Leading Home Builder
Teri Lynn McMahon <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Mergers & Acquisitions Leading Consumer Goods Company
Thomas G. Schendt <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Employee Benefits & Executive Compensation Global Hospitality Company

ARENA HOFFMAN

 Michael Hoffman <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Labor & Employment Litigation Large Industrial Manufacturer
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BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

ARMSTRONG TEASDALE

David W. Braswell
Partner

Location
Primary Practice
Nominated By

St. Louis, MO
Corporate and Securities
Leading Health Care Company

ARNOLD & PORTER

Thad Thano Dameris
Partner

Location
Primary Practice
Nominated By

Houston, TX
Litigation
Global Industrial Manufacturer

Allison W. Shuren
Partner

Location
Primary Practice
Nominated By

Washington, DC
FDA and Health Care
Large Pharmaceutical Company

BAINWOODHUANG

David E. Huang, Esq.
Managing Attorney

Location
Primary Practice
Nominated By

Westborough, MA
Intellectual Property
Technology Giant

BAKER & MCKENZIE

Edward E. Dyson
Senior Counsel

Location
Primary Practice
Nominated By

Washington, DC
International Trade
Global Industrial Manufacturer

Kathryn E. Johnstone
Associate

Location
Primary Practice
Nominated By

Chicago, IL
Global Real Estate
Large Consumer Goods Retailer

John M. Murphy
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Litigation and Dispute Resolution
Large Industrial Manufacturer

Joel P. Stark
Associate

Location
Primary Practice
Nominated By

Houston, TX
Corporate & Securities and Mergers & Acquisitions
Large Hospitality Company

Stephen M. Turner
Partner

Location
Primary Practice
Nominated By

London, United Kingdom
Real Estate
Large Hospitality Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BAKER BOTTS



Gene J. Oshman
Partner

Location Houston, TX
Primary Practice Mergers & Acquisitions
Nominated By Global Energy Company

BAKERHOSTETLER

Kevin W. Kirsch
Partner

Location Cincinnati, OH
Primary Practice Electrical Engineering, Mechanical Engineering and Computer Science Litigation
Nominated By Large Consumer Goods Company

Joseph Lucci
Partner

Location Philadelphia, PA
Primary Practice Patent Litigation
Nominated By Leading Consumer Goods Company

Laura J. McMahon
Partner

Location Houston, TX
Primary Practice Corporate Governance; Securities Offerings & Compliance
Nominated By Global Energy Company

BARNES & THORNBURG

John T.L. Koenig
Partner

Location Atlanta, GA
Primary Practice Labor & Employment
Nominated By Leading Technology Company

BARRIS, SOTT, DENN & DRIKER

Stephen E. Glazek
Member

Location Detroit, MI
Primary Practice Litigation
Nominated By Large Industrial Manufacturer

BARRON & NEWBURGER

Manuel H. Newburger
Founding Shareholder and Vice President

Location Austin, TX
Primary Practice Consumer & Commercial Law
Nominated By Financial Services Company

BARTLIT BECK HERMAN PALENCHAR & SCOTT

Philip S. Beck
Founding Partner

Location Chicago, IL
Primary Practice Litigation
Nominated By Large Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BEIRNE, MAYNARD & PARSONS

Scott R. Davis

Associate

Location
Primary Practice
Nominated By

Houston, TX
Commercial Litigation
Large Energy Company

BELL NUNNALLY & MARTIN

Larry L. Shosid

Partner

Location
Primary Practice
Nominated By

Dallas, TX
Mergers & Acquisitions
Leading Food Company

BENESCH

Kevin D. Margolis

Partner

Location
Primary Practice
Nominated By

Cleveland, OH
Real Estate & Environmental
Global Retail Center Operator

Jeffrey J. Wild

Partner

Location
Primary Practice
Nominated By

Cleveland, OH
Real Estate & Environmental
Global Retail Center Operator

BEVERIDGE & DIAMOND

Madeleine Boyer Kadas

Principal

Location
Primary Practice
Nominated By

Austin, TX
International Environmental Law
Large Energy Company

Laura K. McAfee

Principal

Location
Primary Practice
Nominated By

Baltimore, MD
Air and Oil & Gas
Large Energy Company

BLAKE, CASSELS & GRAYDON



Greg M. Frenette

Partner

Location
Primary Practice
Nominated By

Toronto, Ontario
Mergers & Acquisitions
Global Insurance Carrier



Paul B. Schabas

Partner

Location
Primary Practice
Nominated By

Toronto, Ontario
Competition Litigation
Large Energy Company

BLANK ROME

Morey S. Rosenbloom

Of Counsel

Location
Primary Practice
Nominated By

Philadelphia, PA
Trusts & Estates
Leading Financial Services Firm

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BONDURANT, MIXSON & ELMORE

Frank M. Lowrey, IV
Partner

Location Atlanta, GA
Primary Practice Complex Litigation
Nominated By Global Industrial Manufacturer

BOYARMILLER

Matthew S. Veech
Shareholder

Location Houston, TX
Primary Practice Litigation
Nominated By Large Energy Company

BRADLEY ARANT BOULT CUMMINGS

Harold B. Kushner
Partner

Location Birmingham, AL
Primary Practice Corporate and Securities
Nominated By Large Consumer Goods Company

E. Mabry Rogers
Partner

Location Birmingham, AL
Primary Practice Construction and Procurement
Nominated By Large Energy Company



BROOKS, PIERCE, McLENDON, HUMPHREY & LEONARD

Benjamin R. Norman
Partner

Location Greensboro, NC
Primary Practice Complex Business & Corporate Litigation
Nominated By Leading Consumer Goods Company

BRYAN CAVE

Steven M. Baumer
Partner

Location St. Louis, MO
Primary Practice Transactions
Nominated By Large Industrial Manufacturer



Stanley J. Marcuss
Partner

Location Washington, DC
Primary Practice International Trade
Nominated By Global Energy Company

BRYANT MILLER OLIVE

Keirston R. Woods
Shareholder

Location Washington, DC
Primary Practice Affordable Housing
Nominated By Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BUCHANAN INGERSOLL & ROONEY

Steven E. Bizar <i>Executive Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Philadelphia, PA Litigation Global Industrial Finance Company
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Brian S. Novosel <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Pittsburgh, PA Corporate and Mergers & Acquisitions Major Telecommunications Company
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BURNS & LEVINSON


Alan E. Lipkind <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Civil Litigation Financial Services Company
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CADWALADER, WICKERSHAM & TAFT

Ray Shirazi <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Derivatives & Structured Products Financial Services Company
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Louisa Watt <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	London, United Kingdom Financial Restructuring Financial Services Company
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CARLTON FIELDS JORDEN BURT

 Frank G. Burt <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Financial Services and Insurance Litigation Large Insurance Company
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CARPENTER, LIPPS & LELAND

Jeffrey A. Lipps <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Columbus, OH Commercial Litigation Very Large Financial Services Firm
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CARTER, DELUCA, FARRELL & SCHMIDT

Nathan Weber <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Melville, NY Intellectual Property Global Health Care Giant
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CASSIDAY SCHADE

 Thomas P. Boylan <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Construction Litigation Large Construction Company
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BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

CHADBOURNE & PARKE

John T. Baecher

Partner

Location

Primary Practice

Nominated By

New York, NY

Project Finance

Leading Energy Supplier

Scott D. Berson

Partner

Location

Primary Practice

Nominated By

New York, NY

Finance

Large Industrial Manufacturer

Donald I. Strauber

Partner

Location

Primary Practice

Nominated By

New York, NY

Commercial Litigation

Global Pharmaceutical Company

CHAMBLISS, BAHNER & STOPHEL



William P. Aiken

Shareholder

Location

Primary Practice

Nominated By

Chattanooga, TN

Commercial Contracts and Business Transactions

Global Auto Manufacturer

Timothy M. Gibbons

Shareholder

Location

Primary Practice

Nominated By

Chattanooga, TN

Construction

Global Auto Manufacturer

Anthony A. "Bud" Jackson

Shareholder

Location

Primary Practice

Nominated By

Chattanooga, TN

Litigation and Risk Management

Prominent Food Products Company



William H. Pickering

Shareholder

Location

Primary Practice

Nominated By

Chattanooga, TN

Labor & Employment

Prominent Food Products Company

CHAPMAN AND CUTLER

Stacy K. Pike

Partner

Location

Primary Practice

Nominated By

Chicago, IL

Corporate Finance

Leading Insurance Company

CHAPPANO WOOD

Perry M. Chappano

Partner

Location

Primary Practice

Nominated By

Columbus, OH

General Business & Taxation

Large Professional Services Organization

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

CLARE LOCKE



Thomas A. Clare
Partner

Location Alexandria, VA
Primary Practice Litigation
Nominated By Large Industrial Supply Company

CLEARY GOTTlieb STEEN & HAMILTON

Ethan A. Klingsberg
Partner

Location New York, NY
Primary Practice Mergers & Acquisitions
Nominated By Leading Consumer Goods Company



Michael R. Lazerwitz
Senior Counsel

Location New York, NY
Primary Practice White-Collar Defense, Securities Enforcement and Internal Investigations
Nominated By Global Financial Services Company

CLEMENTS BERNARD

Christopher L. Bernard
Partner

Location Charlotte, NC
Primary Practice Intellectual Property, Complex Litigation and Appellate
Nominated By Leading Health Care Company

CONSTANGY, BROOKS & SMITH

Frank B. Shuster
Partner

Location Atlanta, GA
Primary Practice Litigation
Nominated By Large Transportation Company

COOLEY

Antonio Calabrese
Partner

Location Reston, VA
Primary Practice Real Estate
Nominated By Large Financial Services Firm

COTTON BLEDSOE

Hon. Rick G. Strange
Shareholder

Location Midland, TX
Primary Practice Litigation
Nominated By Leading Energy Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

COVINGTON & BURLING

David B.H. Martin
Senior Counsel

Location
Primary Practice
Nominated By

Washington, DC
Securities & Capital Markets
Large Technology Company

Keith A. Noreika
Partner

Location
Primary Practice
Nominated By

Washington, DC
Financial Services Litigation
Large Financial Services Company

Jeannie M. Perron, DVM
Partner

Location
Primary Practice
Nominated By

Washington, DC
Food & Drug
Leading Food Products Company

Michael J. Riella
Partner

Location
Primary Practice
Nominated By

Washington, DC
Corporate
Large Health Care Company

Peter A. Schwartz
Partner

Location
Primary Practice
Nominated By

New York, NY
Finance
Leading Financial Services Firm

COX & PALMER

Jamie Eddy
Partner

Location
Primary Practice
Nominated By

Fredericton, New Brunswick
Employment & Labour
Global Technology Company

CROWELL & MORING

Daniel R. Forman
Partner

Location
Primary Practice
Nominated By

Washington, DC
Government Contracts
Global Industrial Manufacturer

Murray A. Indick
Senior Counsel

Location
Primary Practice
Nominated By

San Francisco, CA
Corporate
Leading Consumer Goods Company



Michael A. Kahn
Senior Counsel

Location
Primary Practice
Nominated By

San Francisco, CA
Litigation & Trial
Large Transportation Company



Douglas W. Sullivan
Partner

Location
Primary Practice
Nominated By

San Francisco, CA
Litigation & Trial
Large Transportation Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME



CURTIS, MALLET-PREVOST, COLT & MOSLE

Jeffrey N. Ostrager
Partner

Location New York, NY
Primary Practice Corporate & Securities
Nominated By Large Industrial Supply Company

DAVIS & GILBERT

Donald E. Sonnenborn
Partner/Co-Chair Real Estate

Location New York, NY
Primary Practice Real Estate
Nominated By Prominent Financial Services Company

DAVIS POLK & WARDWELL

Frances E. Bivens
Partner

Location New York, NY
Primary Practice Litigation
Nominated By Large Energy Company

DAY PITNEY

Michael P. Byrne
Partner

Location Stamford, CT
Primary Practice Commercial Real Estate & Development Transactions
Nominated By Global Health Care Giant

DEBEVOISE & PLIMPTON

John Dembeck
Counsel

Location New York, NY
Primary Practice Insurance & Reinsurance
Nominated By Leading Insurance Company

Paul L. Lee
Of Counsel

Location New York, NY
Primary Practice Financial Institutions
Nominated By Leading Insurance Company

DECHERT

Diane Siegel Danoff
Partner

Location Philadelphia, PA
Primary Practice Intellectual Property Litigation
Nominated By Leading Financial Services Company

Robert H. Ledig
Partner

Location Washington, DC
Primary Practice Financial Services
Nominated By Large Financial Services Company

Thomas P. Vartanian
Partner

Location New York, NY
Primary Practice Financial Services and Investment Management
Nominated By Large Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

DENTONS

Robert E. Richards
Partner

Location Chicago, IL
Primary Practice US Restructuring, Insolvency & Bankruptcy
Nominated By Large Professional Services Firm

DLA PIPER



Joseph Kernen
Partner

Location Philadelphia, PA
Primary Practice Litigation
Nominated By Large Industrial Manufacturer

Drew M. Wintringham
Partner

Location New York, NY
Primary Practice IP Litigation
Nominated By Global Health Care Giant

DRINKER BIDDLE & REATH

Stephen C. Baker
Partner

Location Philadelphia, PA
Primary Practice Insurance Litigation & Coverage
Nominated By Global Financial Services Company

Richard S. Goldman
Partner

Location Princeton, NJ
Primary Practice Real Estate
Nominated By Large Professional Services Firm

DUANE MORRIS

Robert M. Conway
Partner

Location Philadelphia, PA
Primary Practice Intellectual Property
Nominated By Global Industrial Manufacturer

DYKEMA

Richard G. Goetz
Senior Counsel

Location Detroit, MI
Primary Practice International Law & Trade Regulation
Nominated By Large Industrial Manufacturer

ECKERT SEAMANS CHERIN & MELLOTT

Jeffrey W. Larroca
Member

Location Washington, DC
Primary Practice Labor & Employment and Litigation
Nominated By Leading Health Care Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

EDWARDS WILDMAN PALMER¹



Rory J. Radding
Partner

Location New York, NY
Primary Practice Intellectual Property
Nominated By Global Industrial Manufacturer

EICHNER NORRIS & NEUMANN

Kent S. Neumann
Partner

Location Washington, DC
Primary Practice Bond Financing
Nominated By Financial Services Company

EVERSHEDS



Paul Smith
Chairman

Location London, United Kingdom
Primary Practice Commercial Dispute Resolution
Nominated By Large Industrial Manufacturer

FAEGRE BAKER DANIELS



Scott A. Anderegg
Partner

Location Minneapolis, MN
Primary Practice Commercial Real Estate
Nominated By Large Industrial Manufacturer



Jacob D. Bylund
Partner

Location Des Moines, IA
Primary Practice Food & Agriculture Litigation
Nominated By Agricultural Giant

Roger D. Rhoten
Partner

Location Chicago, IL
Primary Practice Corporate Transactions
Nominated By Pharmaceutical Giant



Kim J. Walker
Partner

Location Des Moines, IA
Primary Practice Food & Agriculture Litigation
Nominated By Agricultural Giant

Douglas R. Wright
Partner

Location Denver, CO
Primary Practice Mergers & Acquisitions
Nominated By Large Health Care Company

¹ Note: BTI's interviews were conducted between March 2014 and September 2014, prior to the merger of Locke Lord and Edwards Wildman Palmer. The analysis is shown for each firm individually in the BTI Client Service All-Stars 2015. As of January 2015, these firms operate jointly under the name Locke Lord Edwards.

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

FARUKI IRELAND & COX

Charles J. Faruki
Partner

Location
Primary Practice
Nominated By

Dayton, OH
Complex Litigation
Large Energy Company

FINNEGAN

Erik R. Puknys
Partner

Location
Primary Practice
Nominated By

Palo Alto, CA
Patent Litigation
Global Technology Leader

FISH & RICHARDSON

Frank E. Scherkenbach
Principal

Location
Primary Practice
Nominated By

Boston, MA & Redwood City, CA
Complex Patent Litigation
Global Technology Leader

FISHER & PHILLIPS

James C. Polkinghorn
Partner

Location
Primary Practice
Nominated By

Fort Lauderdale, FL
Litigation
Leading Hospitality Company

FOLEY & LARDNER

Gardner F. Davis
Partner

Location
Primary Practice
Nominated By

Jacksonville, FL
Transactional & Securities
Large Retail Company



Phillip M. Goldberg
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Securities Enforcement & Litigation
Large Retail Company



Patrick G. Quick
Partner

Location
Primary Practice
Nominated By

Milwaukee, WI
Securities & Corporate Finance
Large Industrial Manufacturer



Trevor J. Will
Partner

Location
Primary Practice
Nominated By

Milwaukee, WI
Litigation
Leading Insurance Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

FRANKEL

Jonathan J. Frankel
Managing Member

Location
Primary Practice
Nominated By

Washington, DC
Government Contracts Litigation
Global Aerospace and Defense Company

FREEMAN, FREEMAN & SMILEY

Todd M. Lander
Partner

Location
Primary Practice
Nominated By

Los Angeles, CA
Litigation and Alternative Dispute Resolution
Financial Services Company

FRESHFIELDS BRUCKHAUS DERINGER

Peter D. Lyons
Partner

Location
Primary Practice
Nominated By

New York, NY
Global Public M&A
Leading Industrial Manufacturer

FRIEDMAN KAPLAN

Eric Seiler
Partner

Location
Primary Practice
Nominated By

New York, NY
Litigation
Global Financial Services Company

FROST BROWN TODD

John W. Gragg
Member

Location
Primary Practice
Nominated By

Louisville, KY
Real Estate Transactions
Financial Services Company

GIBBONS

David E. De Lorenzi
Chair, Intellectual Property

Location
Primary Practice
Nominated By

Newark, NJ
Intellectual Property
Large Consumer Goods Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

GIBSON, DUNN & CRUTCHER

Eric M. Feuerstein

Partner

Location
Primary Practice
Nominated By

New York, NY
Real Estate
Leading Hospitality Company

Stephen Glover

Partner

Location
Primary Practice

Nominated By

Washington, DC
Mergers & Acquisitions, Corporate
Transactions and Capital Markets
Global Hospitality Company



Veronica S. Lewis

Partner

Location
Primary Practice
Nominated By

Dallas, TX
Antitrust & Competition
Large Transportation Company

Joshua Lipton

Partner

Location
Primary Practice
Nominated By

Washington, DC
Antitrust and Competition
Leading Consumer Electronics Company

John F. Olson

Partner

Location
Primary Practice

Nominated By

Washington, DC
Securities Regulation and Corporate
Governance
Global Hospitality Company

Michael L. Raiff

Partner

Location
Primary Practice
Nominated By

Dallas, TX
Litigation
Leading Health Care Company

Jay Tabor

Partner

Location
Primary Practice

Nominated By

Dallas, TX
Mergers & Acquisitions, Private Equity and
Energy & Infrastructure
Large Retail Company

GODFREY & KAHN

Paul F. Heaton

Shareholder

Location
Primary Practice
Nominated By

Milwaukee, WI
Litigation
Leading Insurance Company

GOODRICH, RIQUELME Y ASOCIADOS

Eugenia González

Junior Partner

Location
Primary Practice
Nominated By

Mexico City, Mexico
Financing and Mergers & Acquisitions
Global Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

GRAY PLANT MOOTY

Quentin R. Wittrock
Principal

Location
Primary Practice
Nominated By

Minneapolis, MN
Antitrust & Trade Regulation
Leading Industrial Manufacturer

GREEN & HALL

Howard D. Hall
Partner

Location
Primary Practice
Nominated By

Santa Ana, CA
Business Litigation
Large Financial Services Company

GREENBERG DAUBER EPSTEIN & TUCKER

H. Glenn Tucker
Partner; Chair, Corporate Department

Location
Primary Practice
Nominated By

Newark, NJ
Corporate
Leading Health Care Company

GREENBERG TRAUIG

Daniel J. Ansell
Shareholder; Chair, Real Estate Operations Practice; Co-Chair, National Real Estate Litigation Practice

Location
Primary Practice
Nominated By

New York, NY
Real Estate Operations
Leading Financial Services Company

William R. Clayton
Shareholder; Co-Chair, Real Estate Litigation Practice

Location
Primary Practice
Nominated By

Ft. Lauderdale, FL; Miami, FL ; Las Vegas, NV
Commercial Litigation
Large Financial Services Company

Kenneth M. Neighbors
Shareholder

Location
Primary Practice
Nominated By

Atlanta, GA
Public Finance
Large Transportation Company

David W. Oppenheim
Shareholder

Location
Primary Practice
Nominated By

Florham Park, NJ; New York, NY
Franchise & Distribution
National Hospitality Company

David M. Schwartzbaum
Shareholder; Co-Chair, Global M&A Steering Committee

Location
Primary Practice
Nominated By

New York, NY
Mergers & Acquisitions
Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

HAYNES AND BOONE

Madelyn Calabrese

Partner

Location
Primary Practice
Nominated By

New York, NY
Investment Funds & Private Equity
Financial Services Company

Tom D. Harris

Partner

Location
Primary Practice
Nominated By

Dallas, TX
Mergers & Acquisitions
Financial Services Company

HERRICK, FEINSTEIN

Ronald J. Levine

*Partner; Co-Chair, Litigation
Department*

Location
Primary Practice
Nominated By

Princeton, NJ
Complex Corporate Litigation
Leading Retail Goods Company

HINSHAW & CULBERTSON

Jessica L. Nelson

Associate

Location
Primary Practice
Nominated By

Minneapolis, MN
Commercial Litigation
Large Retail Goods Company

HISCOCK & BARCLAY

Douglas J. Nash

Partner

Location
Primary Practice
Nominated By

Syracuse, NY
Intellectual Property Litigation
Large Technology Company

HOGAN LOVELLS

Stefan M. Krantz

Partner

Location
Primary Practice
Nominated By

Washington, DC
FERC & Natural Gas Regulation
Leading Energy Company

HOLLAND & HART

Daniel J. Glivar

Partner

Location
Primary Practice

Nominated By

Boise, ID
Telecommunications & Technology
Transactions
Leading Diversified Media Company

HOLLAND & KNIGHT

David S. Cole

Partner

Location
Primary Practice
Nominated By

Tysons Corner, VA
Mergers & Acquisitions / Securities
Global Aerospace and Defense Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

HONIGMAN MILLER SCHWARTZ AND COHN

Richard S. Soble

Partner

Location
Primary Practice
Nominated By

Bloomfield Hills, MI
Corporate & Tax
Large Financial Services Firm

HUNTON & WILLIAMS

Samuel A. Danon

Partner

Location
Primary Practice

Nominated By

Miami, FL
Business Litigation and Corporate
Compliance
Large Industrial Manufacturer

Lori Elliott Jarvis

Partner

Location
Primary Practice
Nominated By

Richmond, VA
Energy & Environmental Litigation
Large Industrial Manufacturer

Todd M. Stenerson

Partner

Location
Primary Practice
Nominated By

Washington, DC
Complex Civil Litigation & Investigations
Large Health Care Company

HYMAN, PHELPS & McNAMARA

Paul M. Hyman

Director

Location
Primary Practice
Nominated By

Washington, DC
FDA Law
Large Pharmaceutical Company

JACKSON LEWIS

Philip B. Rosen

Partner

Location
Primary Practice
Nominated By

New York, NY
Labor & Preventative Practices
Global Technology Company

JACKSON WALKER

David C. Myers

Partner

Location
Primary Practice
Nominated By

Dallas, TX
Litigation
Pharmaceutical Giant

JENNER & BLOCK

Kevin P. Mullen

Partner

Location
Primary Practice
Nominated By

Washington, DC
Government Contracts Litigation
Large Technology Company

Anton R. Valukas

Chairman of the Firm

Location
Primary Practice
Nominated By

Chicago, IL
Civil & White Collar Litigation
Leading Wholesale Trade Company



BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

JONDLE & ASSOCIATES

Robert J. Jondle <i>Founder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO Biotechnology, Life Sciences and Plant Proprietary Rights Large Food and Agribusiness Company
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JONES DAY

James P. Dougherty <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Cleveland, OH Mergers & Acquisitions and Corporate Governance Leading Energy Company
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John G. Froemming <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Intellectual Property Large Consumer Goods Manufacturer
--	---	--

Linda A. Hesse <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Paris, France Capital Markets Global Professional Services Company
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Elizabeth Clough Kitslaar <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Mergers & Acquisitions Global Professional Services Company
--	---	---

Robert F. Mayo <i>Counsel</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Paris, France Capital Markets Global Professional Services Company
---	---	--

John J. Normile <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Intellectual Property Global Pharmaceutical Company
--	---	--

Michael J. Solecki <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Cleveland, OH Capital Markets Large-Scale Real Estate Investor
---	---	--

JONES WALKER

 Tracy E. Kern <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New Orleans, LA Labor & Employment Leading Consumer Goods Company
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BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

K&L GATES

James S. Bruce

Partner

Location
Primary Practice
Nominated By

Charleston, SC
Corporate and Mergers & Acquisitions
Large Food Service Company

Ernie L. Cochran, II

Partner

Location
Primary Practice
Nominated By

Charleston, SC
Corporate and Mergers & Acquisitions
Large Food Service Company

Elwood F. Collins

Partner

Location
Primary Practice
Nominated By

New York, NY
Banking & Asset Finance
Global Financial Services Leader



Howard M. Goldwasser

Partner

Location
Primary Practice
Nominated By

New York, NY
Debt Capital Markets
Global Financial Services Leader

David F. McGonigle

Partner

Location
Primary Practice
Nominated By

Pittsburgh, PA
Insurance Coverage Litigation
Banking Giant

Scott M. Mendel

Partner

Location
Primary Practice
Nominated By

Chicago, IL
Antitrust, Competition & Trade Regulation
Leading Industrial Manufacturer

Kristen L. Stewart

Partner

Location
Primary Practice
Nominated By

Pittsburgh, PA
Corporate and Mergers & Acquisitions
Large Health Care Retailer

KAHN, DEES, DONOVAN & KAHN

Larry R. Downs

Partner

Location
Primary Practice
Nominated By

Evansville, IN
Labor & Employment
Large Industrial Equipment Company

KAUFMAN & CANOLES

Elizabeth G. Hester

Member

Location
Primary Practice
Nominated By

Richmond, VA
Commercial
Large Agricultural Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

KAY, GRIFFIN, ENKEMA & COLBERT

James D. Kay, Jr. <i>Partner and Chief Manager</i>	<i>Location</i>	Nashville, TN
	<i>Primary Practice</i>	Business Litigation and Mediation & Arbitration
	<i>Nominated By</i>	Global Telecommunications Leader

KEEGAN WERLIN


Cheryl M. Kimball <i>Partner</i>	<i>Location</i>	Boston, MA
	<i>Primary Practice</i>	Energy, Regulatory and Public Utility Law
	<i>Nominated By</i>	Large Energy Company

KEKER & VAN NEST

Christa Anderson <i>Partner</i>	<i>Location</i>	San Francisco, CA
	<i>Primary Practice</i>	Complex Litigation
	<i>Nominated By</i>	Large Technology Company

 Michael D. Celio <i>Partner</i>	<i>Location</i>	San Francisco, CA
	<i>Primary Practice</i>	Class Actions, White Collar & Securities
	<i>Nominated By</i>	Large Health Care Company

KELLEY DRYE & WARREN

 Matthew C. Luzadder <i>Partner</i>	<i>Location</i>	Chicago, IL
	<i>Primary Practice</i>	Labor & Employment, White Collar Crime & Investigations and Litigation
	<i>Nominated By</i>	Large Construction Company

KELLY & WALKER

 William J. Kelly, III <i>Founding Member</i>	<i>Location</i>	Denver, CO
	<i>Primary Practice</i>	Commercial & Employment Litigation
	<i>Nominated By</i>	Large Consumer Goods Distributor

KING & SPALDING

Richard M. Bange, III <i>Partner</i>	<i>Location</i>	Charlotte, NC; New York, NY
	<i>Primary Practice</i>	Private Equity
	<i>Nominated By</i>	Large Industrial Manufacturer

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

KIRKLAND & ELLIS

Richard B. Aftanas

Partner

Location
Primary Practice
Nominated By

New York, NY
Corporate
Large Energy Company

Luke L. Dauchot

Partner

Location
Primary Practice

Nominated By

Chicago, IL
Intellectual Property and Commercial
Litigation
Large Health Care Company

William A. Streff, Jr.

Partner

Location
Primary Practice
Nominated By

Chicago, IL
Intellectual Property
Global Industrial Manufacturer

KLEINFELD, KAPLAN & BECKER

Peter R. Mathers

Partner

Location
Primary Practice
Nominated By

Washington, DC
FDA Regulatory
Global Pharmaceutical Company

KUTAK ROCK

Mitchell J. Bragin

Partner

Location
Primary Practice
Nominated By

Washington, DC
Public Finance and Tax
Financial Services Company

Michael G. Connery

Partner

Location
Primary Practice
Nominated By

Philadelphia, PA
Litigation
Large Consumer Goods Company

LATHAM & WATKINS

Richard P. Bress

Partner

Location
Primary Practice
Nominated By

Washington, DC
Appellate & Supreme Court Litigation
Large Transportation Company

Anthony J. Richmond

Partner

Location
Primary Practice
Nominated By

Menlo Park, CA
Finance & Securities
Airline Giant

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

LAVIN, O'NEIL, CEDRONE & DiSIPIO

	Wayne A. Graver	<i>Location</i>	Philadelphia, PA
	<i>Shareholder</i>	<i>Primary Practice</i>	Industrial & Consumer Product Liability
		<i>Nominated By</i>	Large Consumer Goods Retailer

LECLAIRRYAN

Gregory J. Mascitti	<i>Location</i>	Rochester, NY
<i>Shareholder</i>	<i>Primary Practice</i>	Bankruptcy & Creditors' Rights
	<i>Nominated By</i>	Large Telecommunications Company

LEWIS, RICE & FINGERSH

John C. Bodnar	<i>Location</i>	St. Louis, MO
<i>Member</i>	<i>Primary Practice</i>	Corporate, Mergers & Acquisitions and Securities
	<i>Nominated By</i>	Large Telecommunications Company

LITTLER MENDELSON

Jerry C. Newsome	<i>Location</i>	Atlanta, GA
<i>Shareholder</i>	<i>Primary Practice</i>	Labor & Employment
	<i>Nominated By</i>	Large Financial Services Company

Donald S. Prophete	<i>Location</i>	Kansas City, MO
<i>Shareholder</i>	<i>Primary Practice</i>	Labor & Employment
	<i>Nominated By</i>	Global Manufacturing Company

	John A. Ybarra	<i>Location</i>	Chicago, IL
	<i>Shareholder</i>	<i>Primary Practice</i>	Labor & Employment
		<i>Nominated By</i>	Leading Consumer Goods Company

LOCKE LORD¹

Don M. Glendenning	<i>Location</i>	Dallas, TX
<i>Partner</i>	<i>Primary Practice</i>	Corporate & Transactions
	<i>Nominated By</i>	Financial Services Company

¹ Note: BTI's interviews were conducted between March 2014 and September 2014, prior to the merger of Locke Lord and Edwards Wildman Palmer. The analysis is shown for each firm individually in the BTI Client Service All-Stars 2015. As of January 2015, these firms operate jointly under the name Locke Lord Edwards.

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

LOWENSTEIN SANDLER

Richard F. Ricci
Partner

Location Roseland, NJ
Primary Practice Environmental & Litigation
Nominated By Large Financial Services Company

Ethan A. Skerry
Partner

Location New York, NY
Primary Practice Mergers & Acquisitions
Nominated By Large Technology Company

LURIE, ZEPEDA, SCHMALZ & HOGAN

Bruce J. Lurie
Shareholder

Location Irvine, CA
Primary Practice Complex Business Litigation
Nominated By Large Retail Management Company

MADDIN, HAUSER, ROTH & HELLER

David E. Hart
Shareholder

Location Southfield, MI
Primary Practice Consumer Finance and Regulatory Compliance
Nominated By Large Industrial Manufacturer

MANATT, PHELPS & PHILLIPS

Ted Wolff
Partner

Location New York, NY
Primary Practice Energy, Environment & Natural Resources
Nominated By Leading Food Product Company

MANKO, GOLD, KATCHER & FOX

Bart E. Cassidy
Partner

Location Bala Cynwyd, PA
Primary Practice Air Quality and Complex Industry Regulatory
Nominated By Large Energy Company

MAPLES AND CALDER

Alasdair Robertson
Partner

Location Cayman Islands
Primary Practice Finance
Nominated By Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

MAYER BROWN

Christian W. Fabian
Partner

Location Chicago, IL
Primary Practice Capital Markets and Corporate & Securities
Nominated By Large Industrial Manufacturer



David A. Schuette
Partner

Location Chicago, IL
Primary Practice Corporate & Securities
Nominated By Pharmaceutical Giant

Marc F. Sperber
Partner

Location Chicago, IL
Primary Practice Mergers & Acquisitions
Nominated By Global Food Company

McDERMOTT WILL & EMERY



Bobby R. Burchfield
Partner

Location Washington, DC
Primary Practice Complex Litigation
Nominated By Global Financial Services Company

McGUIREWOODS

Jonathan T. Blank
Partner

Location Charlottesville, VA
Primary Practice Energy Litigation
Nominated By Leading Energy Company

Geoffrey C. Cockrell
Partner

Location Chicago, IL
Primary Practice Private Equity and Mergers & Acquisitions
Nominated By Large Agricultural Company

John D. Wilburn
Partner

Location Tysons Corner, VA
Primary Practice Commercial Litigation
Nominated By Leading Hospitality Company

McKENNA LONG & ALDRIDGE

Steven M. Masiello
Partner

Location Denver, CO
Primary Practice Contracts & Regulatory Litigation
Nominated By Large Professional Services Company

MILES & STOCKBRIDGE

Joseph S. Welty
Principal

Location Frederick, MD
Primary Practice Corporate & Commercial
Nominated By Large Construction Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

MILLER & MARTIN

Shelby R. Grubbs

Of Counsel

Location
Primary Practice
Nominated By

Atlanta, GA
Civil Litigation & Dispute Resolution
Large Manufacturing Company

W. Randall Wilson

Member

Location
Primary Practice
Nominated By

Chattanooga, TN
Litigation
Global Auto Manufacturer

MILLER CANFIELD

Dean A. Dickie

Principal

Location
Primary Practice
Nominated By

Chicago, IL
Litigation & Dispute Resolution
Large Industrial Manufacturer

Peter W. Waldmeir

Principal

Location
Primary Practice
Nominated By

Detroit, MI
Litigation & Dispute Resolution
Large Energy Company

MITCHELL SILBERBERG & KNUPP

Kevin E. Gaut

Managing Partner

Location
Primary Practice
Nominated By

Los Angeles, CA
Litigation
Large Manufacturing Company

MITRANI, RYNOR, ADAMSKY & TOLAND

Steven R. Adamsky

Attorney

Location
Primary Practice
Nominated By

Weston, FL
Commercial & Business Litigation
Leading Hospitality Company

MOORE & VAN ALLEN

Daniel (Tripp) H. Monroe, III

Member

Location
Primary Practice
Nominated By

Charlotte, NC
Financial Services
Leading Wealth Management Firm

Gregory J. Murphy

Member

Location
Primary Practice

Nominated By

Charlotte, NC
Commercial Litigation & Alternative Dispute
Resolution
Leading Health Care Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

MORGAN LEWIS

Sari M. Alamuddin

Partner

Location

Chicago, IL

Primary Practice

Labor & Employment

Nominated By

Large Industrial Manufacturer

 **Charles C. Jackson**

Partner

Location

Chicago, IL

Primary Practice

Labor & Employment

Nominated By

Large Industrial Manufacturer

Alan B. Leeds

Partner

Location

Princeton, NJ

Primary Practice

Business & Finance

Nominated By

Large Health Care Company

Eric W. Sitarchuk

Partner

Location

Philadelphia, PA

Primary Practice

Litigation

Nominated By

Large Health Care Company

MORRISON & FOERSTER

Jayson L. Cohen

Associate

Location

New York, NY

Primary Practice

Intellectual Property Litigation

Nominated By

Global Technology Company

MUNGER, TOLLES & OLSON

Brad D. Brian

Attorney

Location

Los Angeles, CA

Primary Practice

Litigation

Nominated By

Construction Giant

MUNSCH HARDT KOPF & HARR

Terry L. Gage

Associate

Location

Houston, TX

Primary Practice

Litigation

Nominated By

Large Energy Services Company

NEAL, GERBER & EISENBERG

William J. Lenz

Partner

Location

Chicago, IL

Primary Practice

Intellectual Property

Nominated By

Global Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

NEWPORT TRIAL GROUP

Scott Ferrell
Firm Founder

Location
Primary Practice
Nominated By

Newport Beach, CA
Commercial Litigation
International Health Care Giant

NORTON ROSE FULBRIGHT

Stephen C. Dillard
Partner

Location
Primary Practice
Nominated By

Houston, TX
Global Litigation
Large Industrial Manufacturer

Deborah A. Gitomer
Partner

Location
Primary Practice
Nominated By

Houston, TX
Oil, Gas & Energy Transactions
Global Energy Transportation Company

Martha A. Healey
Partner

Location
Primary Practice
Nominated By

Ottawa, Ontario
Regulation & Investigations
Large Food Product Supplier

Michael A. Swartzendruber
Partner

Location
Primary Practice
Nominated By

Dallas, TX
Complex Commercial Litigation
Large Financial Services Company

NUTTER MCCLENNEN & FISH



Mary K. Ryan
Partner

Location
Primary Practice

Nominated By

Boston, MA
Real Estate, Land Use & Environmental
Litigation
Global Technology Company

OBER|KALER

Sanford V. "Sandy" Teplitzky
Principal

Location
Primary Practice
Nominated By

Baltimore, MD
Health Law
Leading Pharmaceutical Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

OGLETREE, DEAKINS, NASH, SMOAK & STEWART

Michael H. Cramer <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Employment Large Industrial Manufacturer
--	---	--

L. Gray Geddie, Jr. <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Greenville, SC Labor & Employment Large Transportation Company
--	---	--

 Charles T. ("Ted") Speth II <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Columbia, SC Employment Litigation and Advice Large Energy Company
---	---	--

O'MELVENY & MYERS

Richard Parker <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust & Competition Airline Giant
---	---	--

ORRICK, HERRINGTON & SUTCLIFFE

 Peter A. Bicks <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Commercial Litigation Leading Telecommunications Company
--	---	---

Brett Cooper <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Corporate Leading Consumer Goods Company
---------------------------------------	---	--

Christopher J. Moore <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Energy & Infrastructure Global Energy Company
---	---	--

 E. Joshua Rosenkranz <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Supreme Court & Appellate Leading Telecommunications Company
--	---	---

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

PAUL, WEISS

Ariel J. Deckelbaum
Partner

Location New York, NY
Primary Practice Corporate, Mergers & Acquisitions and Private Equity Transactions
Nominated By Leading Diversified Media Company

Robert D. Goldbaum
Partner

Location New York, NY
Primary Practice Investment Management Transactions
Nominated By Large Financial Services Company

Stephen J. Shimshak
Partner

Location New York, NY
Primary Practice Bankruptcy & Corporate Reorganization
Nominated By Global Financial Services Company

PAYNE & FEARS

Scott S. Thomas
Partner

Location Irvine, CA; Las Vegas, NV
Primary Practice Insurance Coverage
Nominated By Leading Construction Company

PERKINS COIE

Craig T. Boggs
Partner

Location Chicago, IL
Primary Practice Labor & Employment
Nominated By Leading Professional Services Company

David C. Clarke
Partner

Location Seattle, WA
Primary Practice Emerging Companies & Venture Capital
Nominated By Leading Professional Services Company

Charles H. Samel
Partner

Location Los Angeles, CA
Primary Practice Antitrust & Commercial Litigation
Nominated By Large Professional Services Company

PHILLIPS NIZER

Perry S. Galler
Partner

Location New York, NY
Primary Practice Litigation
Nominated By Leading Consumer Goods Company

PILLSBURY WINTHROP SHAW PITTMAN

David T. Dekker
Partner

Location Washington, DC
Primary Practice Litigation, Construction and Insurance Recovery
Nominated By Leading Construction Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

PISANELLI BICE

James J. Pisanelli
Partner

Location
Primary Practice

Las Vegas, NV
Commercial Litigation, Construction and
Defamation

Nominated By Large Construction Company

POLSINELLI

Jay E. Heidrick
Shareholder

Location
Primary Practice
Nominated By

Kansas City, MO
Intellectual Property & Technology Litigation
Leading Consumer Goods Company

QUATTLEBAUM, GROOMS & TULL

Steven W. Quattlebaum
Managing Member

Location
Primary Practice
Nominated By

Little Rock, AK
Business Litigation
Large Energy Company

REED SMITH

Scott D. Baker
Partner

Location
Primary Practice
Nominated By

San Francisco, CA; Palo Alto, CA
Intellectual Property
Global Industrial Manufacturer

Peter M. Ellis
Partner

Location
Primary Practice
Nominated By

Chicago, IL; Philadelphia, PA
Commercial Litigation
Global Industrial Manufacturer

Paul D. Fogel
Partner

Location
Primary Practice
Nominated By

San Francisco, CA
Appellate
Large Transportation Company

Paul J. Jaskot
Partner

Location
Primary Practice
Nominated By

Philadelphia, PA
Corporate & Securities
Large Pharmaceutical Company

REIFERSON MILLER

Stacy Leshock Dee
Member

Location
Primary Practice
Nominated By

Pittsburgh, PA
Commercial Real Estate Finance Transactions
Leading Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

RIKER DANZIG SCHERER HYLAND & PERRETTI

Nicholas Racioppi, Jr. <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Morristown, NJ Real Estate and Financial Institutions Large Financial Services Company
---	---	--

ROBINS KAPLAN

Christopher A. Seidl <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Minneapolis, MN Intellectual Property & Technology Litigation Hospitality Giant
---	---	---

ROPES & GRAY

David A. Fine <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Federal Securities & Public Company Leading Energy Company
--	---	---

David McIntosh <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Intellectual Property Transactions Leading Professional Services Company
---	---	---

Alexandre H. Rene <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Government Enforcement and White Collar Crime Global Energy Company
--	---	---

ROSENBERG & ESTIS

Warren A. Estis <i>Founding Member</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Litigation and Transactional Leading Financial Services Company
--	---	--

ROTHWELL, FIGG, ERNST & MANBECK

Steven Lieberman <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Litigation and IP Litigation Global Financial Services Company
---	---	---

ROUSE HENDRICKS GERMAN MAY

Kirk T. May <i>Founding Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Kansas City, MO Business Litigation Global Financial Services Company
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BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SAUL EWING

Evan J. Foster
Partner

Location
Primary Practice
Nominated By

Wayne, PA
Intellectual Property & Technology
Large Health Care Company

SAVITT BRUCE & WILLEY

Stephen C. Willey
Partner

Location
Primary Practice
Nominated By

Seattle, WA
Commercial Disputes
Leading Professional Services Company

SCHIFF HARDIN



Robert J. Minkus
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Mergers & Acquisitions
Large Health Care Company



Ronald S. Safer
Managing Partner

Location
Primary Practice

Nominated By

Chicago, IL
White Collar Crime and Corporate
Compliance
Large Health Care Company

Julie Furer Stahr
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Labor & Employment
Large Industrial Manufacturer

SCHOPF & WEISS

Paula E. Litt
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Litigation
Global Financial Services Company

SCHUYLER, ROCHE & CRISHAM

Carrie E. Cope
Shareholder

Location
Primary Practice
Nominated By

Chicago, IL
Insurance
Large Financial Services Company

SCHWARTZ HANNUM

William E. Hannum, III
Managing Partner

Location
Primary Practice
Nominated By

Andover, MA
Labor & Employment
Global Industrial Manufacturer

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SEYFARTH SHAW

Mark P. Grajski

Partner

Location

Primary Practice

Nominated By

Sacramento, CA

Labor & Employment

Leading Consumer Goods Company

John S. Hetzel

Senior Counsel

Location

Primary Practice

Nominated By

Atlanta, GA

Structured & Real Estate Finance

Leading Construction Company



Gerald L. Maatman, Jr.

Partner

Location

Primary Practice

Nominated By

Chicago, IL

Labor & Employment

Large Consumer Goods Company

Francis J. Ortman, III

Partner

Location

Primary Practice

Nominated By

San Francisco, CA

Labor & Employment

Global Manufacturing Company

Robert C. Stevens

Partner

Location

Primary Practice

Nominated By

Atlanta, GA

Labor & Employment and Trade Secrets

Consumer Goods Giant

SHEARMAN & STERLING

Nathan J. Greene

Partner

Location

Primary Practice

Nominated By

New York, NY

Asset Management

Large Financial Services Company

Cynthia Urda Kassis

Partner

Location

Primary Practice

Nominated By

New York, NY

Project Development & Finance

Large Financial Services Company

SHEPPARD MULLIN RICHTER & HAMPTON

Peter M. Menard

Partner

Location

Primary Practice

Nominated By

Los Angeles, CA

Corporate, Capital Markets and Public Companies

Large Consumer Goods Company

SHIFMAN & CARLSON

John A. Carlson

Senior Partner

Location

Primary Practice

Nominated By

Farmington Hills, MI

Municipal Law

Large Consumer Goods Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SIDLEY AUSTIN

Jack R. Bierig <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Antitrust & Competition and Non-Profit Institutions Leading Professional Services Organization
John N. Gallo <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Litigation and White Collar Large Industrial Manufacturer
Michael A. Gordon <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Mergers & Acquisitions, Private Equity and Corporate Governance & Executive Compensation Leading Hospitality Company
Paul R. Walker <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Los Angeles, CA Real Estate Global Financial Services Company

SILVERMAN | THOMPSON | SLUTKIN | WHITE

Steven D. Silverman <i>Managing Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Baltimore, MD Business Litigation Leading Financial Services Company
---	---	--

SIMMONS & SIMMONS



Adam Cooper <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	London, United Kingdom Project Finance Large Industrial Manufacturer
--------------------------------------	---	--

SIMPSON THACHER & BARTLETT

Maripat Alpuche <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Mergers & Acquisitions Global Financial Services Company
--	---	---

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SKADDEN, ARPS, SLATE, MEAGHER & FLOM

Sean C. Doyle

Partner

Location

Primary Practice

New York, NY

Mergers & Acquisitions and Corporate & Securities

Nominated By

Large Consumer Goods Company

Gregory A. Fernicola

Partner

Location

Primary Practice

Nominated By

New York, NY

Corporate, Securities and Finance
Large Consumer Goods Company



Todd E. Freed

Partner

Location

Primary Practice

Nominated By

New York, NY

Mergers & Acquisitions and Financial Institutions

Leading Financial Services Company

Jessica D. Miller

Partner

Location

Primary Practice

Nominated By

Washington, DC

Litigation, Mass Torts, Insurance & Consumer Litigation

Leading Industrial Manufacturer

Robert B. Pincus

Partner

Location

Primary Practice

Nominated By

Wilmington, DE

Corporate Transactions

Large Industrial Manufacturer



Allen J. Ruby

Partner

Location

Primary Practice

Nominated By

Palo Alto, CA

Litigation and White Collar Criminal Defense
Large Health Care Company

Pankaj K. Sinha

Partner

Location

Primary Practice

Nominated By

Washington, DC

Mergers & Acquisitions, Corporate Finance,
General Corporate and Securities Matters

Leading Energy Company

SLOAN MATNEY

John D. Sloan, Jr.

Partner

Location

Primary Practice

Nominated By

Dallas, TX

Trial & Arbitration

Global Hospitality Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SMITH MOORE LEATHERWOOD

Tobin N. Watt <i>Attorney</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Health Care Law Large Health Care Company
---	---	---

SMITH, GAMBRELL & RUSSELL

Wm. Parker Sanders <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Atlanta, GA Litigation Large Industrial Goods Distributor
---	---	---

STEIN MITCHELL MUSE CIPOLLONE & BEATO

Robert B. Gilmore <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Commercial Litigation Large Technology Company
--	---	---

STEPTOE & JOHNSON

Scott H. Katzman <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Corporate, Securities, Bankruptcy & Finance Large Professional Services Firm
Edward J. Krauland <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC International Regulatory Compliance Large Professional Services Firm
Samuel M. Sipe, Jr. <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Rail Transportation and Transportation Leading Transportation Company

STEVENS & LEE

Michael A. Gruin <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Harrisburg, PA Public Utility and Tax Global Industrial Manufacturer
---	---	--

STINSON LEONARD STREET

Craig L. Evans <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Kansas City, MO Capital Markets Global Financial Services Company
---	---	---

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

STROOCK & STROOCK & LAVAN

Jeffrey W. Meyers

Partner

Location

New York, NY

Primary Practice

Energy and Project Finance

Nominated By

Global Energy Giant

SULLIVAN & CROMWELL



H. Rodgin Cohen

Senior Chairman

Location

New York, NY

Primary Practice

Acquisition, Regulatory, Enforcement & Securities

Distinction

BTI Client Service Hall of Fame

Brian T. Frawley

Partner

Location

New York, NY

Primary Practice

Litigation

Nominated By

Leading Telecommunications Company

SUTHERLAND

Robert J. Pile

Partner

Location

Atlanta, GA

Primary Practice

Mergers & Acquisitions

Nominated By

Large Telecommunications Company

Amish M. Shah

Partner

Location

Washington, DC

Primary Practice

International Tax

Nominated By

Large Energy Company

THOMPSON COBURN

Kimberly M. Eilerts

Partner

Location

St. Louis, MO

Primary Practice

Corporate & Securities

Nominated By

Large Industrial Manufacturer

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

THOMPSON HINE

James B. Aronoff

Partner

Location
Primary Practice
Nominated By

Cleveland, OH
Real Estate Capital Markets
Global Consumer Good Company

David J. Hooker

Partner

Location
Primary Practice
Nominated By

Cleveland, OH
Business Litigation and Construction
Large Financial Services Company

Tim McDonald

Partner

Location
Primary Practice
Nominated By

Atlanta, GA
Labor & Employment
Large Health Care Company

Ash D. Patel

Partner

Location
Primary Practice
Nominated By

Atlanta, GA
Intellectual Property
Large Health Care Company

Russell J. Rogers

Partner

Location
Primary Practice
Nominated By

Atlanta, GA
Business Litigation and Product Liability
Litigation
Large Health Care Company

Elizabeth B. Wright

Partner

Location
Primary Practice
Nominated By

Cleveland, OH
Product Liability Litigation and Business
Litigation
Leading Industrial Manufacturer

THOMPSON O'BRIEN KEMP & NASUTI

R. Michael Thompson

Equity Member

Location
Primary Practice
Nominated By

Norcross, GA
Bankruptcy, Reorganization and Workouts
Large Financial Services Company

TORYS

Karrin Powys-Lybbe

Partner

Location
Primary Practice
Nominated By

New York, NY; Toronto, Ontario
Corporate & Securities
Global Financial Services Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

TROUTMAN SANDERS

David E. Constine, III
Partner

Location Richmond, VA
Primary Practice Labor & Employment
Nominated By Large Consumer Goods Retailer

Edward J. Epstein
Partner

Location Shanghai, China
Primary Practice Mergers & Acquisitions
Nominated By Global Technology Company

ULMER & BERNE

Joseph A. Castrodale
Partner; Chair, Business Litigation

Location Cleveland, OH
Primary Practice Complex Business Litigation
Nominated By Large Financial Services Company

Frederick N. Widen
Partner

Location Cleveland, OH
Primary Practice Taxation
Nominated By Large Financial Services Company

VALOREM LAW GROUP



Patrick J. Lamb
Partner

Location Chicago, IL
Primary Practice Litigation
Nominated By Large Industrial Manufacturer

VAN NESS FELDMAN

A. Gregory Junge
Partner

Location Washington, DC
Primary Practice FERC Litigation and Appellate Litigation
Nominated By Leading Energy Company

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

VEDDER PRICE

John H. Eickemeyer <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Accounting Law Large Financial Services Company
Joel S. Forman <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Litigation Global Technology Company
Guy E. Snyder <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Corporate Leading Pharmaceutical Company

VERRILL DANA

Jennifer A. Creedon <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Litigation & Trial Leading Energy Company
--	---	--

VINSON & ELKINS

Margaret J. Sampson <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Austin, TX Intellectual Property Counseling Large Health Care Company
--	---	---

VORYS, SATER, SEYMOUR AND PEASE

Bryan H. Falk <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Cleveland, OH Finance, Energy and Real Estate Financial Services Company
--	---	--

WACHTELL, LIPTON, ROSEN & KATZ



Ilene Knable Gotts <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Antitrust Large Industrial Manufacturer
---	---	--



Steven A. Rosenblum <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate Large Industrial Manufacturer
--	---	--

WALDER WYSS

Hans Rudolf Trüeb <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Zurich, Switzerland Information Technology, Energy, Intellectual Property and Competition Large Pharmaceutical Company
--	---	--

BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

WALKER EISENBRAUN

Kevin R. McAlpin
Attorney

Location
Primary Practice

Houston, TX
Corporate; Commercial Transactions;
Compliance; Litigation
Nominated By
Large Energy Company

WEIL, GOTSHAL & MANGES

Ellen J. Odoner
Partner

Location
Primary Practice
Nominated By

New York, NY
Public Company Advisory Group
Leading Consumer Goods Company

WELLS MARBLE & HURST

Kenna L. Mansfield, Jr.
Attorney

Location
Primary Practice
Nominated By

Ridgeland, MS
Commercial Litigation
Large Financial Services Company

WHEELER TRIGG O'DONNELL

Michael T. Williams
Partner

Location
Primary Practice
Nominated By

Denver, CO
Class Actions; Mass Torts; Product Liability
Litigation
Leading Consumer Goods Company

WILEY PRICE & RADULOVICH

Nicole J. Owren-Wiest
Partner

Location
Primary Practice
Nominated By

Washington, DC
Government Contracts
Global Industrial Manufacturer

WILEY REIN

Scott M. McCaleb
Partner

Location
Primary Practice
Nominated By

Washington, DC
Government Contracts; Litigation
Global Industrial Manufacturer

WILLIAMS & CONNOLLY

Douglas R. Marvin
Partner

Location
Primary Practice
Nominated By

Washington, DC
Mass Tort Litigation
Pharmaceutical Giant

F. Whitten Peters
Partner

Location
Primary Practice
Nominated By

Washington, DC
Civil Litigation & Trial Practice and Criminal
Defense & Government Investigations
Large Technology Company



BTI CLIENT SERVICE ALL-STARS 2015: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

WILSON ELSER MOSKOWITZ EDELMAN & DICKER

Thomas R. Manisero <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	White Plains, NY Accountants and Commercial Services Large Financial Services Firm
---	---	--

WILSON SONSINI GOODRICH & ROSATI

Boris Feldman <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA Securities Litigation Large Health Care Company
--	---	---

WINSTON & STRAWN

Barry J. Hart <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Tax Large Diversified Services Company
--	---	---

WINTHROP & WEINSTINE

Dean D. Willer <i>Shareholder</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Minneapolis, MN Mergers & Acquisitions Leading Energy Company
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WOMBLE CARLYLE

 Dean Wayne Rutley <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Tysons Corner, VA Mergers & Acquisitions Large Financial Services Company
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YETTER COLEMAN

R. Paul Yetter <i>Partner</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Houston, TX Litigation Airline Giant
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ZASHIN & RICH

Stephen S. Zashin <i>Attorney</i>	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Cleveland, OH Labor & Employment Large Financial Services Company
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RETIRED

Robert A. Copen	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Banking Leading Consumer Goods Company
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HOW TO BECOME A BTI CLIENT SERVICE ALL-STAR

1

INGRAIN YOURSELF IN THE BUSINESS—NOT THE MATTER
Institutionalize relationships to make yourself indispensable

Talk business to me.

Cloak all your recommendations and guidance in the context of the client’s business. Legal decision makers say business context most differentiates one attorney from another. As attorneys, the work demands understanding industry dynamics, current events, and competitive pressures. However, equal importance needs to be placed on business objectives and communicating with the client in terms they understand—and value (translation: speak in terms of business outcomes and impacts, along with your legal insights).

Think past the work.

The work is important, but is only one component of a successful relationship. Many attorneys are capable of providing effective counsel. Few focus on building the business relationship. Meet with clients twice or more a year to build your relationship in a systematic manner—discuss their changing goals, pressures they are feeling from their management, and offer new thinking or strategies for them to consider based on changes in external factors.

Teaching is the gateway drug.

Teach clients something they don’t know and will help them do their job better (or help them personally). No charge. Taking a step to prove you are invested in the client earns you their investment back.

7 STEPS TO ENSURE YOU DON’T GROW RELATIONSHIPS

1. **FOCUS ONLY ON THE WORK**
2. **DON’T ASK CLIENTS ABOUT THEIR BUSINESS OBJECTIVES**
3. **KEEP YOUR BEST IDEAS TO YOURSELF**
4. **RESPOND QUICKLY, BUT NOT AS FAST AS A COMPETITOR**
5. **DON’T TAKE THE OBVIOUS NEXT STEP WITHOUT BEING ASKED**
6. **AVOID OFFERING OPINIONS BEFORE BEING HIRED**
7. **ACT LIKE YOU ARE TRYING TO WIN THE WORK—INSTEAD OF ACTING LIKE YOU HAVE THE WORK**

STEP 2: ASSESS YOUR CLIENT RELATIONSHIPS

2 | **ASSESS YOUR CLIENT RELATIONSHIPS**
Be certain of which relationships need immediate repair and which are ready to grow

Invested clients behave differently.

Stated behavior often differs from actual behavior—particularly when it comes to clients. When asked if they would recommend a named provider, 85% of clients said yes. Later in the same study, when asked which providers they would recommend (without prompting them with the provider’s name), fully 45% of executives did not name the provider they said they would recommend earlier.

It’s the difference between what clients tell us they will do (many times so we do not force them to have an uncomfortable conversation) and what they will actually do in a given situation.

Building client investment isn’t just good for the client. Attorneys and law firms with higher levels of client investment enjoy:

- Higher growth
- Increased profits
- Greater client retention

Do You Know...

If your clients really think of you first?

How your performance stacks up against others serving your client?

If something you are doing is driving your clients crazy—even just a little?

How your clients rate you in the activities proven to drive superior relationships?

If your relationship is improving, declining, or stagnant?

Every professional whose client is invested in the relationship knows the answers to these questions and more.

STEP 3: IMMEDIATELY BOOST RELATIONSHIPS BY IMPROVING CLIENTELLIGENCE

3

IMMEDIATELY BOOST RELATIONSHIPS WITH CLIENTELLIGENCE®
Pinpoint your strengths—and weaknesses—in the activities proven to drive growth

BTI's 25 years of research pinpoint the 17 activities responsible for driving the absolute best client relationships. In essence, they are how clients define client service excellence and what clients expect out of the firms with whom they have the best relationships. The best-in-class performances in these activities are proven to drive superior financial performance.

There's only 1 way to determine if you are hitting the best-in-class threshold: ask.

Client feedback allows you to unequivocally pinpoint where you are excelling and where you need systematic improvements in your relationships.

The best feedback initiatives not only assess how you and your firm perform, but also look at the performance of the competitors also serving your clients. At the end of the day, what does it matter if a client thinks you are doing great, if a competitor is doing better?

THE 17 ACTIVITIES

Quadrant I: Relationship Bliss

1. Commitment to help
2. Client focus
3. Understanding the client's business
4. Providing value for the dollar

Quadrant II: Price of Admission

5. Legal skills
6. Quality
7. Meeting core scope
8. Keeping clients informed
9. Dealing with unexpected changes
10. Handling problems

Quadrant III: Relationship Builders

11. Breadth of services
12. Helping advise on business issues
13. Regional reputation
14. Unprompted communication
15. Bringing together resources

Quadrant IV: Business Magnets

16. Anticipating the client's needs
17. Innovative approach

**LEARN MORE ABOUT THE 17 ACTIVITIES AND
BTI'S UPCOMING BOOK: CLIENTELLIGENCE AT WWW.BTICONSULTING.COM/17**

BTI'S METHODOLOGY AND APPROACH

METHODOLOGY AND APPROACH

BTI's goal each year is to be objective and transparent in our rankings. The All-Stars is a data-driven ranking based solely on in-depth telephone interviews with leading legal decision makers.

This research is independent and unbiased—no law firm or organization other than BTI sponsors this study. No law firm or attorney influences the results, submits nominations, or provides client names to BTI.

Each year, BTI reaches out to a sample of legal decision makers at large organizations with \$1 billion or more in revenue. *BTI Client Service All-Stars 2015* draws on data collected in BTI's ongoing Annual Survey of General Counsel.

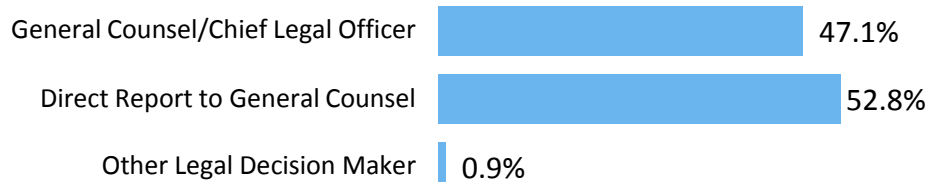
Participants are granted confidentiality at the individual and organizational level.

2015 SURVEY PARTICIPANT DEMOGRAPHICS

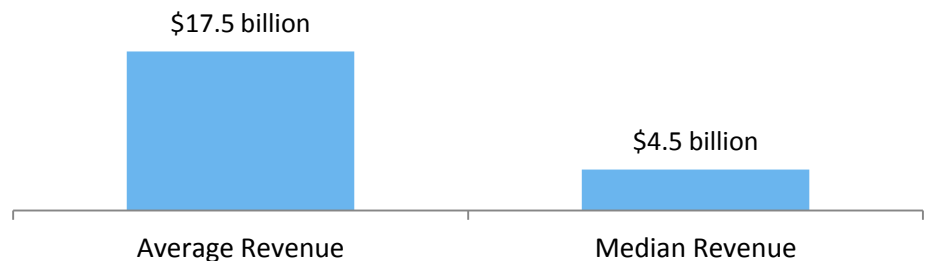
OVERVIEW

Interviews	317 in-depth telephone interviews
Time Frame	Conducted between March 13 and September 16, 2014
Incentives	Respondents receive a complimentary report of legal benchmarks and metrics

HIGHEST-RANKING LEGAL DECISION MAKERS



ORGANIZATIONS WITH HIGHEST LEVELS OF LEGAL SPENDING



REPRESENTATIVE OF MORE THAN 16 INDUSTRY SEGMENTS

Banking	High Tech	Professional Services
Chemicals	Insurance	Retail Trade
Consumer Goods	Investment Banks	Telecomm
Energy	Manufacturing	Transportation
Financial Services	Pharma	Wholesale Trade

ABOUT THE BTI CONSULTING GROUP, INC.

WHO WE ARE

BTI dissects each and every aspect of the client experience through more than 14,000 independent interviews with C-level executives and systematic analysis.

BTI has helped professional services firms boost client service for 25 years.

BTI is the leading provider of strategic research to the legal community—performing more market research about law firms than virtually anyone. BTI has helped more than 200 law firms and professional services firms improve client service through compelling research and advice. We conduct the only continuous benchmarking market study in the legal services industry, now in its 15th year.

MORE THAN 70 OF THE 100 LARGEST LAW FIRMS USE BTI'S SERVICES AND RESEARCH TO:

Implement robust client feedback programs

Assess brand awareness and market positioning

Target market opportunities

Establish best practices and benchmarks to drive performance

BTI conducts the most insightful, custom client surveys as part of world-class client feedback programs to drive consistent client service delivery for leading professional services firms.

Clients use BTI's fact-based approach and powerful decision-making tools to drive change, create urgency, and substantially boost performance.

KEY SERVICES TO HELP OUR CLIENTS

BTI performs a broad range of services for our clients, including:

CUSTOM CLIENT FEEDBACK RESEARCH

CLIENT SERVICE PERFORMANCE STUDIES
CLIENT NEEDS ASSESSMENT

BUSINESS DEVELOPMENT

STRATEGIC BUSINESS PLANNING
CLIENT-FOCUSED BUSINESS PRACTICES
CUSTOM TRAINING

BENCHMARKING YOUR PERFORMANCE

YOUR FIRM'S CLIENT SERVICE SCORE
FINANCIAL AND MARKET PERFORMANCE
COMPETITIVE ANALYSIS

MARKET ASSESSMENT

BRAND HEALTH & MARKET AWARENESS STUDIES
NEW MARKET ENTRY ASSESSMENTS

BTI CLIENT FOCUS BOOT CAMPS

HIGHLY TARGETED 3-4 HOUR SESSIONS—DESIGNED FOR SENIOR PARTNERS AND ATTORNEYS

KEY SERVICES TO HELP OUR CLIENTS

BTI performs a broad range of services for our clients, including:

CLIENT INSIGHT BRIEFINGS

BTI ALSO OFFERS PRIVATE BRIEFINGS BOTH IN PERSON AND VIA THE WEB. CHOCK FULL OF CLIENT-BASED INSIGHTS, PERSPECTIVES, AND FACTS, BTI BRIEFINGS DRAW FROM OUR RESEARCH, EXPERIENCE, AND OTHER RESOURCES TO PROVIDE PROVOCATIVE, CONSTRUCTIVE INSIGHTS TO HELP YOU BOOST CLIENT SATISFACTION, INCREASE CLIENT RETENTION, AND IMPROVE YOUR PERFORMANCE. WE CAN TAILOR OUR BRIEFING TO INCLUDE SPECIFIC FEEDBACK ON YOUR FIRM.

PLEASE CONTACT **MICHAEL B. RYNOWECER** AT **+1 617 439 0333** OR MRYNOWECER@BTICONSULTING.COM
TO LEARN MORE ABOUT BTI'S CUSTOM RESEARCH & SERVICES.

Law firms who would otherwise have little insight into corporate counsel hiring decisions, goals, law firm preferences, market positions, and detailed recommendations can now gain access to the same research used by the largest and best-performing firms in the world. The data and insight found in BTI's reports are used to train attorneys, guide business development, inform strategy, and calibrate market trends against firm tactics. In short, you get many of the benefits of a custom study commissioned for your firm, at a fraction of the cost. These insights are proven to drive growth and client retention and protect fees.

All of our reports come with a 100% satisfaction guarantee and complete telephone support to help you maximize the value from our publications.

You can order these and other compelling BTI research or publications at www.bticonsulting.com.

ADDITIONAL INSIGHTS FROM BTI PUBLICATIONS

BTI CLIENT SERVICE A-TEAM 2015



17 activities drive superior client relationships. 4 matter most. Discover how clients rate more than 330 law firms—by name—in these key activities, including Client Focus, Commitment to Help, Legal Skills, and Provides Value for the Dollar.

BTI LEGAL SPENDING OUTLOOK 2015

BTI's Legal Spending Outlook outlines how clients are changing their spending and use of law firms—by practice—in 2015. Learn how to use the distinctive characteristics of 17 different practice areas to target the best opportunities for your firm and beat out competitors.

BTI LITIGATION OUTLOOK 2015

Your trusted and essential guide to navigating the hurdles in the litigation market ahead. Use it to immediately target the best opportunities, overcome challenges, and prepare for the biggest changes.



BTI INTELLECTUAL PROPERTY OUTLOOK 2015

Delve into the world of intellectual property with a comprehensive, high-impact analysis of client spending, buying habits, and opinions on nearly 200 IP law firms—by name.

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