



THE BTI CLIENT SERVICE ALL-STARS 2016

**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 15th 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.

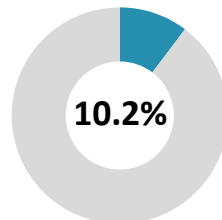
61 attorneys—a mere 19% of the *BTI Client Service All-Stars 2016*—are making repeat appearances. Corporate counsel report these MVPs remain at the top of their game, continuously navigating the ever-changing currents of the client service tide.

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
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
Davis Polk & Wardwell	3

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LAW FIRMS HOME TO MULTIPLE ALL-STAR ATTORNEYS

FIRM	NUMBER OF ALL-STARS
DLA Piper	3
Dorsey & Whitney	3
Faegre Baker Daniels	3
Foley & Lardner	3
Honigman Miller Schwartz and Cohn	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
H. Rodgin Cohen Senior Chairman, Sullivan & Cromwell	14
Leslie A. Lanusse Partner, Adams and Reese	6
Gerald L. Maatman, Jr. Partner, Seyfarth Shaw	5
Jeffrey N. Ostrager Partner, Curtis	5
Tom Clare Partner, Clare Locke	4
Douglas R. Marvin Partner, Williams & Connolly	4
Allen J. Ruby Partner, Skadden, Arps, Slate, Meagher & Flom	4
Douglas W. Sullivan 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
Bobby R. Burchfield Partner, King & Spalding	3
Jacob D. Bylund Partner, Faegre Baker Daniels	3
Greg M. Frenette Partner, Blake, Cassels & Graydon	3
Wayne A. Graver Shareholder/Member of the Board of Directors, Lavin, O'Neil, Cedrone & DiSipio	3
Michael Hoffman Partner, Arena Hoffman	3
Michael A. Kahn Senior Counsel, Crowell & Moring	3
William J. Kelly, III Founding Member, Kelly & Walker	3
Tracy E. Kern Partner, Jones Walker	3
Patrick J. Lamb Partner, Valorem Law Group	3
Michael R. Lazerwitz Senior Counsel, Cleary Gottlieb Steen & Hamilton	3

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
E. Mabry Rogers Partner, Bradley Arant Boult Cummings	3
Steven A. Rosenblum Partner, Wachtell, Lipton, Rosen & Katz	3
E. Joshua Rosenkranz Partner, Orrick, Herrington & Sutcliffe	3
Mary K. Ryan Partner, Nutter McClennen & Fish	3
Charles T. Speth, II Shareholder, Ogletree, Deakins, Nash, Smoak & Stewart	3
James B. Aronoff Partner, Thompson Hine	2
John T. Baecher Partner, Chadbourne & Parke	2
Steven M. Baumer Partner, Bryan Cave	2
David E. Constine, III Partner, Troutman Sanders	2
Robert M. Conway 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
Ariel J. Deckelbaum Partner, Paul, Weiss	2
Stacy Leshock Dee, Esq. Member, Reiferson Miller	2
John Dembeck Counsel, Debevoise & Plimpton	2
Robert W. Dockery Shareholder, Polsinelli	2
James P. Dougherty Partner, Jones Day	2
Sean C. Doyle Partner, Skadden, Arps, Slate, Meagher & Flom	2
Christian W. Fabian Partner, Mayer Brown	2
Scott Ferrell Firm Founder, Newport Trial Group	2
Eric M. Feuerstein Partner, Gibson, Dunn & Crutcher	2
Joel S. Forman Shareholder, Vedder Price	2

ATTORNEY	NUMBER OF CONSECUTIVE YEARS RECOGNIZED
John G. Froemming Partner, Jones Day	2
Robert B. Gilmore Partner, Stein Mitchell Cipollone Beato & Missner	2
Stephen Glover Partner, Gibson, Dunn & Crutcher	2
Robert D. Goldbaum Partner, Paul, Weiss	2
Howard M. Goldwasser Partner, K&L Gates	2
Michael A. Gordon Partner, Sidley Austin	2
William E. Hannum, III Managing Partner, Schwartz Hannum	2
Elizabeth G. Hester Member, Kaufman & Canoles	2
A. Gregory Junge Partner, Van Ness Feldman	2
Ethan A. Klingsberg 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
Paula E. Litt Partner, Schopf & Weiss	2
Kirk T. May Founding Shareholder, Rouse Hendricks German May	2
David McIntosh Partner, Ropes & Gray	2
Teri Lynn McMahon Partner, Alston & Bird	2
Karrin Powys-Lybbe Partner, Torys	2
Steven W. Quattlebaum Managing Member, Quattlebaum, Grooms & Tull	2
Pankaj K. Sinha Partner, Skadden, Arps, Slate, Meagher & Flom	2
Richard S. Soble Partner, Honigman Miller Schwartz and Cohn	2
Michael J. Solecki Partner, Jones Day	2
Marc F. Sperber Partner, Mayer Brown	2
Jay Tabor Partner, Gibson, Dunn & Crutcher	2
H. Glenn Tucker Partner; Chair, Corporate Department, Greenberg Dauber Epstein & Tucker	2
Jeffrey J. Wild 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

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

ANDREWS KURTH

Jon W. Daly

Partner

Location
Primary Practice
Nominated By

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

ARENA HOFFMAN



Michael Hoffman

Partner

Location
Primary Practice
Nominated By

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

ARMSTRONG TEASDALE

Michael S. Jefferies

Partner

Location
Primary Practice
Nominated By

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

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

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

BAKER & MCKENZIE

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

BAKER BOTTS

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

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

BRADLEY ARANT BOULT CUMMINGS



E. Mabry Rogers

Partner

Location

Birmingham, AL

Primary Practice

Construction and Procurement

Nominated By

Leading Energy Company

BRENNAN, RECUPERO, CASCIONE, SCUNGIO & McALLISTER

Thomas S. Hemmendinger

Partner

Location

Providence, RI

Primary Practice

Corporate

Nominated By

Leading Transportation Company

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

BURKE CROMER CREMONESE

Jeffrey D. Roberts

Partner

Location

Pittsburgh, PA

Primary Practice

Litigation

Nominated By

Leading Energy Company

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

David A. Elliott 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

Christy D. Jones 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

Thomas F. McKee 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

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

 John T. Baecher 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

John R. Pitfield 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

 Tom Clare 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

Kevin A. Fanning 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

Susan Webster 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

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

CURTIS

 Jeffrey N. Ostrager Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Corporate and Securities Leading Industrial Distributor
---	---	--

DAVIDSON BERQUIST JACKSON + GOWDEY

Donald L. Jackson 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

William H. Aaronson 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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Richard J. Sandler Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets Global Insurance Giant
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 Richard D. Truesdell, Jr. 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

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

FOLEY & LARDNER

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

FOLEY HOAG

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

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

FREEBORN & PETERS

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

FROST BROWN TODD

Nicholas C. Pappas 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

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



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

HANSON BRIDGETT

Christina M. Nugent 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

Vincent M. Panetta 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

Joshua G. Vincent 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

John H. Booher 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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Elizabeth M. Donley Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC M&A Leading Industrial Manufacturer
---------------------------------------	---	--

Michael J. Silver Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A Leading Health Care Company
-------------------------------------	---	--

Michael J. Vernick Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Government Contracts Large Professional Services Firm
--------------------------------------	---	--

HOLLAND & HART

Lucy Stark 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

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
Primary Practice
Nominated By

Denver, CO
Commercial & Employment Litigation
Large Wholesale Trade Company

KING & SPALDING



Bobby R. Burchfield
Partner

Location
Primary Practice
Nominated By

Washington, DC
Complex Litigation
Global Wholesale Trade Giant

Joseph W. Dorn
Partner

Location
Primary Practice
Nominated By

Washington, DC
International Trade/WTO
Leading Industrial Manufacturer

KIRKLAND & ELLIS

Dale Cendali, P.C.
Partner

Location
Primary Practice
Nominated By

New York, NY
Intellectual Property
Global Consumer Goods Manufacturer

Stuart A.C. Drake
Partner

Location
Primary Practice
Nominated By

Washington, DC
Environmental
Major Energy Company

James N. Nowacki, P.C.
Of Counsel

Location
Primary Practice
Nominated By

Chicago, IL
Litigation
Large Professional Services Firm

Brian D. Wolfe
Partner

Location
Primary Practice
Nominated By

Chicago, IL
Private Equity
Leading Media Company

KNOBBE MARTENS OLSON & BEAR

Adeel Akhtar
Partner

Location
Primary Practice
Nominated By

San Francisco, CA
Intellectual Property
Leading Technology Company

KRIEG DEVAULT

Brian M. Heaton
Partner

Location
Primary Practice
Nominated By

Carmel, IN
Corporate/Health Care Mergers & Acquisitions
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
Nominated By

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

O'MELVENY & MYERS

George Riley Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	San Francisco, CA Litigation Large Professional Services Firm
--------------------------------	---	---

ORRICK, HERRINGTON & SUTCLIFFE

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



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

PAUL, WEISS



Ariel J. Deckelbaum 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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Robert D. Goldbaum Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Investment Management Transactions Leading Financial Services Firm
--------------------------------------	---	---

Moses Silverman Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Litigation Leading Energy Company
-----------------------------------	---	--

Lawrence G. Wee Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY Capital Markets and Securities Leading Consumer Goods Company
-----------------------------------	---	--

PECKAR & ABRAMSON

Michael A. Branca 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

QUINN EMANUEL URQUHART & SULLIVAN

Faith E. Gay

Partner

Location
Primary Practice
Nominated By

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

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

REIFERSON MILLER



Stacy Leshock Dee, Esq.

Member

Location
Primary Practice

Nominated By

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

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

ROPERS MAJESKI KOHN BENTLEY

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

Mark W. Bellomy Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Intellectual Property Transactions Global Pharmaceutical Giant
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David McIntosh Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Boston, MA Intellectual Property Transactions Large Professional Services Firm
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ROUSE HENDRICKS GERMAN MAY



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

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



Paula E. Litt Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Litigation Large Commercial Bank
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SCHRÖDER, JOSEPH & ASSOCIATES

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



William E. Hannum, III Managing Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Andover, MA Labor and Employment National Industrial Manufacturer
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BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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

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	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO Labor and Employment Leading Transportation Company
Gregory J. Ramos Member	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO Business and Corporate Leading Telecommunications Company
W.V. Bernie Siebert Member	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Denver, CO Labor and Employment Global Consumer Goods Giant

SHOOK, HARDY & BACON

William P. Geraghty Managing Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Miami, FL Product Liability, Business/Commercial Litigation Global Consumer Goods Giant
James P. Muehlberger Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Kansas City, MO Litigation Major Food Company
Kenneth J. Reilly Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Miami, FL Product Liability Global Consumer Goods Giant

SIDLEY AUSTIN

Richard W. Astle Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Energy Global Professional Services Giant
Michael P. Goldman Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Chicago, IL Insurance and Financial Services Large Insurance Carrier
 Michael A. Gordon Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A, Private Equity and Corporate Governance & Executive Compensation Large Real Estate Investor
Tracey A. Nicastro Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	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

Eric M. Swedenburg 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



Sean C. Doyle Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	New York, NY M&A and Corporate & Securities Leading Consumer Goods Company
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Fred T. Goldberg, Jr. Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Litigation Leading Energy Company
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Kenton J. King 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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Leif King Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA M&A Large Energy Company
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John H. Lyons Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Washington, DC Antitrust and Competition Leading Energy Company
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Allen J. Ruby Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Palo Alto, CA Litigation and White-Collar Criminal Defense Leading Food Company
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Pankaj K. Sinha 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
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Robert J. Sullivan 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

Gerald F. Roach Partner	<i>Location</i> <i>Primary Practice</i> <i>Nominated By</i>	Raleigh, NC Corporate Governance and Compliance Large Technology Company
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BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

SMITH, ROLFES & SKAVDAHL COMPANY

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

SPENCER FANE BRITT & BROWNE

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

STEIN MITCHELL CIPOLLONE BEATO & MISSNER



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

STEPTOE & JOHNSON

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

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

STOEL RIVES

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

SULLIVAN & CROMWELL



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

S. Neal McKnight	<i>Location</i>	New York, NY
Partner	<i>Primary Practice</i>	Capital Markets, Leveraged Finance, Lending
	<i>Nominated By</i>	Large Professional Services Firm

Benjamin R. Weber	<i>Location</i>	New York, NY
Partner	<i>Primary Practice</i>	Commercial Real Estate
	<i>Nominated By</i>	Large Real Estate Company

BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

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

Sarah K. Morgan

Partner

Location

Houston, TX

Primary Practice

Capital Markets and M&A

Nominated By

Leading Consumer Goods Retailer

W. Matthew Strock

Partner

Location

Houston, TX

Primary Practice

M&A

Nominated By

Leading Industrial Manufacturer

VLP LAW GROUP

Michael L. Whitener

Partner

Location

Washington, DC

Primary Practice

Technology Transactions

Nominated By

Major Professional Services Firm

VORYS, SATER, SEYMOUR AND PEASE

J. Bret Treier

Partner

Location

Akron, OH

Primary Practice

Financial Institutions

Nominated By

Large Industrial Manufacturer

WACHTELL, LIPTON, ROSEN & KATZ

Edward D. Herlihy

Partner

Location

New York, NY

Primary Practice

Financial Institutions

Nominated By

Large Financial Services Firm



Steven A. Rosenblum

Partner

Location

New York, NY

Primary Practice

Corporate

Nominated By

Leading Industrial Manufacturer

WEIL, GOTSHAL & MANGES

Steven A. Newborn

Partner

Location

Washington, DC

Primary Practice

Antitrust M&A and Antitrust Litigation

Nominated By

Leading Hospitality Company

David L. Yohai

Partner

Location

New York, NY

Primary Practice

Complex Commercial Litigation

Nominated By

Leading Entertainment Company

BTI CLIENT SERVICE ALL-STARS 2016: THE LINEUP

LISTED IN ALPHABETICAL ORDER, BY FIRM NAME

WHEELER TRIGG O'DONNELL

John M. Fitzpatrick 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

Merton G. Gollaher 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

Jason H. Wilson 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



Douglas R. Marvin 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

Mitchell J. Auslander 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

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

WILSON SONSINI GOODRICH & ROSATI

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

WINSTON & STRAWN

Ronald Y. Rothstein

Partner

Location

Chicago, IL

Primary Practice

Litigation

Nominated By

Major Food Company

RETIRED

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®**
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.BTICONSULTING.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

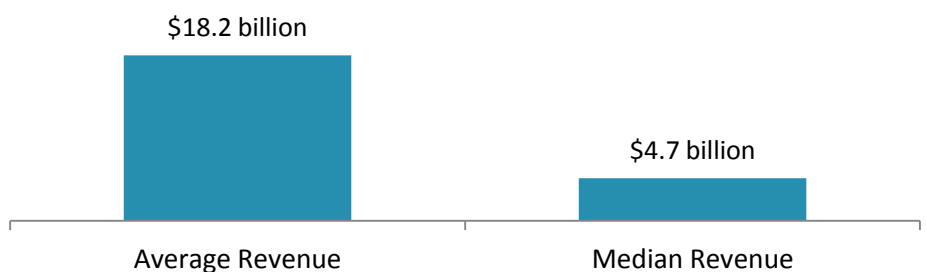
OVERVIEW

Interviews	322 in-depth telephone interviews
Time Frame	Conducted between March 9 and September 10, 2015
Incentives	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 to learn more about BTI's custom research & services.

BTI RESEARCH AND PUBLICATIONS

Authoritative, innovative, and practical advice from our research

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ADDRESS ANY QUESTIONS TO:
THE BTI CONSULTING GROUP, INC.
396 WASHINGTON STREET, SUITE 314
WELLESLEY, MA 02481
+1 617 439 0333

CONTACT BTI

For more information on BTI's research, seminars, training, or workshops, please call:

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You can also email Michael B. Rynowecer, BTI President, directly at:
mrynowecer@bticonsulting.com

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