CI Resources
The good, the bad and the ugly

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Business Research Manager
jyanchak (at) orrick.com
Overview

- Recommendations
- Litigation Counsel
- Transactional Counsel
- Individual Lawyers
- Deals Intelligence
Recommendations

• What does the recipient need to know going into the meeting?
• Avoiding button clicking/quick & easy route
  – What can be provided beyond a simple trip to a database
• Data dump
  – Added value
• Synthesis
  – Include only pertinent information
• Analysis
  – Add as much value to the final product as possible
Litigation Counsel
Information from dockets is available from a variety of legal sources from traditional sources like Lexis & Westlaw to startups like Docket Navigator, Fastcase, & Lex Machina.

Comprehensive information is more difficult to locate without substantial time & effort.

Monitor Suite (Thomson) & atVantage/Courtlink (Lexis)
- Allow analysis of a company’s litigation across multiple selections

Caveats: Impossible to capture every case in every court, especially state courts and cases involving company subsidiaries.
Practices: Thomson Monitor Suite

ABBVIE INC... Practice Area Trends & Analysis

Practice Area Distribution

Practice Area | Occurrences | %
--- | --- | ---
Torts/Negligence | 1301 | 86.0%
Intellectual Property - Patents | 75 | 5.0%
Business Organizations | 44 | 2.9%
Antitrust/Trade Regulation | 37 | 2.4%
Insurance | 11 | 0.7%
Employment/Labor | 8 | 0.5%
Criminal Justice | 6 | 0.4%
Intellectual Property: Generally | 6 | 0.4%
Commercial Law and Contracts | 5 | 0.3%
Other Practice Areas (Full List) | 20 | 1.3%

Practice Area Trend

Click on a chart and drag mouse to zoom in on a chart area.

*Data for partial year only
Counsel: Thomson Monitor Suite

ABBVIE INC... Law Firm Representation Trends & Analysis

Law Firm Representation Distribution

<table>
<thead>
<tr>
<th>Law Firm Representation</th>
<th>Profile</th>
<th>Occurrences</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>WINSTON &amp; STRAWN LLP</td>
<td></td>
<td>44</td>
<td>12.1%</td>
</tr>
<tr>
<td>MORRIS NICHOLS, ARSHT &amp; TUNNELL LLP</td>
<td></td>
<td>34</td>
<td>9.3%</td>
</tr>
<tr>
<td>BRYAN CAVE LLP</td>
<td></td>
<td>28</td>
<td>7.7%</td>
</tr>
<tr>
<td>FINNEGAN, HENDerson, FARABOW, GARRETT &amp; DUNNER, LLP</td>
<td></td>
<td>19</td>
<td>5.2%</td>
</tr>
<tr>
<td>ADAMS AND REESE LLP</td>
<td></td>
<td>16</td>
<td>4.4%</td>
</tr>
<tr>
<td>KIRKLAND &amp; ELLIS LLP</td>
<td></td>
<td>15</td>
<td>4.1%</td>
</tr>
<tr>
<td>MUNGER, TOLLES &amp; OLSON LLP</td>
<td></td>
<td>14</td>
<td>3.8%</td>
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<tr>
<td>LAVIN, O'NEILL, RICCI, CEDRONE &amp; DISIPIO</td>
<td></td>
<td>13</td>
<td>3.6%</td>
</tr>
<tr>
<td>PATTERSON BELKNAP WEBB &amp; TYLER LLP</td>
<td></td>
<td>13</td>
<td>3.6%</td>
</tr>
<tr>
<td>Other Law Firms (Full List)</td>
<td></td>
<td>186</td>
<td>46.2%</td>
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</table>

Law Firm Representation Trend

Click on the chart and drag mouse to zoom in on chart area.

Legal Occurrences

<table>
<thead>
<tr>
<th>Year</th>
<th>Legal Occurrences</th>
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</thead>
<tbody>
<tr>
<td>2010*</td>
<td></td>
</tr>
<tr>
<td>2011</td>
<td></td>
</tr>
<tr>
<td>2012</td>
<td></td>
</tr>
<tr>
<td>2013</td>
<td></td>
</tr>
<tr>
<td>2014</td>
<td></td>
</tr>
<tr>
<td>2015*</td>
<td></td>
</tr>
</tbody>
</table>

*Data for partial year only
## Nature of Suit Analysis

Nature of Suit Analysis - Between 5/25/2010 and 5/25/2015, **AbbVie** has been involved in the following litigation. Click on a Nature of Suit description for an analysis specific to these cases.

<table>
<thead>
<tr>
<th>Key</th>
<th>NOS</th>
<th>Count</th>
<th>Percent</th>
<th>Legend</th>
</tr>
</thead>
<tbody>
<tr>
<td>410</td>
<td>Antitrust</td>
<td>23</td>
<td>1.67%</td>
<td></td>
</tr>
<tr>
<td>442</td>
<td>Employment</td>
<td>1</td>
<td>0.07%</td>
<td></td>
</tr>
<tr>
<td>375</td>
<td>False Claims Act</td>
<td>1</td>
<td>0.07%</td>
<td></td>
</tr>
<tr>
<td>110</td>
<td>Insurance</td>
<td>11</td>
<td>0.80%</td>
<td></td>
</tr>
<tr>
<td>751</td>
<td>Labor - Family and Medical Leave Act</td>
<td>1</td>
<td>0.07%</td>
<td></td>
</tr>
<tr>
<td>790</td>
<td>Labor Litigation</td>
<td>3</td>
<td>0.22%</td>
<td></td>
</tr>
<tr>
<td>362</td>
<td>Medical Malpractice</td>
<td>1</td>
<td>0.07%</td>
<td></td>
</tr>
<tr>
<td>999</td>
<td>Miscellaneous Cases</td>
<td>8</td>
<td>0.58%</td>
<td></td>
</tr>
<tr>
<td>190</td>
<td>Other Contract</td>
<td>3</td>
<td>0.22%</td>
<td></td>
</tr>
<tr>
<td>890</td>
<td>Other Statutory Actions</td>
<td>4</td>
<td>0.29%</td>
<td></td>
</tr>
<tr>
<td>830</td>
<td>Patent</td>
<td>35</td>
<td>2.54%</td>
<td></td>
</tr>
<tr>
<td>245</td>
<td>Product Liability</td>
<td>2</td>
<td>0.15%</td>
<td></td>
</tr>
<tr>
<td>365</td>
<td>Product Liability</td>
<td>293</td>
<td>21.26%</td>
<td></td>
</tr>
</tbody>
</table>

**Case Count by Nature of Suit**
Transactional Counsel
League tables exist for virtually every aspect of the financial markets:

- Capital Markets (both Debt & Equity), Bankruptcy, M&A, Leveraged Finance, RMBS’s, Project Finance, Public Finance, Trade Finance, etc, etc.

Most common sources: Bloomberg, Dealogic, Thomson Reuters and trade publications.
Practices: Transactional Counsel

• Counsel for offerings, M&A deals, private placements and other transactional matters are normally disclosed in filings and associated deal documents.

• Sources:
  - Business Databases: Capital IQ, Deal Pipeline, mergermarket, etc.
  - SEC Filings: Intelligize, Knowledge Mosaic, Morningstar, etc.
  - News: General news sources, press releases, trade publications, etc.

• Caveats: Counsel is not disclosed for every deal, especially smaller transactions and private entities.
### Company Counsel

**Chesapeake Energy Corporation (NYSE:CHK) Advisors**

<table>
<thead>
<tr>
<th>Advisor</th>
<th>No. of Transactions</th>
<th>Total Value Disclosed (Smm)</th>
<th>Most Recent Transaction Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bracewell &amp; Giuliani LLP</td>
<td>21</td>
<td>16,646.44</td>
<td>Jun-23-2014</td>
</tr>
<tr>
<td>Wachtell, Lipton, Rosen &amp; Katz</td>
<td>8</td>
<td>6,977.64</td>
<td>Mar-17-2014</td>
</tr>
<tr>
<td>Commercial Law Group PC</td>
<td>8</td>
<td>8,639.81</td>
<td>Feb-25-2013</td>
</tr>
<tr>
<td>Wilmer Cutler Pickering Hale and Dorr LLP</td>
<td>3</td>
<td>3,790.00</td>
<td>Feb-25-2013</td>
</tr>
<tr>
<td>Porter Hedges LLP</td>
<td>1</td>
<td>129.00</td>
<td>Dec-18-2014</td>
</tr>
<tr>
<td>McAfee &amp; Taft A Professional Corporation</td>
<td>1</td>
<td>1,104.03</td>
<td>Mar-17-2014</td>
</tr>
<tr>
<td>Baker Botts L.L.P.</td>
<td>1</td>
<td>1,104.03</td>
<td>Mar-17-2014</td>
</tr>
<tr>
<td>Vinson &amp; Elkins LLP</td>
<td>1</td>
<td>2,600.00</td>
<td>May-07-2010</td>
</tr>
<tr>
<td>Jones Day</td>
<td>1</td>
<td>2,600.00</td>
<td>May-07-2010</td>
</tr>
</tbody>
</table>

### Underwriters Counsel

**Chesapeake Energy Corporation (NYSE:CHK) Advisors**

<table>
<thead>
<tr>
<th>Advisor</th>
<th>No. of Transactions</th>
<th>Total Value Disclosed (Smm)</th>
<th>Most Recent Transaction Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cravath, Swaine &amp; Moore LLP</td>
<td>9</td>
<td>9,503.75</td>
<td>Apr-10-2014</td>
</tr>
</tbody>
</table>
Gannett latest to hive off publishing business

By Chris Nolte  Updated 11:15 AM, Aug-05-2014 ET

Gannett Co. is joining the roster of media groups that have split off their publishing units, the owner of USA Today said Tuesday.

The company will spin off the newspaper business to shareholders and will pay $1.8 billion for the 73% stake that it does not own in joint venture Classified Ventures LLC, which owns Cars.com.

Advising Gannett on the spin were Greenhill & Co. and Wachtell, Lipton, Rosen & Katz lawyers Ed Herlihy, Igor Kirman and David Lam.

For the purchase of the Classified Ventures stake, Gannett retained Greenhill, Citigroup Inc. and a Nixon Peabody LLP team including John Partigan, Dan McAvoy, Christian McBurney, Brian Kopp and Gordon Long.

Moelis & Co. LLC bankers Navid Mahmoodzadeh, John Montizene and Carlos Jimenez advised Classified Ventures, which received counsel from Skadden, Arps, Slate, Meagher & Flom LLP lawyers Rodd Schreiber and Joseph Graves.
Individual Lawyers
Resources: People

- Why does it matter?
  - Opposing counsel
  - Lateral recruiting
  - Competition
  - Mergers

- Law firm biography tools
  - Very powerful resource
  - Caveat: practice padding
  - Caveat: Not all firm websites are equal
  - Caveat: Not all law firms have the same practice structure
Resources: Ranking Systems

• Ranking systems – practices & lawyers
  - Online & print
  - Chambers and Partners
  - Legal 500
  - IFLR1000
  - US News & World Report
  - Benchmark Litigation
  - Etc, etc, etc

• Caveats:
  - Self-reported data
  - Pay to play
Antitrust - Massachusetts

Band 1
- Morgan, Lewis & Bockius LLP
- Ropes & Gray LLP
- WilmerHale

Band 2
- Choate Hall & Stewart LLP
- Seyfarth Shaw LLP

Band 1 | WilmerHale

What the team is known for Comprehensive antitrust practice which regularly works in tandem with the firm's fine IP group. Regularly advises clients on antitrust issues relating to compliance and mergers as well as acting on complex litigation.

Strengths (Quotes mainly from clients)

"I think they do a very good job in this area for us, which is why we've stayed with them so long."

Work highlights Advising Boston Consulting Group on antitrust issues relating to its own operations and their clients' consulting projects.

Continues to represent Cephalon in an antitrust case brought by the FTC, and related class action suits, in connection with the settlement of a patent dispute regarding the drug Provigil.

Notable practitioners

Michelle Miller is a "talented lawyer" who is valued by sources for "her deep knowledge of how the laws work and how the government interprets them."

She enjoys a fine reputation for her litigation expertise in matters including monopolization and price-fixing claims.

James Burling is an established figure in the antitrust market with particular experience in advising clients across the technology and pharmaceutical arenas. He is also familiar with merger reviews including HSR filings.

Significant clients BJ's Wholesale Club, Braintree Laboratories, Brooks Automation, Skillsoft, WEX.

From Chambers USA 2013
Questions?