

Top Legal Eagles

Without the expertise and tact of the HRO market's leading outsourcing attorneys, many deals would never have been executed. To help you, the buyer, to select the appropriate firm, here's a look at the top global firms closely involved with outsourcing issues. By HRO Today Staff.



TOP OUTSOURCING LAW FIRMS

FIRM	HEADQUARTERS	URL	PHONE
 <p>Alston & Bird Market segments advised on include IT outsourcing to business process outsourcing to global supply management and procurement activities. Alston & Bird has represented buyers such as ING Americas, Assurant, the Chubb Group, Ahold NV, MeadWestvaco, and Sabre. The Atlanta-based firm also represented Affiliated Computer Services, a service provider, in numerous IT and BPO transactions with General Electric, Lockheed-Martin, Spherion, Sprint, Symetra, and others. The firm takes a business-savvy approach to these deals that marry the transaction at hand with the overall strategy of the business. Alston & Bird lawyers take a less adversarial approach that has proven to lead to lasting relationships and therefore lasting transactions, as well as often enabling a more rapid transaction process.</p> <p>Christopher D. Ford, Partner</p>	Atlanta, GA	www.alston.com	404-881-7000
 <p>Baker & McKenzie With 70 offices in 38 countries, the firm offers experienced, locally qualified counsel in virtually every important financial and business center worldwide. More than 30 lawyers on three continents are recognized leaders in outsourcing and related technology practices, ranked by leading journals based on references from clients and their professional peers. Baker & McKenzie's experience spans the full range of ITO as well as BPO such as HR administration, finance and accounting, procurement, and engineering. Recent engagements include representing a leading U.S. company in simultaneously negotiating five distinct global outsourcing arrangements with five different vendors. Also specializes in employee transfers in Europe; invoicing and VAT issues in Latin America; Sarbanes-Oxley issues in the U.S.; and data protection and privacy requirements around the globe.</p> <p>Mike Mensik, Partner</p>	Chicago, IL	www.bakernet.com	312-861-8000
 <p>Bierce & Kenerson With outsourcing clients ranging from \$100 million to \$2 billion in sales across several industry domains, Bierce & Kenerson provides added value in supporting clients' interests. Outsourcing has become an essential management tool for all businesses. Attorneys at Bierce & Kenerson, P.C. have been called on by both outsourcing customers and service providers to advise on structuring and negotiating contracts that manage the risks inherent in such relationships. The firm has close relationships with clients to understand and promote their particular needs, constraints, and goals. The firm also advises enterprise customers on how to use outsourcing to improve service delivery in their core business through multi-sourcing, partnering, and conversion of administrative functions into spinoffs or ancillary businesses. Not having the same high overhead as larger firms enables more direct contacts with senior lawyers and significantly lowers transaction costs compared with some larger firms in this field.</p> <p>William Bierce, Principal</p>	New York, NY	www.biercekenerson.com	212-840-0080
 <p>Cooley Godward Kronish, LLP Cooley Godward Kronish is a national law firm for the converging worlds of high technology, high finance, and high-stakes litigation. The firm serves as counselors, strategists, and advocates for a wide variety of industries and in all major technology fields. Cooley has approximately 580 attorneys and represents clients in more than 20 industries. The firm has experience with the complex legal and business challenges posed by outsourcing transactions and uses practical and creative solutions addressing the needs of all parties. Areas of expertise include technology transactions, business, compensation and benefits, tax, and international issues. BPO practice includes call center, customer service and support, and online security.</p> <p>John P. Brockland, Partner</p>	Palo Alto, CA	www.cooley.com	650-843-5000
 <p>DLA Piper US LLP With 3,200 lawyers in 24 countries and 63 offices throughout the U.S., the U.K., Continental Europe, Asia, and the Middle East, DLA Piper can meet the legal needs of clients globally. The firm has nearly 150 attorneys who focus on business process outsourcing, advising companies in the procurement and sale of goods, technologies, and services for use in a company's operations, and negotiating and documenting the sourcing of services for IT, telecommunications, HR, real estate portfolios, finance and accounting, supply chain management, and other key business processes from third-party providers throughout the world. DLA Piper clients range from local governments, healthcare institutions, and universities to the largest multinational businesses.</p> <p>Vincent Sanchez, Partner</p>	Global	www.dlapiper.com	312-368-4000

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 <p>Nicola Walker, Partner, London Office</p>	<p>Hogan & Hartson Washington, D.C.</p> <p>International firm Hogan & Hartson has a focused outsourcing team with significant, hands-on experience representing both customers and service providers in complex outsourcing transactions. The firm's work encompasses IT outsourcing, applications development and maintenance, and BPO, including human resources, product management, financial operations, telecommunications, and call-center operations. Working together, multi-disciplinary teams of lawyers in the U.S. and internationally are highly skilled in negotiating key issues that typically arise in transactions such as service-level agreements, intellectual property ownership, governance procedures, termination rights, limitations of liability, and indemnities. Labor lawyers across the U.S. and Europe advise on various legal and consultation issues that arise from issues specific to outsourcing.</p>	<p>www.hhllaw.com</p>	<p>202-637-5600</p>
 <p>John Howell, Partner</p>	<p>Hughes & Luce LLP Dallas, TX</p> <p>Hughes & Luce has provided legal support for outsourcing transactions since 1975, longer than any other law firm, it claims. It has represented both service providers and customers in more than \$100 billion worth of outsourcing transactions, including some of the largest and most complex outsourcing arrangements in the industry. It has advised clients in connection with the outsourcing of information technology services, human resource services, financial back office services, food services, and a variety of other business processes. Its industry experience includes technology, travel, insurance, financial, manufacturing, energy, telecommunications, shipping, healthcare, education, retail, and government. Outsourcing service providers represented by Hughes & Luce include BearingPoint, CGI, EDS, Ernst & Young, Fujitsu Consulting, Hewitt Associates, Lockheed Martin, and Worldspan. Hughes & Luce has also assisted many customers in establishing outsourcing relationships.</p>	<p>www.hughesluce.com</p>	<p>214-939-5500</p>
 <p>Karen Sanzaro, Partner</p>	<p>Hunton & Williams LLP Richmond, VA</p> <p>The Global Technology and Outsourcing Practice at Hunton & Williams offers clients depth and breadth of experience, with more than 20 core outsourcing lawyers and outsourcing-savvy subject-matter experts in labor, employee benefits, intellectual property, and other disciplines. The firm also operates the Center for Information Policy Leadership, a globally recognized think-tank, to stay at the leading edge of developments in the international transfer of data, a critical issue in successful BPO deals. Clients include those involved in large-scale and strategic BPO and ITO transactions, ASP arrangements, and technology transactions. The firm has a significant international presence, with more than 850 attorneys in 18 offices serving clients in more than 100 countries around the world.</p>	<p>www.hunton.com</p>	<p>404-888-4000</p>
 <p>David Guedry, Partner</p>	<p>Jones Day Global</p> <p>Jones Day is one of the largest international law firms with more than 2,200 lawyers in 30 offices around the world. It represents more than half of the <i>Fortune</i> 500. Leveraging Jones Day's global footprint, the outsourcing practice offers a one-stop approach to successfully completing and restructuring outsourcing transactions anywhere in the world. Jones Day's internationally recognized outsourcing team has a long history of advising customers and some of the industry's largest service providers in complex business process and information technology outsourcing transactions, many with multi-country, multi-tower scope and off-shore solutions. Together with P&A Law Offices, its India associate firm, Jones Day regularly represents clients in outsourcing transactions involving Indian BPO and IT firms.</p>	<p>www.jonesday.com</p>	<p>214-220-3939</p>
 <p>Gregg Kirchhoefer, Partner</p>	<p>Kirkland & Ellis Chicago, IL</p> <p>Since the early 1980s, Kirkland & Ellis LLP lawyers have handled hundreds of outsourcing transactions, including some of the largest, most comprehensive outsourcing transactions in history. Kirkland's experience in outsourcing matters predates the use of the term "outsourcing" (i.e., facilities management) and dates back to the late 1980s for both BPO and offshore transactions. The firm's experience covers all aspects of IT and telecommunications outsourcing, BPO (human resources, recruiting process, procurement, finance and accounting, research and development, clinical trial, engineering, call center, risk management, logistics, and other functions), and contract manufacturing and supply chain management. Kirkland lawyers have represented both service providers and customers in manufacturing, services, financial, and other businesses that seek to outsource critical functions. More than 50 Kirkland lawyers from various disciplines work on outsourcing transactions.</p>	<p>www.kirkland.com</p>	<p>312-861-2000</p>
 <p>Dan Masur, Partner</p>	<p>Mayer, Brown, Rowe & Maw Chicago, IL</p> <p>Mayer, Brown, Rowe & Maw LLP's Business & Technology Sourcing practice has more than 50 lawyers in eight global offices, who have handled more than 250 outsourcing transactions with an aggregate contract value of more than \$70 billion. The practice represents clients in all phases of sourcing, from outsourcing through re-sourcing through insourcing, and sourcing both with outside service providers and through captives, virtual captives, and other hybrid structures. The firm helps clients govern existing sourcing arrangements and, where necessary, restructure or exit those arrangements. Their success stems from a large international team of experienced lawyers and extensive market knowledge. BPO areas served include the outsourcing of human resources, employment, benefit administration, payroll, and other HR functions.</p>	<p>www.mayerbrown.com</p>	<p>312.782.0600</p>

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 Milbank, Tweed, Hadley & McCloy John K. Halvey, Partner	New York, NY	www.milbank.com	212-530-5000
 Morgan Lewis & Bockius LLP Michael Pillion, Akiba Stern Barbara Melby, Ed Hansen	Philadelphia, PA	www.morganlewis.com	215-963-5000
 Morrison & Foerster Vivian Hanson, Partner	Global	www.mofo.com	415-268-7000
 Pillsbury Winthrop Shaw Pittman James Alberg, Practice Chair	Global	www.shawpittman.com	202-663-8000
 Sonnenschein Nath & Rosenthal J. Ross Docksey, Partner	Chicago, IL	www.sonnenschein.com	312-876-8000
 Thelen Reid Brown Raysman & Steiner Ken Adler, Partner	New York, NY	www.thelen.com	212-603-2000
 Weil, Gotshal & Manges Jeffrey Osterman, Partner	New York, NY	www.weil.com	212-310-8000