



# THE BTI CLIENT SERVICE ALL-STARS 2016

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

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312 attorneys stand out as absolutely best at client service. Not just great—but head and shoulders above the rest as defined solely by clients. These are the BTI Client Service All-Stars 2016.

No attorney or firm can self-nominate, self-refer nor pay to be included. The only possible avenue for becoming a BTI Client Service All-Star is for corporate counsel to identify an attorney who stands out—above all the others—for delivering superior client service, in an unprompted manner. Only clients select and decide.

The class of 2016 BTI Client Service All-Stars is especially impressive. Corporate counsel are the most demanding they have ever been. Approximately 25% of clients are using new measures and metrics to evaluate their outside counsel. Yet, these BTI Client Service All-Stars rise above and beyond the challenge.

We congratulate each and every BTI Client Service All-Star on their ability to stand above all others in the court of client service. Please turn the page to see which attorneys we celebrate for client service excellence as measured by clients—the one source who matters most.

## BTI CLIENT SERVICE ALL-STARS 2016

Now in its 15<sup>th</sup> 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 congratulates each of the 312 individual attorneys honored in the *BTI Client Service All-Stars 2016* and applauds their skill and dedication to client service as client demands soar.

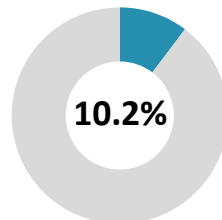
61 attorneys—a mere 19% of the *BTI Client Service All-Stars 2016*—are making repeat appearances. Corporate counsel report these MVPs remain at the top of their game, continuously navigating the ever-changing currents of the client service tide.

Only 8 law firms are home to 5 or more BTI Client Service All-Stars. These firms account for 52 BTI Client Service All-Stars—suggesting a culture of client service which is more dominant than at other firms. 7 of these law firms are also singled out by clients in the *BTI Client Service A-Team 2016*, appearing on this year's BTI Client Service 30.



### All-Star Scarcity:

*Only 10% of All Firms Serving Large Clients 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**

### 312 ALL-STARS, 6 COMMON TRAITS.

Corporate counsel demands and preferences vary widely, yet they identify 6 traits common to the BTI Client Service All-Stars.

The good news—you can learn many of these skills. Start by getting client feedback to learn what your clients want and exactly how you are doing. Then find a mentor, coach, or course to help you develop the traits your clients are looking for.

# **CULTIVATING CLIENT SERVICE STANDOUTS**

## LAW FIRMS HOME TO MULTIPLE ALL-STAR ATTORNEYS

### CULTIVATING FIRMWIDE SUCCESS.

Of the 650 law firms serving large organizations, only 66 are home to more than 1 BTI Client Service All-Star: a truly elite group of standout law firms.

These firms demonstrate their firmwide commitment to client service excellence. It is no surprise to learn over 80% of these firms are also featured in the top 100 in the *BTI Client Service A-Team 2016*—BTI's definitive annual ranking of the law firms legal decision makers recognize for delivering the absolute best client service.

FIRM	NUMBER OF ALL-STARS
Jones Day	8
Skadden, Arps, Slate, Meagher & Flom	8
Dentons	7
BakerHostetler	6
Gibson, Dunn & Crutcher	6
Mayer Brown	6
Reed Smith	6
Morgan Lewis	5
Covington & Burling	4
Crowell & Moring	4
Hogan Lovells	4
Honigman Miller Schwartz and Cohn	4
Kirkland & Ellis	4
Morrison & Foerster	4
Norton Rose Fulbright	4
Paul, Weiss	4
Sidley Austin	4
Troutman & Sanders	4
Akin Gump Strauss Hauer & Feld	3
Alston & Bird	3
Arnall Golden Gregory	3
Arnold & Porter	3
Baker Botts	3
Cleary Gottlieb Steen & Hamilton	3

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## LAW FIRMS HOME TO MULTIPLE ALL-STAR ATTORNEYS

FIRM	NUMBER OF ALL-STARS
Davis Polk & Wardwell	3
DLA Piper	3
Dorsey & Whitney	3
Faegre Baker Daniels	3
Foley & Lardner	3
Jones Walker	3
K&L Gates	3
Latham & Watkins	3
McDermott Will & Emery	3
McGuireWoods	3
Ogletree, Deakins, Nash, Smoak & Stewart	3
Orrick, Herrington & Sutcliffe	3
Polsinelli	3
Scopelitis, Garvin, Light, Hanson & Feary	3
Sherman & Howard	3
Shook, Hardy & Bacon	3
Sullivan & Cromwell	3
Sutherland	3
Thompson Hine	3
WilmerHale	3

FIRM	NUMBER OF ALL-STARS
Baker & McKenzie	2
Bass, Berry & Sims	2
Blake, Cassels & Graydon	2
Bryan Cave	2
Burke, Williams & Sorensen	2
Cooley	2
Epstein Becker Green	2
Fisher & Phillips	2
Foley Hoag	2
Greenberg Traurig	2
Holland & Knight	2
Jenner & Block	2
King & Spalding	2
Pillsbury Winthrop Shaw Pittman	2
Ropes & Gray	2
Seyfarth Shaw	2
Steptoe & Johnson	2
Torys	2
Vinson & Elkins	2
Wachtell, Lipton, Rosen & Katz	2
Weil, Gotshal & Manges	2
Wilson Sonsini Goodrich & Rosati	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. MVPs have been recognized year after year for their dedication to delivering the best service to their clients. Another group of attorneys, the Super All-Stars, enjoy recognition from more than one influential legal decision maker this year.

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. 2016 marks Cohen's 14th appearance as a BTI Client Service All-Star—8 more appearances than any other attorney.

"HE IS KNOWLEDGEABLE AND  
RECOGNIZED FOR HIS TALENT  
THROUGHOUT THE US."

"WE VALUE HIS  
RESPONSIVENESS AND  
STRATEGY AS WELL AS HIS  
CONTACTS AND CONNECTIONS."

"HE IS AN EXPERT IN BANKING LAW  
AND IS THE ATTORNEY  
THE BOARD TRUSTS MOST."

## TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

### BTI CLIENT SERVICE SUPER ALL-STARS

*These 9 standout attorneys receive recognition from multiple influential General Counsel and legal decision makers.*

#### **JAMES B. ARONOFF**

PARTNER, THOMPSON HINE

"I VALUE HIS RESPONSIVENESS AND HE IS VERY KNOWLEDGEABLE ABOUT THE REAL ESTATE INDUSTRY AND COMPLEX TRANSACTIONS."

#### **ROY BASH**

PRACTICE CHAIR, POLSINELLI

"HE'S VERY PRACTICAL AND BRINGS GREAT TRIAL EXPERIENCE AS WELL AS GENERAL BUSINESS KNOWLEDGE."

#### **JACOB D. BYLUND**

PARTNER, FAEGRE BAKER DANIELS

"HE HAS INCREDIBLE COMMUNICATION AND COLLABORATION SKILLS AND GIVES THE IMPRESSION HE IS WORKING WITH US AND NOT JUST FOR US."

#### **PETER J. EYRE**

PARTNER, CROWELL & MORING

"WE VALUE HIS ABILITY TO CUT THROUGH LEGAL COMPLEXITIES AND COMMUNICATE WITH THE BUSINESS TEAM. HE IS ALSO VERY RESPONSIVE."

#### **M. HILL JEFFRIES**

PARTNER, ALSTON & BIRD

"HE HAS A GREAT KNOWLEDGE BASE AND GIVES GREAT CUSTOMER SERVICE AND RESPONSIVENESS."

#### **ETHAN A. KLINGSBERG**

PARTNER, CLEARY GOTTlieb STEEN & HAMILTON

"HE'S A GREAT STRATEGIST. HE IS VERY KNOWLEDGEABLE, RESPONSIVE, EXPERIENCED AND PERSONABLE."

#### **JAMES B. MANLEY, JR.**

PARTNER, DENTONS

"HE GIVES SOUND AND PRACTICAL LEGAL ADVICE AND IS THE ABSOLUTE BEST WHEN IT COMES TO FOLLOW UP. HE NEVER LEAVES US GUESSING WHAT IS GOING ON."

#### **MICHAEL J. SOLECKI**

PARTNER, JONES DAY

"HE IS VERY EXPERIENCED IN COMPLEX TRANSACTIONS AND PROVIDES CONCISE, PRACTICAL ADVICE."

#### **RICHARD D. TRUESDELL, JR.**

PARTNER, DAVIS POLK & WARDWELL

"HIS KNOWLEDGE LEVEL IS LIKE AN ENCYCLOPEDIA OF SECURITIES AND WE VALUE THE WAY HE CONVEYS HIS EXPERIENCES."



## TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

### BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>H. Rodgin Cohen</b> Senior Chairman, Sullivan & Cromwell	14
<b>Leslie A. Lanusse</b> Partner, Adams and Reese	6
<b>Gerald L. Maatman, Jr.</b> Partner, Seyfarth Shaw	5
<b>Jeffrey N. Ostrager</b> Partner, Curtis	5
<b>Tom Clare</b> Partner, Clare Locke	4
<b>Douglas R. Marvin</b> Partner, Williams & Connolly	4
<b>Allen J. Ruby</b> Partner, Skadden, Arps, Slate, Meagher & Flom	4
<b>Douglas W. Sullivan</b> Partner, Crowell & Moring	4

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“SHE KNOWS OUR BUSINESS AND HAS A PRACTICAL, COMMON SENSE APPROACH. SHE IS ALSO EXCEPTIONALLY EFFICIENT AND GIVES US GOOD VALUE FOR THE DOLLAR.”

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

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## TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

### BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>Bobby R. Burchfield</b> Partner, King & Spalding	3
<b>Jacob D. Bylund</b> Partner, Faegre Baker Daniels	3
<b>Greg M. Frenette</b> Partner, Blake, Cassels & Graydon	3
<b>Wayne A. Graver</b> Shareholder/Member of the Board of Directors, Lavin, O'Neil, Cedrone & DiSipio	3
<b>Michael Hoffman</b> Partner, Arena Hoffman	3
<b>Michael A. Kahn</b> Senior Counsel, Crowell & Moring	3
<b>William J. Kelly, III</b> Founding Member, Kelly & Walker	3
<b>Tracy E. Kern</b> Partner, Jones Walker	3
<b>Patrick J. Lamb</b> Partner, Valorem Law Group	3
<b>Michael R. Lazerwitz</b> Senior Counsel, Cleary Gottlieb Steen & Hamilton	3

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>E. Mabry Rogers</b> Partner, Bradley Arant Boult Cummings	3
<b>Steven A. Rosenblum</b> Partner, Wachtell, Lipton, Rosen & Katz	3
<b>E. Joshua Rosenkranz</b> Partner, Orrick, Herrington & Sutcliffe	3
<b>Mary K. Ryan</b> Partner, Nutter McClennen & Fish	3
<b>Charles T. Speth, II</b> Shareholder, Ogletree, Deakins, Nash, Smoak & Stewart	3
<b>James B. Aronoff</b> Partner, Thompson Hine	2
<b>John T. Baecher</b> Partner, Chadbourne & Parke	2
<b>Steven M. Baumer</b> Partner, Bryan Cave	2
<b>David E. Constine, III</b> Partner, Troutman Sanders	2
<b>Robert M. Conway</b> Partner, Duane Morris	2

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"HE HAS A RARE ABILITY TO MAKE THE COMPLEX SOUND BOTH SIMPLE AND CONVERSATIONAL."

"HE'S BRILLIANT, A FANTASTIC WRITER. HE'S ALSO THE BEST ORAL ADVOCATE I KNOW AND JUST A GREAT GUY."

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## TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

### BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>Ariel J. Deckelbaum</b> Partner, Paul, Weiss	2
<b>Stacy Leshock Dee, Esq.</b> Member, Reiferson Miller	2
<b>John Dembeck</b> Counsel, Debevoise & Plimpton	2
<b>Robert W. Dockery</b> Shareholder, Polsinelli	2
<b>James P. Dougherty</b> Partner, Jones Day	2
<b>Sean C. Doyle</b> Partner, Skadden, Arps, Slate, Meagher & Flom	2
<b>Christian W. Fabian</b> Partner, Mayer Brown	2
<b>Scott Ferrell</b> Firm Founder, Newport Trial Group	2
<b>Eric M. Feuerstein</b> Partner, Gibson, Dunn & Crutcher	2
<b>Joel S. Forman</b> Shareholder, Vedder Price	2

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>John G. Froemming</b> Partner, Jones Day	2
<b>Robert B. Gilmore</b> Partner, Stein Mitchell Cipollone Beato & Missner	2
<b>Stephen Glover</b> Partner, Gibson, Dunn & Crutcher	2
<b>Robert D. Goldbaum</b> Partner, Paul, Weiss	2
<b>Howard M. Goldwasser</b> Partner, K&L Gates	2
<b>Michael A. Gordon</b> Partner, Sidley Austin	2
<b>William E. Hannum, III</b> Managing Partner, Schwartz Hannum	2
<b>Elizabeth G. Hester</b> Member, Kaufman & Canoles	2
<b>A. Gregory Junge</b> Partner, Van Ness Feldman	2
<b>Ethan A. Klingsberg</b> Partner, Cleary Gottlieb Steen & Hamilton	2

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“HE POSSESSES GREAT KNOWLEDGE, CREDIBILITY AND LOYALTY. HIS TECHNICAL KNOW-HOW AND EXPERTISE ARE ONLY RIVALED BY HIS CLIENT SERVICE.”

“SHE IS RESPONSIVE AND THOROUGH. SHE KNOWS MY COMPANY AND INDUSTRY AND CREATES A GOOD WORKING RELATIONSHIP.”

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## TOP ATTORNEYS REINVENTING CLIENT RELATIONSHIPS

### BTI CLIENT SERVICE ALL-STAR MVPs

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
<b>Paula E. Litt</b> Partner, Honigman Miller Schwartz and Cohn	2
<b>Kirk T. May</b> Founding Shareholder, Rouse Hendricks German May	2
<b>David McIntosh</b> Partner, Ropes & Gray	2
<b>Teri Lynn McMahon</b> Partner, Alston & Bird	2
<b>Karrin Powys-Lybbe</b> Partner, Torys	2
<b>Steven W. Quattlebaum</b> Managing Member, Quattlebaum, Grooms & Tull	2
<b>Pankaj K. Sinha</b> Partner, Skadden, Arps, Slate, Meagher & Flom	2
<b>Richard S. Soble</b> Partner, Honigman Miller Schwartz and Cohn	2
<b>Michael J. Solecki</b> Partner, Jones Day	2
<b>Marc F. Sperber</b> Partner, Mayer Brown	2
<b>Jay Tabor</b> Partner, Gibson, Dunn & Crutcher	2
<b>H. Glenn Tucker</b> Partner; Chair, Corporate Department, Greenberg Dauber Epstein & Tucker	2
<b>Jeffrey J. Wild</b> Partner, Benesch	2

# **BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP**

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

BTI offers congratulations to the following 312 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.**

### ADAMS AND REESE



#### **Leslie A. Lanusse**

Partner

*Location*

New Orleans, LA

*Primary Practice*

Labor and Employment

*Nominated By*

Large Wholesale Trade Company

### AHLERS & COONEY

#### **Elizabeth Gregg Kennedy**

Shareholder

*Location*

Des Moines, IA

*Primary Practice*

Labor and Employment

*Nominated By*

Large Diversified Media Company

### AKIN GUMP STRAUSS HAUER & FELD

#### **Rick L. Burdick**

Partner

*Location*

Washington, DC

*Primary Practice*

Corporate

*Nominated By*

Leading Energy Company

#### **Dianne B. Elderkin**

Partner

*Location*

Philadelphia, PA

*Primary Practice*

Patent Litigation

*Nominated By*

Global Pharmaceutical Giant

#### **Michael K. Swan**

Partner

*Location*

Houston, TX

*Primary Practice*

Complex Commercial Litigation

*Nominated By*

Large Professional Services Firm

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### ALSTON & BIRD

#### Richard W. Grice

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Finance Group  
Large Financial Services Firm



#### M. Hill Jeffries

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Corporate and Securities  
Global Consumer Goods Giant



#### Teri Lynn McMahon

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Corporate Transactions and Securities  
Leading Manufacturing Company

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### ANDREWS KURTH

#### Jon W. Daly

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Houston, TX  
Corporate and M&A  
Leading Consumer Goods Retailer

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### ARENA HOFFMAN



#### Michael Hoffman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Labor and Employment Litigation  
Leading Consumer Goods Retailer

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### ARMSTRONG TEASDALE

#### Michael S. Jefferies

Partner

*Location*  
*Primary Practice*  
*Nominated By*

St. Louis, MO  
M&A  
Leading Consumer Goods Manufacturer

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### ARNALL GOLDEN GREGORY

#### Aaron M. Danzig

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Litigation  
Global Food Service Giant

#### Allen I. Hirsch

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Antitrust Litigation  
Global Food Service Giant

#### William H. Kitchens

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Government and Regulatory  
Global Food Service Giant

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### ARNOLD & PORTER

<b>Michael L. Bernstein</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Bankruptcy and Corporate Restructuring Large Financial Services Firm
<b>Jonathan Gleklen</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust/Competition Leading Technology Company
<b>Brian C. McCormally</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Financial Services Large Banking Company

### BAKER & MCKENZIE

<b>Tomasz Krzyzowski</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Warsaw, Poland M&A Leading Consumer Goods Manufacturer
<b>Kirsty H. Wilson</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	London, England Corporate Leading Technology Company

### BAKER BOTTS

<b>Mike Bengtson</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Houston, TX Corporate Leading Energy Company
<b>Daniel Hulseberg</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Intellectual Property Leading Consumer Goods Manufacturer
<b>Robert C. Scheinfeld</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Intellectual Property Leading Insurance Carrier



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### BAKERHOSTETLER

#### Todd A. Dawson

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Labor Relations  
Leading Hospitality Company

#### Suzanne K. Hanselman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Securities Offerings and Compliance  
Large Industrial Manufacturer

#### Craig A. Hoffman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cincinnati, OH  
Privacy and Complex Commercial Litigation  
National Consumer Goods Company

#### David G. Holcombe

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cincinnati, OH  
Labor Relations  
Large Media Company

#### Amy J. Traub

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Employment Litigation  
Major Food Company

#### Jeffrey T. Williams

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Litigation  
Major Food Company

### BASS, BERRY & SIMS

#### Michael R. Hess

Member

*Location*  
*Primary Practice*  
*Nominated By*

Memphis, TN  
Specialty Pharmacy  
Global Pharmaceutical Giant

#### Michael S. Moschel

Member

*Location*  
*Primary Practice*  
*Nominated By*

Nashville, TN  
Labor and Employment  
Leading Hospitality Company

### BELIN McCORMICK

#### S. Christian Nelson

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Des Moines, IA  
M&A  
Large Diversified Media Company

### BENESCH

#### Jeffrey J. Wild

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Real Estate and Environmental  
Large Real Estate Investor



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### BLAKE, CASSELS & GRAYDON



#### Greg M. Frenette

Partner

*Location*

Toronto, ON

*Primary Practice*

M&A

*Nominated By*

Major Insurance Carrier

#### Michael McCachen, FCI Arb

Partner

*Location*

Calgary, AB

*Primary Practice*

Litigation

*Nominated By*

Global Energy Giant

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### BRADLEY ARANT BOULT CUMMINGS



#### E. Mabry Rogers

Partner

*Location*

Birmingham, AL

*Primary Practice*

Construction and Procurement

*Nominated By*

Leading Energy Company

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### BRENNAN, RECUPERO, CASCIONE, SCUNGIO & McALLISTER

#### Thomas S. Hemmendinger

Partner

*Location*

Providence, RI

*Primary Practice*

Corporate

*Nominated By*

Leading Transportation Company

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### BRYAN CAVE



#### Steven M. Baumer

Partner

*Location*

St. Louis, MO

*Primary Practice*

Transactions

*Nominated By*

Leading Manufacturing Company

#### William F. Seabaugh

Partner

*Location*

St. Louis, MO

*Primary Practice*

Transactions

*Nominated By*

Large Industrial Manufacturer

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### BURKE CROMER CREMONESE

#### Jeffrey D. Roberts

Partner

*Location*

Pittsburgh, PA

*Primary Practice*

Litigation

*Nominated By*

Leading Energy Company

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### BURKE, WILLIAMS & SORENSEN

#### Cheryl L. Johnson-Hartwell

Partner

*Location*

Los Angeles, CA

*Primary Practice*

Labor and Employment

*Nominated By*

Leading Consumer Goods Retailer

#### H. James Wulfsberg

Partner

*Location*

Oakland, CA

*Primary Practice*

Litigation

*Nominated By*

National Professional Services Firm

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### BURR & FORMAN

<b>David A. Elliott</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Birmingham, AL Litigation Leading Financial Services Firm
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### BUTLER SNOW

<b>Christy D. Jones</b> Attorney	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Jackson, MS Drug and Device Litigation Global Pharmaceutical Giant
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### CALFEE

<b>Thomas F. McKee</b> Chairman	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Cleveland, OH Corporate, Securities & Capital Markets Large Manufacturing Company
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### CARLTON FIELDS JORDEN BURT

<b>James F. Jordan</b> Shareholder	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Litigation Leading Insurance Carrier
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### CHADBOURNE & PARKE

 <b>John T. Baecher</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Project Finance Leading Energy Company
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### CHOATE, HALL & STEWART

<b>John R. Pitfield</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA M&A and Corporate & Securities Large Industrial Manufacturer
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### CLARE LOCKE

 <b>Tom Clare</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Alexandria, VA Litigation National Wholesale Trade Company
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### CLARK HILL

<b>Kevin A. Fanning</b> Member	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Birmingham, MI Commercial Litigation Leading Transportation Company
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### CLEARY GOTTlieb STEEN & HAMILTON

  **Ethan A. Klingsberg**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
M&A  
Leading Consumer Goods Retailer

 **Michael R. Lazerwitz**

Senior Counsel

*Location*  
*Primary Practice*

New York, NY  
White-Collar Defense, Securities  
Enforcement and Internal Investigations

*Nominated By*

Leading Financial Services Firm

**Victor I. Lewkow**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
M&A and Joint Ventures  
Leading Technology Company

### COOLEY

**Scott Dailard**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Diego, CA  
Privacy and Data Protection  
Large Diversified Media Company

**Joseph M. Drayton**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Intellectual Property Litigation  
Global Insurance Giant

### COVINGTON & BURLING

**Jason A. "Jay" Carey**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Government Contracts  
Global Transportation Giant

**Jeffrey B. Elikan**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Patent Litigation  
Global Pharmaceutical Giant

**Corinne A. Goldstein**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
International Trade Controls  
Leading Transportation Company

**Benedict M. Lenhart**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Insurance and Litigation  
Leading Technology Company

### COZEN O'CONNOR

**Joseph E. Tilson**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Labor and Employment  
Leading Agricultural Supplier

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### CRAVATH, SWAINE & MOORE

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<b>Susan Webster</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Finance and Securities Leading Industrial Manufacturer
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### CROWELL & MORING

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 <b>Peter J. Eyre</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Government Contracts Leading Professional Services Firm
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 <b>Michael A. Kahn</b> Senior Counsel	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Litigation and Trial Leading Consumer Goods Retailer
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<b>John C. Martin</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Regulatory and Policy Leading Energy Company
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 <b>Douglas W. Sullivan</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Litigation and Trial Leading Consumer Goods Retailer
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### CURTIS

---

 <b>Jeffrey N. Ostrager</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate and Securities Leading Industrial Distributor
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### DAVIDSON BERQUIST JACKSON + GOWDEY

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<b>Donald L. Jackson</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	McLean, VA Intellectual Property Litigation Global Industrial Giant
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### DAVIS POLK & WARDWELL

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<b>William H. Aaronson</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A Leading Financial Services Firm
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<b>Richard J. Sandler</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets Global Insurance Giant
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 <b>Richard D. Truesdell, Jr.</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets Leading Energy Giant
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### DEBEVOISE & PLIMPTON



**John Dembeck**  
Counsel

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Insurance & Reinsurance  
Global Insurance Giant

---

### DECHERT

**Laura Swihart**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Real Estate Finance and Investing  
Global Financial Services Giant

---

### DENTONS

**Laura Leigh Geist**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Commercial Litigation  
Large Financial Services Group

**Gary A. Goodman**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Real Estate  
Large Commercial Bank

**Barbara B. Johnston, Q.C.**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Calgary, AB  
Labor and Employment  
Global Energy Giant



**James B. Manley, Jr.**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Litigation  
Prominent Industrial Manufacturer

**Stafford Matthews**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Palo Alto, CA  
Competition and Antitrust  
Leading Professional Services Provider

**G. Scott Rafshoon**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Corporate and M&A  
Prominent Professional Services Firm

**Douglas A. Scullion**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Litigation  
Large Financial Services Group

---

### DiNICOLA, SELIGSON & UPTON

**John W. DiNicola, II**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Boston, MA  
Construction Litigation  
National Professional Services Firm

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### DLA PIPER

#### Ed Batts

Partner

*Location*  
*Primary Practice*  
*Nominated By*

East Palo Alto, CA  
Corporate  
Leading Technology Company

#### James M. Brogan

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Philadelphia, PA  
Product Liability, Mass Torts and Product Stewardship  
Global Manufacturing Giant

#### Bret Lowell

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Reston, VA  
Franchise and Commercial Contracts  
Leading Financial Services Firm

### DORSEY & WHITNEY

#### Sandra Edelman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Trademark, Copyright, Advertising & Brand Management  
Large Food Company

#### John Marsalek

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Minneapolis, MN  
Mergers & Acquisitions  
Leading Industrial Manufacturer

#### Gary L. Tygesson

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Minneapolis, MN  
Capital Markets & Corporate Compliance  
Major Manufacturing Company

### DUANE MORRIS



#### Robert M. Conway

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Philadelphia, PA  
Intellectual Property  
Leading Industrial Manufacturer

### DUNLAP CODDING

#### Douglas J. Sorocco

Director and Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Oklahoma City, OK  
Intellectual Property  
Leading Industrial Manufacturer

### EIMER STAHL

#### Nathan P. Eimer

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Individual and Class Civil Litigation  
Large Energy Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### EPSTEIN BECKER GREEN

#### Mark E. Lutes

Chair, Board of Directors/Member of the Firm

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Healthcare and Life Sciences  
Large Health Care Company

#### Patricia M. Wagner

Member of the Firm/Chief Privacy Officer

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Healthcare and Life Sciences  
Large Health Care Company

---

### FAEGRE BAKER DANIELS

#### Jacob D. Bylund

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Des Moines, IA  
Food & Agriculture Litigation  
Leading Consumer Goods Giant

#### Jennifer R. Mewaldt

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Minneapolis, MN  
Capital Markets and Securities  
Leading Wholesale Trade Company

#### Amy C. Seidel

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Minneapolis, MN  
Corporate  
Leading Energy Company

---

### FISH & RICHARDSON

#### Michael E. Florey

Principal

*Location*  
*Primary Practice*  
*Nominated By*

Minneapolis, MN  
IP Litigation  
Global Pharmaceutical Company

---

### FISHER & PHILLIPS

#### Lonnie D. Giamela

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Los Angeles, CA  
Labor and Employment  
Global Food Giant

#### Danielle S. Urban

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Denver, CO  
Labor and Employment  
Large Professional Services Firm



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### FOLEY & LARDNER

<b>Linda E. Benfield</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Milwaukee, WI Environmental Regulation Leading Consumer Goods Retailer
<b>Michael J. Lockerby</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Distribution and Franchise National Manufacturing Company
<b>Myla R. Reizen</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Miami, FL Health Care Large Health Care Company

---

### FOLEY HOAG

<b>Daniel S. Clevenger</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Corporate Finance and Securities Leading Health Care Company
<b>John D. Hancock</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Corporate Finance and Securities Leading Health Care Company

---

### FRANKFURT KURNIT KLEIN & SELZ

<b>Catherine M.C. Farrelly</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Trademark and Brand Management Global Insurance Giant
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### FREEBORN & PETERS

<b>Eugene F. Zelek, Jr.</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Antitrust and Trade Regulation Large Manufacturing Company
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### FROST BROWN TODD

<b>Nicholas C. Pappas</b> Member	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Indianapolis, IN Product Liability Litigation Leading Industrial Manufacturer
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### GIBSON, DUNN & CRUTCHER

---

#### Jeffrey A. Chapman

Partner

*Location*

Dallas, TX

*Primary Practice*

M&A

*Nominated By*

Prominent Health Care Company



#### Eric M. Feuerstein

Partner

*Location*

New York, NY

*Primary Practice*

Real Estate

*Nominated By*

Large Real Estate Investor



#### Stephen Glover

Partner

*Location*

Washington, DC

*Primary Practice*

M&A, Corporate Transactions and Capital Markets

*Nominated By*

Leading Hospitality Company

#### Elizabeth A. Ising

Partner

*Location*

Washington, DC

*Primary Practice*

Securities Regulation and Corporate Governance

*Nominated By*

Global Consumer Goods Giant

#### Daniel R. Mummery

Partner

*Location*

Palo Alto, CA

*Primary Practice*

Strategic Sourcing and Commercial Transactions

*Nominated By*

Large Industrial Manufacturer



#### Jay Tabor

Partner

*Location*

Dallas, TX

*Primary Practice*

M&A, Private Equity, and Energy & Infrastructure

*Nominated By*

Leading Consumer Goods Retailer

---

### GREENBERG DAUBER EPSTEIN & TUCKER

---

#### H. Glenn Tucker

Partner; Chair, Corporate Department

*Location*

Newark, NJ

*Primary Practice*

Corporate

*Nominated By*

Large Health Care Company




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### GREENBERG TRAURIG

---

#### Rita M. Powers

Shareholder

*Location*

Chicago, IL

*Primary Practice*

Real Estate Litigation

*Nominated By*

Large Real Estate Investor

#### Richard A. Rosenbaum

Shareholder; Chief Executive Officer

*Location*

New York, NY

*Primary Practice*

Management

*Nominated By*

National Industrial Manufacturer

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### HANSON BRIDGETT

<b>Christina M. Nugent</b> Counsel	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Sacramento, CA Transportation and Logistics Leading Transportation Company
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### HICKS MORLEY

<b>Vincent M. Panetta</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Kingston, ON Labour Relations Leading Agricultural Supplier
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### HINSHAW & CULBERTSON

<b>Joshua G. Vincent</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Litigation Large Real Estate Investor
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### HOGAN LOVELLS

<b>John H. Booher</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Menlo Park, CA M&A Leading Health Care Company
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<b>Elizabeth M. Donley</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC M&A Leading Industrial Manufacturer
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<b>Michael J. Silver</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A Leading Health Care Company
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<b>Michael J. Vernick</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Government Contracts Large Professional Services Firm
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### HOLLAND & HART

<b>Lucy Stark</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO M&A Leading Energy Company
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### HOLLAND & KNIGHT

#### Vito A. Costanzo

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Los Angeles, CA  
Litigation and Dispute Resolution  
Leading Manufacturing Company

#### Ben W. Subin

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Orlando, FL  
Construction Litigation & Dispute Resolution  
National Professional Services Firm

### HONIGMAN MILLER SCHWARTZ AND COHN



#### Paula E. Litt

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Litigation  
Large Commercial Bank

#### Robert J. Palmersheim

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Antitrust and Trade Regulation  
Prominent Industrial Manufacturer



#### J. Adam Rothstein

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Bloomfield Hills, MI  
Real Estate  
Large Financial Services Firm

#### Richard S. Soble

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Bloomfield Hills, MI  
Corporate and Tax  
Large Financial Services Firm

### HUNTON & WILLIAMS

#### Jeffrey L. Harvey

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Richmond, VA  
Global Outsourcing and Technology  
Leading Technology Company

### IRELL & MANELLA

#### Jonathan S. Kagan

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Los Angeles, CA  
IP Litigation  
Leading Technology Company

### JENNER & BLOCK

#### David W. DeBruin

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Complex Commercial Litigation  
Global Professional Services Giant

#### Dean N. Panos

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Litigation  
Major Food Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### JONES DAY



#### James P. Dougherty

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH and New York, NY  
M&A and Corporate  
Leading Industrial Manufacturer



#### John G. Froemming

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Intellectual Property  
Leading Consumer Goods Manufacturer

#### Daniel C. Hagen

Partner

*Location*  
*Primary Practice*  
  
*Nominated By*

New York, NY  
Employee Benefits and Executive  
Compensation  
Leading Consumer Goods Manufacturer

#### Jeffrey J. Jones

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Detroit, MI and Columbus, OH  
Litigation  
Leading Industrial Manufacturer

#### David A. Kutik

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Litigation  
Leading Energy Company

#### Patrick J. Leddy

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
M&A  
Large Industrial Manufacturer

#### Randi C. Lesnick

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
M&A  
Leading Consumer Goods Manufacturer



#### Michael J. Solecki

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Capital Markets  
Large Real Estate Investor

---

### JONES WALKER

#### Monique A. Cenac

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Phoenix, AZ  
Corporate Governance  
Leading Energy Giant



#### Tracy E. Kern

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New Orleans, LA  
Labor and Employment  
Leading Consumer Goods Retailer

#### Laurie M. Riley

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Miami, FL  
Labor and Employment  
Leading Consumer Goods Retailer

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### JOSEPH & COHEN

#### Jeffrey J. Lederman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
IP Litigation  
Leading Technology Company

---

### K&L GATES

#### Brian R. Brown

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Raleigh, NC  
Corporate and M&A  
Leading Health Care Company



#### Howard M. Goldwasser

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Debt Capital Markets  
Large Commercial Bank

#### Edward P. Sangster

Administrative Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Commercial Disputes  
Large Transportation Company

---

### KASOWITZ, BENSON, TORRES & FRIEDMAN

#### James J. Stricker

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Commercial Litigation  
Leading Telecommunications Company

---

### KATTEN MUCHIN ROSENMAN

#### Sheldon T. Zenner

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
White-Collar and Civil Litigation  
Global Financial Services Giant

---

### KAUFMAN & CANOLES



#### Elizabeth G. Hester

Member

*Location*  
*Primary Practice*  
*Nominated By*

Richmond, VA  
Commercial  
Large Manufacturing Company

---

### KELLEY DRYE & WARREN

#### Karyn Corlett Fulton

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Real Estate  
Global Health Care Giant

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### KELLY & WALKER



**William J. Kelly, III**  
Founding Member

*Location* Denver, CO  
*Primary Practice* Commercial & Employment Litigation  
*Nominated By* Large Wholesale Trade Company

---

### KING & SPALDING



**Bobby R. Burchfield**  
Partner

*Location* Washington, DC  
*Primary Practice* Complex Litigation  
*Nominated By* Global Wholesale Trade Giant

**Joseph W. Dorn**  
Partner

*Location* Washington, DC  
*Primary Practice* International Trade/WTO  
*Nominated By* Leading Industrial Manufacturer

---

### KIRKLAND & ELLIS

**Dale Cendali, P.C.**  
Partner

*Location* New York, NY  
*Primary Practice* Intellectual Property  
*Nominated By* Global Consumer Goods Manufacturer

**Stuart A.C. Drake**  
Partner

*Location* Washington, DC  
*Primary Practice* Environmental  
*Nominated By* Major Energy Company

**James N. Nowacki, P.C.**  
Of Counsel

*Location* Chicago, IL  
*Primary Practice* Litigation  
*Nominated By* Large Professional Services Firm

**Brian D. Wolfe**  
Partner

*Location* Chicago, IL  
*Primary Practice* Private Equity  
*Nominated By* Leading Media Company

---

### KNOBBE MARTENS OLSON & BEAR

**Adeel Akhtar**  
Partner

*Location* San Francisco, CA  
*Primary Practice* Intellectual Property  
*Nominated By* Leading Technology Company

---

### KRIEG DEVAULT

**Brian M. Heaton**  
Partner

*Location* Carmel, IN  
*Primary Practice* Corporate/Health Care Mergers & Acquisitions  
*Nominated By* Large Manufacturing Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### LATHAM & WATKINS

#### Matthew A. Brill

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Communications Law  
Leading Telecommunications Giant

#### Kirk A. Davenport II

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Capital Markets  
Leading Industrial Manufacturer

#### Daniel T. Lennon

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
M&A and Private Equity  
Prominent Health Care Company

### LATHROP & GAGE

#### David R. Barnard

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Kansas City, MO  
Intellectual Property  
Large Consumer Goods Retailer

### LAVIN, O'NEIL, CEDRONE & DISIPIO



#### Wayne A. Graver

Shareholder/Member of the Board of Directors

*Location*  
*Primary Practice*  
*Nominated By*

Philadelphia, PA  
Industrial & Consumer Product Liability  
Large Consumer Goods Retailer

### LEE TRAN & LIANG

#### Enoch H. Liang

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
IP Litigation  
Large Consumer Goods Retailer

### LITTLER MENDELSON

#### Steven L. Rahhal

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Dallas, TX  
Labor and Employment  
Prominent Health Care Company

### LOCKE LORD

#### Jason Mueller

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Dallas, TX  
Trademark, Copyright and Advertising  
Leading Insurance Group



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### MAYER BROWN

#### **Curtis A. Doty**

Partner

*Location*

New York, NY

*Primary Practice*

Banking and Finance

*Nominated By*

Global Financial Services Firm



#### **Christian W. Fabian**

Partner

*Location*

Chicago, IL

*Primary Practice*

M&A and Corporate & Securities

*Nominated By*

Large Manufacturing Company

#### **Charles Salem Hallab**

Partner

*Location*

Washington, DC

*Primary Practice*

International Trade

*Nominated By*

Leading Industrial Manufacturer



#### **Marc F. Sperber**

Partner

*Location*

Chicago, IL

*Primary Practice*

M&A

*Nominated By*

Global Consumer Goods Giant

#### **Jason P. Wagenmaker**

Partner

*Location*

Chicago, IL

*Primary Practice*

Financial Institutions M&A

*Nominated By*

Global Industrial Giant

#### **Carmine R. Zarlenga**

Partner

*Location*

Washington, DC

*Primary Practice*

Litigation and Dispute Resolution

*Nominated By*

Large Consumer Goods Company

---

### MCDERMOTT WILL & EMERY

#### **Ankur Gupta**

Partner

*Location*

Chicago, IL

*Primary Practice*

Real Estate

*Nominated By*

Large Manufacturing Company

#### **Michael Kendall**

Partner

*Location*

Boston, MA

*Primary Practice*

White-Collar and Securities Defense

*Nominated By*

Prominent Health Care Company

#### **Michael W. Peregrine**

Partner

*Location*

Chicago, IL

*Primary Practice*

Corporate Responsibility and Governance

*Nominated By*

Large Health Care Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### MCGUIREWOODS

#### Philip Goldstein

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Commercial Litigation  
Leading Technology Company

#### Jonathan P. Harmon

Partner

*Location*  
*Primary Practice*

Richmond, VA  
Commercial Litigation and Employment  
Litigation

*Nominated By* Leading Consumer Goods Company

#### James H. Walsh

Partner

*Location*  
*Primary Practice*

Richmond, VA  
Antitrust Litigation and Government  
Investigations

*Nominated By* Large Industrial Manufacturer

### MESSNER REEVES

#### Caleb Meyer

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Denver, CO  
Litigation  
Leading Telecommunications Company

### MEYER, UNKOVIC & SCOTT

#### Patricia L. Dodge

Managing Partner

*Location*  
*Primary Practice*  
*Nominated By*

Pittsburgh, PA  
Litigation and Dispute Resolution  
Leading Energy Company

### MICHAEL BEST & FRIEDRICH

#### Christopher M. Tobin

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Intellectual Property  
Global Financial Services Giant

### MILBANK, TWEED, HADLEY & MCCLOY

#### Peter D. Nescgos

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Commercial and Financial Transactions  
Large Telecommunications Company

### MILES & STOCKBRIDGE

#### Timothy L. Mullin, Jr.

Principal

*Location*  
*Primary Practice*  
*Nominated By*

Baltimore, MD  
Product Liability  
National Consumer Goods Manufacturer

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### MORGAN LEWIS

#### Danny S. Ashby

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Dallas, TX  
Litigation, Regulation and Investigations  
Leading Consumer Goods Retailer

#### Martin F. Conniff

Partner

*Location*  
*Primary Practice*

New York, NY  
Corporate Business Transactions, M&A and Finance

*Nominated By*

Global Transportation Giant

#### Timothy P. Matthews

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Energy Regulation, Litigation, Transactions  
Leading Energy Company

#### Steven R. Wall

Managing Partner

*Location*  
*Primary Practice*  
*Nominated By*

Philadelphia, PA  
Labor and Employment  
Leading Transportation Company

#### Paul A. Zevnik

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Litigation  
Leading Technology Company

### MORRISON & FOERSTER

#### Rachel Krevans

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
IP Litigation  
Large Telecommunications Company

#### Kenneth A. Kuwayti

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Palo Alto, CA  
IP Litigation  
Large Technology Company

#### Rick Vacura

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Government Contracts and Public Procurement  
Major Professional Services Firm

#### Bradley D. Wine

Partner

*Location*  
*Primary Practice*  
  
*Nominated By*

Washington, DC  
Government Contracts and Public Procurement  
Major Professional Services Firm

### NEWPORT TRIAL GROUP

#### Scott Ferrell

Firm Founder

*Location*  
*Primary Practice*  
*Nominated By*

Newport Beach, CA  
Commercial Litigation  
Leading Manufacturing Company



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### NEXSEN PRUET

#### David Gossett

Member

*Location*  
*Primary Practice*  
*Nominated By*

Greenville, SC  
Banking and Finance  
Large Banking Company

### NORTON ROSE FULBRIGHT

#### Jean-Philippe Brunet, CHRP

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Montreal, QC  
Business Immigration & International Mobility  
Leading Professional Services Firm

#### Andrew Fleming

Senior Partner

*Location*  
*Primary Practice*  
*Nominated By*

Toronto, ON  
Corporate Finance and Securities  
Global Banking Giant

#### Charles E. Hurdon

Managing Partner - Canada

*Location*  
*Primary Practice*  
*Nominated By*

Ottawa, ON  
Labor and Employment  
Global Banking Giant

#### Layne E. Kruse

Head of Antitrust and Competition,  
United States

*Location*  
*Primary Practice*  
*Nominated By*

Houston, TX  
Antitrust and Competition  
National Manufacturing Company

### NUTTER MCCLENNEN & FISH



#### Mary K. Ryan

Partner

*Location*  
*Primary Practice*  
*Nominated By*

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

### NYEMASTER GOODE

#### Jason L. Giles

Member

*Location*  
*Primary Practice*  
*Nominated By*

Des Moines, IA  
Business & Commercial Transactions, M&A  
Large Diversified Media Company

### OGLETREE, DEAKINS, NASH, SMOAK & STEWART

#### William L. Duda

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Columbia, SC  
Labor and Employment  
Prominent Manufacturing Company

#### Gregg M. Lemley

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

St. Louis, MO  
Labor and Employment  
Large Professional Services Firm



#### Charles T. Speth, II

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Columbia, SC  
Employment Litigation and Advice  
Leading Agricultural Supplier

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### O'MELVENY & MYERS

<b>George Riley</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Litigation Large Professional Services Firm
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### ORRICK, HERRINGTON & SUTCLIFFE

<b>William S. Haft</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Banking & Finance Leading Insurance Giant
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<b>Lynne C. Hermle</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Silicon Valley, CA Employment Law and Litigation Global Technology Giant
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<b>E. Joshua Rosenkranz</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Supreme Court & Appellate Leading Telecommunications Company
--	---	---

---

### PAUL, WEISS



<b>Ariel J. Deckelbaum</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate, M&A and Private Equity Transactions Leading Telecommunications Giant
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<b>Robert D. Goldbaum</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Investment Management Transactions Leading Financial Services Firm
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<b>Moses Silverman</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Litigation Leading Energy Company
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<b>Lawrence G. Wee</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets and Securities Leading Consumer Goods Company
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### PECKAR & ABRAMSON

<b>Michael A. Branca</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Construction and Government Contracts National Professional Services Firm
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### PERKINS COIE

#### David M. Neff

Firmwide Co-Chair,  
Financial Transactions &  
Restructuring Practice

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Bankruptcy and Restructuring  
Large Hospitality Company

### PHELPS DUNBAR

#### Allen C. Miller

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New Orleans, LA  
Commercial and Tort Litigation  
Leading Energy Company

### PILLSBURY WINTHROP SHAW PITTMAN

#### Jeffrey D. Hutchings

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
Global Sourcing  
Global Food Service Giant

#### Margaret Rosegay

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Environment, Land Use, Natural Resources  
Leading Professional Services Firm

### POLSINELLI



#### Roy Bash

Practice Chair

*Location*  
*Primary Practice*  
*Nominated By*

Kansas City, MO  
Construction, Energy & Real Estate Litigation  
National Professional Services Firm



#### Robert W. Dockery

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Dallas, TX  
Corporate Finance and Securities  
Large Real Estate Investor

#### Russell S. Jones, Jr.

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Kansas City, MO  
Commercial & Intellectual Property Litigation  
Large Technology Company

### PROSKAUER ROSE

#### Richard M. Goldstein

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Litigation  
Leading Consumer Goods Company

### QUATTLEBAUM, GROOMS & TULL



#### Steven W. Quattlebaum

Managing Member

*Location*  
*Primary Practice*  
*Nominated By*

Little Rock, AR  
Business Litigation  
Leading Energy Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### QUINN EMANUEL URQUHART & SULLIVAN

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**Faith E. Gay**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Product Liability and Mass Torts Litigation  
Leading Consumer Goods Company

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### REED SMITH

---

**Jennifer L. Achilles**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Regulatory Proceedings  
Leading Financial Services Giant

**Daniel I. Booker**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Pittsburgh, PA  
Antitrust and Competition  
Leading Financial Services Group

**Robert D. Phillips, Jr.**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

San Francisco, CA  
Litigation  
Large Insurance Carrier

**Nicolle R. Snyder Bagnell**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Pittsburgh, PA  
Energy and Natural Resources  
Leading Energy Company

**Peter Teare**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

London, England  
Corporate  
Leading Manufacturing Company

**Paul B. Turner**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Houston, TX  
Energy and Natural Resources  
Leading Consumer Goods Retailer

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### REIFERSON MILLER

---



**Stacy Leshock Dee, Esq.**

Member

*Location*  
*Primary Practice*  
  
*Nominated By*

Pittsburgh, PA  
Commercial Real Estate Finance  
Transactions  
Global Financial Services Giant

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### REINHART BOERNER VAN DEUREN

---

**Allen C. Schlinsog, Jr.**

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Milwaukee, WI  
Product Liability and Safety  
Leading Industrial Manufacturer

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### ROPERS MAJESKI KOHN BENTLEY

<b>Kathleen Strickland</b>	<i>Location</i>	San Francisco, CA
Partner	<i>Primary Practice</i>	Toxic Tort Litigation
	<i>Nominated By</i>	Large Consumer Goods Company

---

### ROPES & GRAY

<b>Mark W. Bellomy</b>	<i>Location</i>	Boston, MA
Partner	<i>Primary Practice</i>	Intellectual Property Transactions
	<i>Nominated By</i>	Global Pharmaceutical Giant



<b>David McIntosh</b>	<i>Location</i>	Boston, MA
Partner	<i>Primary Practice</i>	Intellectual Property Transactions
	<i>Nominated By</i>	Large Professional Services Firm

---

### ROUSE HENDRICKS GERMAN MAY



<b>Kirk T. May</b>	<i>Location</i>	Kansas City, MO
Founding Shareholder	<i>Primary Practice</i>	Business Litigation
	<i>Nominated By</i>	Major Professional Services Firm

---

### SAIBER

<b>William F. Maderer</b>	<i>Location</i>	Florham Park, NJ
Member	<i>Primary Practice</i>	Labor and Employment
	<i>Nominated By</i>	Large Health Care Company

---

### SCHRÖDER, JOSEPH & ASSOCIATES

<b>Ginger D. Schröder, Esq.</b>	<i>Location</i>	Buffalo, NY
Founding Partner	<i>Primary Practice</i>	Labor and Employment
	<i>Nominated By</i>	National Consumer Goods Company

---

### SCHWARTZ HANNUM



<b>William E. Hannum, III</b>	<i>Location</i>	Andover, MA
Managing Partner	<i>Primary Practice</i>	Labor and Employment
	<i>Nominated By</i>	National Industrial Manufacturer



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### SCOPELITIS, GARVIN, LIGHT, HANSON & FEARY

---

**Donald W. Devitt**  
Partner

*Location*  
*Primary Practice*

Chicago, IL  
Transportation Defense and Corporate and  
Business Transactions  
Prominent Food Company

*Nominated By*

**Gregory M. Feary**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Indianapolis, IN  
Independent Contractor Issues  
Large Transportation Company

**Robert J. Henry**  
Partner

*Location*  
*Primary Practice*

Chicago, IL  
Insurance & Risk Management Regulatory  
Compliance

*Nominated By*

Large Transportation Company

---

### SEYFARTH SHAW

---



**Gerald L. Maatman, Jr.**  
Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Labor and Employment  
Leading Professional Services Firm

**Howard Pianko**  
Partner

*Location*  
*Primary Practice*

New York, NY  
Employee Benefits and Executive  
Compensation

*Nominated By*

Leading Health Care Company

---

### SHAFFER, DAVIS, O'LEARY & STOKER

---

**James W. Essman**  
Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

Odessa, TX  
Litigation  
Leading Consumer Goods Retailer

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### SHEARMAN & STERLING

---

**Robert C. Treuhold**  
Of Counsel

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Capital Markets  
Leading Health Care Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### SHERMAN & HOWARD

#### Vance O. Knapp

Member

*Location*  
*Primary Practice*  
*Nominated By*

Denver, CO  
Labor and Employment  
Leading Transportation Company

#### Gregory J. Ramos

Member

*Location*  
*Primary Practice*  
*Nominated By*

Denver, CO  
Business and Corporate  
Leading Telecommunications Company

#### W.V. Bernie Siebert

Member

*Location*  
*Primary Practice*  
*Nominated By*

Denver, CO  
Labor and Employment  
Global Consumer Goods Giant

---

### SHOOK, HARDY & BACON

#### William P. Geraghty

Managing Partner

*Location*  
*Primary Practice*  
  
*Nominated By*

Miami, FL  
Product Liability, Business/Commercial  
Litigation  
Global Consumer Goods Giant

#### James P. Muehlberger

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Kansas City, MO  
Litigation  
Major Food Company

#### Kenneth J. Reilly

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Miami, FL  
Product Liability  
Global Consumer Goods Giant

---

### SIDLEY AUSTIN

#### Richard W. Astle

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Energy  
Global Professional Services Giant

#### Michael P. Goldman

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Insurance and Financial Services  
Large Insurance Carrier



#### Michael A. Gordon

Partner

*Location*  
*Primary Practice*  
  
*Nominated By*

New York, NY  
M&A, Private Equity and Corporate  
Governance & Executive Compensation  
Large Real Estate Investor

#### Tracey A. Nicastro

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Global Finance  
Large Diversified Media Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

---

### SIMPSON THACHER & BARTLETT

<b>Eric M. Swedenburg</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A and Corporate Leading Industrial Manufacturer
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### SKADDEN, ARPS, SLATE, MEAGHER & FLOM



<b>Sean C. Doyle</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A and Corporate & Securities Leading Consumer Goods Company
---------------------------------	---	--

<b>Fred T. Goldberg, Jr.</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Litigation Leading Energy Company
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<b>Kenton J. King</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA Corporate Governance and Securities Leading Technology Company
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<b>Leif King</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA M&A Large Energy Company
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<b>John H. Lyons</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust and Competition Leading Energy Company
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<b>Allen J. Ruby</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA Litigation and White-Collar Criminal Defense Leading Food Company
---------------------------------	---	---



<b>Pankaj K. Sinha</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC M&A, Corporate Finance, General Corporate and Securities Matters Leading Energy Company
-----------------------------------	---	---

<b>Robert J. Sullivan</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Insurance and Reinsurance Law and Related Corporate Transactions Large Insurance Carrier
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---

### SMITH ANDERSON

<b>Gerald F. Roach</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Raleigh, NC Corporate Governance and Compliance Large Technology Company
-----------------------------------	---	--

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### SMITH, ROLFES & SKAVDAHL COMPANY

<b>Matthew J. Smith</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Orlando, FL Property and Casualty Defense Large Insurance Carrier
------------------------------------	---	---

### SPENCER FANE BRITT & BROWNE

<b>Patrick J. (Pat) Whalen</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Kansas City, MO Intellectual Property Leading Professional Services Provider
---	---	--

### STEIN MITCHELL CIPOLLONE BEATO & MISSNER



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

### STEPTOE & JOHNSON

<b>J. A. Bouknight, Jr.</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust and Competition Leading Energy Company
--	---	---

<b>Susan G. Esserman</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC International Trade Leading Wholesale Trade Company
-------------------------------------	---	--

### STOEL RIVES

<b>Jeremy D. Sacks</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Portland, OR Litigation Leading Consumer Goods Retailer
-----------------------------------	---	---

### SULLIVAN & CROMWELL



<b>H. Rodgin Cohen</b> Senior Chairman	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Acquisition, Regulatory, Enforcement & Securities Leading Banking Company
---	---	--

<b>S. Neal McKnight</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets, Leveraged Finance, Lending Large Professional Services Firm
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<b>Benjamin R. Weber</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Commercial Real Estate Large Real Estate Company
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## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### SULLIVAN, WARD, ASHER & PATTON

#### Scott D. Feringa

Board of Directors

*Location*  
*Primary Practice*  
*Nominated By*

Southfield, MI  
Litigation  
Leading Energy Company

---

### SUTHERLAND

#### Brian Barrett

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Capital Markets and Transactions  
Global Insurance Giant

#### Peter G. Pappas

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Intellectual Property  
Large Consumer Goods Company

#### Marc A. Rawls

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Atlanta, GA  
Corporate and M&A  
Prominent Industrial Manufacturer

---

### TAYLOR WESSING

#### Gilles Amsallem

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Paris, France  
Corporate  
Leading Consumer Goods Manufacturer

---

### THOMPSON HINE

#### James B. Aronoff

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cleveland, OH  
Real Estate Capital Markets  
Large Real Estate Company

#### David A. Neuhardt

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Dayton, OH  
Corporate Transactions and Securities  
Leading Wholesale Trade Company

#### J. Shane Starkey

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Cincinnati, OH  
Employee Benefits and Executive  
Compensation  
Large Media Company



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### TORYS



#### **Karrin Powys-Lybbe**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Toronto, ON  
Corporate and Securities  
Leading Financial Services Firm

#### **Cornell C. V. Wright**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Toronto, ON  
M&A  
Global Consumer Goods Giant

### TROUTMAN SANDERS

#### **Coburn R. Beck**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Richmond, VA  
Corporate  
Large Industrial Manufacturer



#### **David E. Constine, III**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Richmond, VA  
Labor and Employment  
Large Manufacturing Company

#### **Michael A. Leichtling**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Finance  
Leading Financial Services Firm

#### **Alan D. Wingfield**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Richmond, VA  
Litigation  
Leading Consumer Goods Retailer

### VALOREM LAW GROUP



#### **Patrick J. Lamb**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Chicago, IL  
Litigation  
Global Industrial Giant

### VAN NESS FELDMAN



#### **A. Gregory Junge**

Partner

*Location*  
*Primary Practice*  
*Nominated By*

Washington, DC  
FERC Litigation and Appellate Litigation  
Leading Professional Services Firm

### VEDDER PRICE



#### **Joel S. Forman**

Shareholder

*Location*  
*Primary Practice*  
*Nominated By*

New York, NY  
Litigation  
Large Professional Services Firm

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### VINSON & ELKINS

<b>Sarah K. Morgan</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Houston, TX Capital Markets and M&A Leading Consumer Goods Retailer
<b>W. Matthew Strock</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Houston, TX M&A Leading Industrial Manufacturer

### VLP LAW GROUP

<b>Michael L. Whitener</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Technology Transactions Major Professional Services Firm
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### VORYS, SATER, SEYMOUR AND PEASE

<b>J. Bret Treier</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Akron, OH Financial Institutions Large Industrial Manufacturer
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### WACHTELL, LIPTON, ROSEN & KATZ

<b>Edward D. Herlihy</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Financial Institutions Large Financial Services Firm
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<b>Steven A. Rosenblum</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate Leading Industrial Manufacturer
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### WEIL, GOTSHAL & MANGES

<b>Steven A. Newborn</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust M&A and Antitrust Litigation Leading Hospitality Company
<b>David L. Yohai</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Complex Commercial Litigation Leading Entertainment Company

## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

### WHEELER TRIGG O'DONNELL

<b>John M. Fitzpatrick</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO Toxic Torts Leading Telecommunications Company
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### WIGGIN AND DANA

<b>Merton G. Gollaher</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New Haven, CT Corporate and Health Care Prominent Pharmaceutical Company
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### WILLENKEN WILSON LOH & DELGADO

<b>Jason H. Wilson</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Los Angeles, CA IP Litigation Large Professional Services Provider
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### WILLIAMS & CONNOLLY



<b>Douglas R. Marvin</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Mass Tort Litigation Global Pharmaceutical Giant
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### WILLKIE FARR & GALLAGHER

<b>Mitchell J. Auslander</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Insurance & Reinsurance Global Insurance Company
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### WILMERHALE

<b>Gregory H. Lantier</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC IP Litigation Leading Insurance Group
<b>William F. Lee</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA IP Litigation Large Telecommunications Company
<b>Jonathan Wolfman</b> Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Corporate and Securities Large Industrial Manufacturer



## BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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### WILSON SONSINI GOODRICH & ROSATI

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**Nina (Nicki) Locker**

Partner

*Location*

Palo Alto, CA

*Primary Practice*

Litigation

*Nominated By*

Leading Technology Company

**Robert D. Sanchez**

Partner

*Location*

Washington, DC

*Primary Practice*

Corporate and Securities

*Nominated By*

Large Professional Services Firm

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### WINSTON & STRAWN

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**Ronald Y. Rothstein**

Partner

*Location*

Chicago, IL

*Primary Practice*

Litigation

*Nominated By*

Major Food Company

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### RETIRED

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**William D. Freedman**

*Location*

New York, NY

*Primary Practice*

Corporate

*Nominated By*

Large Consumer Goods Retailer

**Dennis C. Hensley**

*Location*

Washington, DC

*Primary Practice*

Securities & Derivatives Enforcement and  
Regulatory

*Nominated By*

Global Financial Services Giant

# 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<sup>®</sup>**  
*Pinpoint your strengths—and weaknesses—in the activities proven to drive growth*

BTI's more than 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 NEW BOOK: CLIENTELLIGENCE AT [WWW.BTICONSLTING.COM/17](http://WWW.BTICONSLTING.COM/17)

## **BTI'S METHODOLOGY AND APPROACH**

## METHODOLOGY AND APPROACH

*Independent, unbiased research*

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 2016* draws on data collected in BTI's ongoing Annual Survey of General Counsel.

Participants are granted confidentiality at the individual and organizational level.

### 2016 SURVEY PARTICIPANT DEMOGRAPHICS

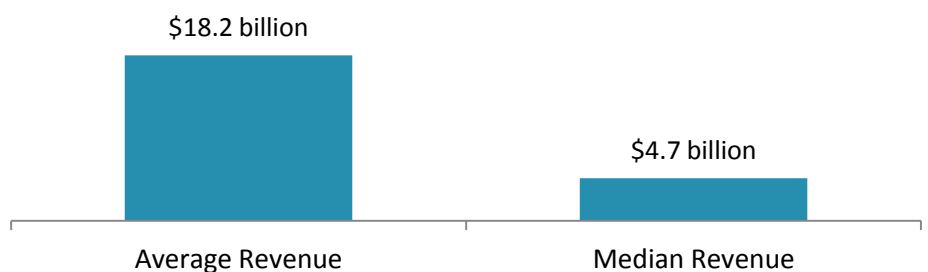
#### OVERVIEW

<b>Interviews</b>	322 in-depth telephone interviews
<b>Time Frame</b>	Conducted between <b>March 9</b> and <b>September 10, 2015</b>
<b>Incentives</b>	Respondents receive a complimentary report of legal benchmarks and metrics

#### HIGHEST-RANKING LEGAL DECISION MAKERS

- General Counsel/Chief Legal Officer
- Direct Report to General Counsel
- Other Legal Decision Maker

#### ORGANIZATIONS WITH HIGHEST LEVELS OF LEGAL SPENDING



#### REPRESENTATIVE OF MORE THAN 15 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.**



## KEY SERVICES TO HELP OUR CLIENTS

*Data-driven insights and high-impact advice*

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 more than 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**

### THE RESULTS:

**Drive new business immediately**

**Keep competitors out of your client base**

**Find your strengths... and weaknesses**

**Learn what clients really want from you**

**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

High-impact client feedback drives SUPERIOR client service. Superior client service drives growth.

- Client Service Performance Studies
- Client Needs Assessment
- Your Firm's Client Service Score

### BUSINESS DEVELOPMENT

BTI looks at PERFORMANCE in new ways—driving adoption of new tactics and better results.

- Strategic Business Planning
- Client-focused Business Practices
- Custom Training

### MARKET ASSESSMENT

Establish a DIFFERENTIATED position—with less risk, lower costs, and a greater chance of success.

- Brand Health & Market Awareness Studies
- New Market Entry Assessments

### STRATEGIC PLANNING

Assess your options to find the GROWTH best suited to your firm: from least risk to highest return and anything in between.

- Financial and Market Performance
- Competitive Analysis

### CLIENT INSIGHT BRIEFINGS

Tailored to your firm and chock full of CLIENT-BASED insights, BTI briefings draw from our research and experience to help you boost client satisfaction, increase client retention, and improve your performance.

**Please contact Michael B. Rynowecer at +1 617 439 0333 or [mrynowecer@bticonsulting.com](mailto:mrynowecer@bticonsulting.com) to learn more about BTI's custom research & services.**

## BTI RESEARCH AND PUBLICATIONS

*Authoritative, innovative, and practical advice from our research*

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](http://www.bticonsulting.com).

### BTI CLIENT SERVICE A-TEAM 2016



17 activities drive superior client relationships. 4 matter most. Discover how clients rate more than 320 law firms—by name—in these key activities, including Client Focus, Commitment to Help, Legal Skills, and Provides Value for the Dollar.

### BTI BUSINESS DEVELOPMENT OPPORTUNITY ZONES 2016

Your best source for the data and strategies to jump start your firm's growth today. With detailed information on 17 practice areas and 16 industries find the best opportunities to grow, target and win market advantages, and chart the best course of action for your firm.

### BTI LITIGATION OUTLOOK 2016

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 BRAND ELITE 2016 – COMING SOON

Based on why clients hire and recommend law firms—not the services, size, or location of a law firm—BTI's research reveals how law firms of any size reap substantial new business by improving brand perceptions in the market.

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[www.bticonsulting.com](http://www.bticonsulting.com)