

CORPORATE COUNSEL

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COVERSTORY

WHO REPRESENTS AMERICA'S BIGGEST COMPANIES

THE STATE OF THE UNION

Last year, we wondered whether the in-house/outside counsel relationship has changed. It has—in surprising ways.

WELCOME TO OUR ANNUAL REPORT ON THE OUTSIDE LAW FIRMS that corporate America turns to—for bet-the-company litigation, or patent prosecution, or more mundane matters. As usual, large powerhouse firms predominate, jockeying for position as business needs change and different plaintiffs take aim. We do this survey every year, both to check the pulse of the largest chunk of law department spending, and as an excuse. It gives us a chance to delve into the ever-evolving relationship that many liken to a marriage. Recently, these marriages have come under stress. Cost pressures, collapsing revenues, the Great Recession all conspired to alter the relationship. Last year, brave voices heralded a fundamental change—but were they premature? The final verdict is yet to come. Turn the page to see what we do know, one year after the revolution.

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 100 for corporate, contracts litigation, labor litigation, torts litigation, and intellectual property. For corporate work, we searched company and law firm press releases gathered by ALM Legal Intelligence, as well as M&A data compiled by Thomson Reuters for *The American Lawyer's* Corporate Scorecard. For the litigation areas, we searched PACER, which provides public access to electronic court records from federal appellate and district courts. For torts litigation, for example, we included such categories as personal injury and personal property. (For a fuller explanation, go to corp.counsel.com.) And for patent prosecution, we searched the Patent and Trademark Office Web site for patent applications filed and patents granted. We looked at the time period from January 1, 2009, to December 31, 2009, for all research. Corporate and patent prosecution data was researched in May 2010. Litigation data was researched in June 2010. On the main chart, we listed the top ten firms with two or more mentions in litigation, and the top ten firms with one or more mentions in the corporate and patent prosecution areas. Law firm names are shortened for space.

—JESSE ROTHMAN, WITH RESEARCH ASSISTANCE FROM DIEGO BETANCOURT AND ALISHA EISENBERG

WHO REPRESENTS AMERICA'S BIGGEST COMPANIES

WHO REPRESENTS WHOM

We researched the Fortune 100 to find out which law firms they used in 2009 in each of the following practice areas: corporate, contracts litigation, labor litigation, torts litigation, and intellectual property.

COMPANY, 2009 REVENUE (MILLIONS)	CORPORATE	CONTRACTS LITIGATION	LABOR LITIGATION	TORTS LITIGATION	INTELLECTUAL PROPERTY
General Electric Company, \$156,779	Allen & Gledhill; Latham & Watkins; Weil, Gotshal	Chaffe McCall; Dudley, Topper; Fabyanske Westra; Katten Muchin; Kutak Rock; Mendel Blumenfeld; Peretore & Peretore; Plunkett Cooney; Quarles & Brady; Reed Smith; Snell & Wilmer; Swift, Currie; Ward & Smith	N/A	Balch & Bingham; Bassford Remele; DLA Piper; Forman Perry; Harris Beach; Ice Miller; Lynch Daskal; MehaffyWeber; Sedgwick, Detert; Sidley Austin	Andrus, Scealess; Armstrong Teasdale; Beusse Wolter; Cantor Colburn ; Drinker Biddle; Fay Sharpe; Fletcher Yoder; Hanley, Flight; Hartman & Hartman; Howrey; Hunton & Williams; Marshall, Gerstein; McNees Wallace; Nixon & Vanderhye; Ohlandt, Greeley; Pearne & Gordon; The Small Patent Law Group; Sutherland Asbill; Trego, Hines; Wegman, Hessler; Ziolkowski Patent Solutions Group
General Motors Company, \$104,589	Baker & McKenzie; Mannheimer Swartling	Hardy, Lewis; Jones Day; Monroe & McDonough	Hardy, Lewis	Bell; Cole, Scott; King & Spalding; Lavin, O'Neil; Quinn, Johnston; Sanchez Daniels; Smith, Anderson; Thompson & Knight; Ward Black	Cantor Colburn ; Harness, Dickey; Ingrassia, Fisher; Leydig, Voit; Reising Ethington
Honeywell International Inc., \$30,908	McDermott Will	Ogletree, Deakins; Perkins Coie	Proskauer Rose	Adorno & Yoss; Cetrulo & Capone; Davis & Hamrick; Hallett & Perrin; Jennings Cook; Morrison & Foerster; Perkins Coie; Polsinelli Shughart; Thompson & Knight; Willman & Silvaggio	Black, Lowe; Buchalter Nemer; Cantor Colburn ; Fox Rothschild; Munck Carter; Shimokaji & Associates
International Business Machines Corporation, \$95,758	A&L Goodbody; Cleary Gottlieb; Cravath	Cravath	N/A	N/A	Albritton Law Firm; Biggers & Ohanian; The Brevetto Law Group; Cahn & Samuels; Cantor Colburn ; Carey Rodriguez; F. Chau & Associates; Connolly Bove; Cuenot, Forsythe; D'Ambrosio & Associates; Dillon & Yudell; Edell, Shapiro; Ference & Associates; Fleit Gibbons; Garg Law Firm; Gibson, Dunn; Gowling Lafleur; Greenblum & Bernstein; Hamilton & Terrile; Hamilton, Brook; Harrington & Smith; Haynes Beffel; Heslin Rothenberg; Hoffman, Warnick; Hogan & Hartson; Jones Day; Kali Law Group; Keohane & D'Alessandro; King & Spalding; Kirkland & Ellis; Konrad, Raynes; Lee Law; Leveque Intellectual Property Law; Lieberman & Brandsdorfer; Martin & Associates; McGinn IP Law Group; McKenna Long; Mintz, Levin; Myers Andras; Nelson & Nelson; Novak Druce; Oliff & Berridge; Oppenheimer Wolff; Patents On Demand; Patterson & Sheridan; Potter Anderson; Quinn Emanuel; Ryan, Mason; Schmeiser, Olsen; Schubert Osterrieder; Scully, Scott; Shimokaji & Associates; Shumaker & Sieffert; Snell & Wilmer; Stevens & Showalter; Suiter Swantz; Thomas, Raring; Thorne & Halajian; Toler Law Group; Weitzman Law Offices; Williams Kastner; Wood, Herron; Yee & Associates; Zilka-Kotab