



FULL SERVICE LAW FIRM WITH NATIONALLY RANKED PRACTICE GROUPS

Antitrust

Copyright

Corporate Governance

Employment and Labor

Executive Compensation
and Employee Benefits

Intellectual Property Litigation

Internal Investigations and
White Collar Crime

Licensing and Technology Transactions

Mergers and Acquisitions

Patent Counseling and Prosecution

Privacy and Information Security

Private Equity

Securities

Securities Litigation

Tax Planning and Tax Controversies

Trade Secret

Trademark

Venture Capital and Start-ups

FIRM OVERVIEW

Established in 1972, Fenwick & West works closely with technology and life science companies that are changing the world through innovation. The firm has more than 30 years of experience solving the business challenges that arise at the intersection of technology and the law. Fenwick & West clients, who range from start-up ventures to global enterprises, value our attorneys' deep industry experience, and our understanding of their technologies and business issues.

- Our history of innovation goes back more than 30 years, beginning with the creation of the first shrink-wrap license agreement for Apple Computer
- Fenwick & West consistently ranks among the best corporate, IP, litigation and tax practices in leading legal publications such as *The American Lawyer*, *Bloomberg*, *Chambers*, *International Tax Review*, *IP Worldwide* and earns praise worldwide for work on high-profile and groundbreaking deals.
- Representation of leading technology, emerging innovators and Fortune 500 companies, such as Abbott Laboratories, Amazon.com, Apple, Cisco Systems, Cray, Electronic Arts, Facebook, Google, Hewlett-Packard, Intuit, Netflix, Nvidia, Symantec, Twitter, University of California, Wal-Mart

Efficiency. Fenwick & West understands the importance of delivering high quality legal services on a cost-effective basis. We work closely with our clients to develop solutions that provide the most value within their legal budget.

Leveraging our collective experience to support the most efficient delivery of our services, we invest in tools such as standardized form banks, internal and external knowledge bases, and collaborative internal programs. Examples of our focus on innovation include:

- **Most robust client extranet platform of any U.S. law firm** – hosting over 16,000 extranets for every client matter
- **Proprietary, award-winning eDiscovery and M&A Diligence tools:** Cuts client cost for processing data by at least 50%
- **Fenwick Everywhere:** Our technology and communication platform places full-firm resources anywhere in the world
- **Real-time Billing and Budget Analysis:** Automated budget alerts help avoid overruns and provide clients with near-real-time access to data

Technology. We invest heavily in technology that improves the delivery of legal services while reducing costs for our clients.

- Awarded the “Most Innovative Use of Technology by a Law Firm” by *American Lawyer Media*
- Awarded *Computerworld* magazine’s one of 10 “Best in Class” for the firm’s eDiscovery forensics systems. Also awarded *Computerworld* magazine’s one of the “Premier 100 IT Leaders” in the U.S.

When the matter calls for it, we can scale up to the largest transaction, instantly responding to our clients’ needs.

- 24/7 Network Operations Center offering more than 200 Terabytes of online storage
- **Litigation** — Handled what we believe to be the largest collection of data and records in a civil case in the U.S. — achieving a very favorable result by securing one of the top IP litigation payouts of 2005— a \$400 million settlement for our client
- **Corporate** —Expedited a \$7.0 billion acquisition by enabling due diligence involving 60 subsidiaries on four continents; completing the bulk of the collection and analysis in three weeks; and closing the transaction in under eight weeks
- **IP** — Proprietary process for mass portfolio intakes provides instant, online access to searchable catalogs of data — giving international clients the ability to acquire, transfer, organize, and catalog vast portfolios and contract databases, and also provides a single source to support global enforcement, R&D and sales efforts

Alternative Fee Arrangements (AFAs). Fenwick & West is a recognized leader in AFAs, having publicly pioneered such arrangements for close to a decade.

We have developed flat-fee arrangements, task-based billing, risk-sharing fee arrangements and other alternative fee agreements with numerous clients of all sizes. Our ability to craft workable AFAs is supported by a sophisticated budget and pricing

database, which also provides our clients with matter-specific budget tracking and analysis.

Our goal as a firm is to develop mutually beneficial agreements that meet the needs of each client, incentivize efficiency, fairly share risks and rewards, and help provide predictability in outside counsel fees.

Diversity. Diversity has been a core component of the Firm’s culture since our establishment. Our commitment to diversity is reflected not only in the Firm’s policies and programs, but also through our efforts to build and maintain a culture that values strength from difference.

- One of the few AmLaw 200 firms that include diversity efforts as part of partner compensation
- Ranked by *Minority Law Journal* as one of the top three and by *American Lawyer* as one of the top seven most diverse law firms in the U.S.
- Recently received 100% score (A+ rating) on The Human Rights Campaign Foundation’s 2010 Corporate Equality Index for Fenwick’s pro-LGBT policies and working environment

Community Service. Fenwick & West has served its community by offering legal services to persons and organizations that could not otherwise afford effective legal counsel.

- In recent years, attorneys and staff have logged well over 20,000 hours on pro bono projects
- Recognize all approved pro bono work as “billable” hours for all purposes for nonpartner attorneys
- Have received several awards over the past few years for our pro bono work, including the “Public Interest Counsel Champion Award” from the Public Interest Law Firm, the “Legal Impact Award” from the Asian Pacific Islander Legal Outreach, and the “Foundation Award” from the Pro Bono Project of Silicon Valley

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