

The Business Magazine
For The Chief Legal Officer

CORPORATE counsel

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WHO REPRESENTS AMERICA'S
BIGGEST COMPANIES

ALM

BATTLE FOR THE MINDS

Three firms tie for the lead in the IP Category this year.

Firm	Number of Mentions	Firm	Number of Mentions
Fish & Richardson	4	Foley & Lardner	3
Banner & Witcoff	4	Harness, Dickey	3
Hogan & Hartson	4	Keker & Van Nest	3
Baker Botts	3	Kirkpatrick & Lockhart	3
Blakely, Sokoloff	3	Perkins Coie	3

BY THE NUMBERS

Playing Favorites

We researched which outside law firms the Fortune 250 used in 2006 for commercial law and contracts litigation, corporate transactions, labor and employment litigation, and intellectual property. These are the firms that appeared most often in the companies' public filings.

METHODOLOGY

Running the Numbers

HOW DID WE FIND OUT WHICH LAW FIRMS REPRESENT America's largest corporations? We did the research. In prior years, we asked the general counsel at the Fortune 250 to list up to seven primary law firms for each significant practice area: litigation, corporate transactions, labor and employment, and intellectual property work. But this year, seeking more complete data, we turned to public records to determine which outside counsel were used by America's biggest companies in 2006. We looked at the areas of commercial law and contracts litigation, corporate transactions, labor and employment litigation, and intellectual property.

To find the most widely used firms for litigation involving commercial law and contracts, employment and labor, and intellectual property (which also included firms involved in trademark and copyright suits), we turned to Thomson West's Litigation Monitor, which compiles information about lawyers, law firms, roles, representation, and parties from Westlaw documents. Cases and opinions include federal circuit court dockets filed in the U.S. Court of Appeals; federal district court dockets on active and inactive civil and criminal cases; and federal case law decisions from the U.S. Supreme Court, courts of appeals, former circuit courts, district courts, bankruptcy courts, former Court of Claims, Court of Federal Claims, Tax Court, related federal courts, and military courts. At the time of our research this past spring, the

database also contained information on 24 state dockets, although law firms are identified in only 14 of those states. Of those, nine did not cover all counties in the state.

We searched patent and trademark filings at the Patent and Trademark Office to find which firms represented the Fortune 250 for patent prosecution. (Firms used for IP litigation and patent prosecution are combined in the IP column.) For corporate transactions, we turned to Thomson West's Deal Monitor, which contains legal representation data for registrations, mergers, and acquisitions. Thomson West compiles information about securities transactions, issuers, underwriters, lawyers, law firms, and their respective roles.

Firms had to pass a minimum threshold to earn a spot on our chart. They had to be mentioned in at least two suits in 2006 to get a spot in commercial law and contracts, employment and labor, and intellectual property litigation. For corporate transactions or intellectual property patent prosecution, we included every firm named in the records we searched.

We collected data for 220 companies in at least one practice area. Where we do not have data for a company, we noted "N/A" to explain that the data was not available or not applicable. Law firm names have been shortened for space.

—CHRISTOPHER BIRKETT, JESSE ROTHMAN,
AND BRITNEY SOMMER



Outside Advantage

WE RESEARCHED THE FORTUNE 250 to find out which law firms they used in 2006 in each of the following practice areas: commercial law and contracts litigation, corporate transactions, employment and labor litigation, and intellectual property. Companies are listed in alphabetical order.

Company	Top Legal Officer	2006 Revenue (millions)	Primary Outside Counsel			
			Commercial Law and Contracts Litigation	Corporate Transactions	Employment and Labor Litigation	IP Litigation and Patent Prosecution
Bank of America Corporation	Timothy Mayopoulos, EVP, GC	117,017	Severson & Werson; Zeichner Ellman	Helms Mulliss; Morrison & Foerster	Edwards Angell; McGuireWoods; Stearns Weaver	Bryan Cave; Fish & Richardson
Hewlett-Packard Company	Michael Holston, EVP, GC	91,658	Day Pitney	Cleary Gottlieb; Cravath; Wilson Sonsini	Gibson, Dunn; Littler Mendelson	Fish & Richardson; Pierce Atwood
Intel Corporation	D. Bruce Sewell, SVP, GC	35,382	Gilkey & Stephenson	Gibson, Dunn	Ball Janik; Gilkey & Stephenson; Ryley Carlock	Blakely, Sokoloff; Fish & Richardson; Howrey; Kecker & Van Nest; Kenyon & Kenyon; Marshall, Gerstein; Potter Minton; Ramey & Flock; Ryder; Schwabe, Williamson; Shutts & Bowen; Trop, Pruner; Young Conaway
Microsoft Corporation	Bradford Smith, SVP, GC, Sec'y	44,282	Fried, Frank; Heller Ehrman; Montgomery, McCracken; Sullivan & Cromwell	Kirkpatrick & Lockhart; Osler, Hoskin	N/A	Amin, Turocy; Axinn, Veltrop; Banner & Witcoff; Bond, Schoeneck; Fairfield and Woods; Fennemore Craig; Fish & Richardson; Holland & Knight; Husch & Eppenberger; Kirkpatrick & Lockhart; Klarquist Sparkman; Lee & Hayes; Locke Liddell; Lyon & Harr; Merchant & Gould; Montgomery, McCracken; Perkins Coie; Potter Minton; Ray Quinney; Sidley Austin; Stites & Harbison; Ulmer & Berne; Wilson, Sheehy; Wolf, Greenfield; Workman Nydegger; Yarmuth Wilsdon

N/A means not applicable or not available.

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