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CORPORATE COUNSEL



WHO REPRESENTS AMERICA'S BIGGEST COMPANIES

WE GIVE YOU SOMETHING A LITTLE DIFFERENT THIS YEAR. DON'T FRET: THERE ARE still plenty of charts. But we worked in more voices—some of them our own.

We open with our take on the “revolution” in the relationship between law departments and their outside counsel. Next, three in-house lawyers talk about the attorneys they partnered with on recent matters. Finally, outside lawyers describe general counsel they enjoy working with.

All those voices, and then the data. As usual, we give you charts galore. Some tell you which law firms have the most clients on their dance cards—and for what kind of dance. The big one lists Fortune 50 companies and the firms they use in various practice areas. And for even more, turn to our website at CorpCounsel.com/WhoReps.

KINGS OF IP

PROTECTING INNOVATION HAS BECOME increasingly important to the country's top corporations. And when it comes to prosecuting patents, IP boutiques still appear to be the go-to firms for America's Fortune 100 companies.

In our rankings of IP firms used by America's biggest companies for prosecution work, 13 of the top 19 qualify as IP specialty shops. On the patent prosecution side, the top two, Chicago's Banner & Witcoff and Michigan-based Brooks Kushman, had six mentions each on patents prosecuted for Fortune 100 companies between June 2011 and June 2012.

—LISA SHUCHMAN

Intellectual Property Law: Counseling, Licensing, Litigation and Procurement

A national intellectual property law firm with more than 90 attorneys and agents and 90 years of practice, Banner & Witcoff provides legal counsel and representation to the world's most innovative companies. The firm's attorneys are known for having the breadth of experience and insight needed to handle and resolve complex business challenges and difficult disputes for clients across all industries and geographic boundaries.



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LITIGATION KINGS

Which firms have the most clients, and which are tops in the practice areas we focus on? The number of mentions are taken from the Fortune 100 companies we surveyed as part of Who Represents America's Biggest Companies. The totals are only partly reflected in the main chart, which lists only clients from the Fortune 50. The overall total is the number of times the firm is mentioned in the entire survey. Here are the winners.

OVERALL TOTAL

Firm	Mentions	Firm	Mentions
Fish	16	Smith Moore	7
Alston	15	Snell	7
Morgan Lewis	15	Connell Foley	6
DLA	12	Fulbright	6
Bryan Cave	11	Jackson Lewis	6
Foley & Lardner	11	Jones Day	6
Kilpatrick Townsend	11	O'Melveny	6
Littler	10	Ogletree	6
Baker & Hostetler	9	Quarles	6
Baker Botts	9	Seyfarth	6
Carlton Fields	9	Thompson Hine	6
Morris Nichols	9	Weil	6
Skadden	9	Wilmer	6
Baker Donelson	8	Wilson Elser	6
Gonzalez Saggio	8	Butler Snow	5
The Heartfield Law Firm	8	Cantor Colburn	5
Perkins Coie	8	Drinker	5
SNR Denton	8	Finnegan Henderson	5
Winston	8	Frost Brown	5
Akin Gump	7	Jackson Walker	5
Banner & Witcoff	7	Leydig Voit	5
Brooks Kushman	7	Liskow & Lewis	5
Duane Morris	7	Locke Lord	5
Fenwick	7	Marsh Fischmann	5
Gibson Dunn	7	McGuireWoods	5
Hunton	7	Novak Druce	5
Kirkland	7	Squire Sanders	5
McDermott	7	Tucker Ellis	5
Potter Anderson	7	Venable	5
Ropes	7		

KINGS OF IP

PATENT PROSECUTION

Firm	Mentions
Banner & Witcoff	6
Brooks Kushman	6
Alston	5
Cantor Colburn	5
Foley & Lardner	5
Kilpatrick Townsend	5
Marsh Fischmann	5
Baker Botts	4
Buchanan Ingersoll	4
Fenwick	4
Finnegan Henderson	4
Fish	4
Harness Dickey	4
Ingrassia Fisher	4
Leydig Voit	4
Marshall Gerstein	4
McDermott	4
Nixon & Vanderhye	4
Novak Druce	4
Quarles	4
Schwegman Lundberg	4

HOW WE DO IT

To determine which law firms represent America's largest corporations, we searched public records to find outside counsel used by the Fortune 50 for contracts litigation, labor litigation, torts litigation, intellectual property litigation, and patent prosecution. We searched LexisNexis Total Litigator, which provides access to U.S. district civil courts, and Lexis Patent Optimizer for patent prosecution. For contracts litigation, for example, we included categories such as insurance and contract product liability, while for torts litigation, we included personal injury and personal property. Included in our labor litigation search categories were the Fair Labor Standards Act and other labor-related suits, while intellectual property litigation encompassed copyrights, patents, and trademarks. We looked at the time period from June 1, 2011, to May 31, 2012, for all research, which was conducted in July 2012. On the chart above, we list the top ten firms with two or more mentions. Law firm names are shortened for space. For more information, including an expanded chart that features the Fortune 100, go to www.CorpCounsel.com/WhoReps.

—JENNIFER TONTI

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