

## Instructions for *The Legal Intelligencer's* 2013 Best Law Firm Corporate Practices Contest

*The Legal Intelligencer's* first Pennsylvania Best Law Firm Corporate Practices contest will have two distinct portions – a general contest to award the top department in overall corporate work by law firms, as well as a contest to determine the top specialty practice departments. The competition is open to any law firm with a Pennsylvania presence; Pennsylvania lawyers must have had a meaningful and significant impact on the work being presented, though the work does not need to have been done in Pennsylvania. For both competitions, specific and verifiable information is expected whenever possible to help in the decision process. Please compose separate submissions for the general and specialty contests and submit all materials via email to Ben Seal at [bseal@alm.com](mailto:bseal@alm.com).

**Note:** If your client was represented by more than one firm, please specify your firm's role.

### GENERAL CORPORATE PRACTICE CONTEST

Describe 8-10 corporate results that demonstrate your department's excellence.

- This list can and should include any type of corporate matters handled by the firm, with some examples being real estate, banking and finance deals, M&A, non-litigation IP, bankruptcy/reorganization or municipal finance.
- The results must have occurred between **January 1, 2011**, and **December 31, 2012**.
- Keep descriptions of each individual case *under 500 words*.
- Each result must have been achieved by lawyers when they were members of your firm. Do not include results achieved by lateral hires when they were working for a different firm. Please **highlight work done by Pennsylvania lawyers**.
- For each result, please include the names of clients, lead partners and opposing counsel, as well as contact information for all involved whenever possible.
- Descriptions of results should include specific dollar amounts where relevant, but should also focus on why the result demonstrates the excellence of your department, including the importance of the matter to your client, legal challenges or unique structuring of the deals, time constraints or any regulatory hurdles.

Write an essay explaining why your firm should be a finalist.

- *Essay should be no longer than 1,000 words.*
- Describe what makes your firm stand out. Did the department face specific challenges over the past two years? Did your corporate department have specific goals that it achieved? Is your firm handling corporate matters in innovative ways from a project management/billing standpoint?

Please submit additional information on:

- The size of your firm's corporate department as of December 31, 2012 (please specify number of partners, associates and other).
- The percentage of your entire firm represented by the corporate department in terms of lawyers *and* in terms of percentage of overall firm revenue.
- Three client references, including phone numbers or email addresses.
- A brief description of three upcoming matters for your firm.

Any questions, please contact Ben Seal at [bseal@alm.com](mailto:bseal@alm.com) or 215-557-2368. The deadline for submissions is Monday, March 4, 2013.

## SPECIALTY PRACTICE AREA CONTEST

The specialty contest will award departments focused in each of the following areas:

1. **Real Estate;**
2. **Finance and M&A** (private equity, venture capital, IPOs, banking, mergers, joint ventures, securities, capital markets, etc.);
3. **Bankruptcy/Reorganization;**
4. **Non-litigation IP;** and
5. **Corporate Governance.**

You are welcome to compete in more than one specialty category, but *separate submissions will be expected for each*. As with the general contest, all information should be submitted via email to Ben Seal at [bseal@alm.com](mailto:bseal@alm.com).

Describe 4 to 6 deals/matters that demonstrate your department's excellence in this specialty.

- The results must have occurred between **January 1, 2011, and December 31, 2012.**
- Keep descriptions of each individual matter *under 500 words*.
- Each result must have been achieved by lawyers when they were members of your firm. Do not include results achieved by lateral hires when they were working for a different firm. Please **highlight work done by Pennsylvania lawyers.**
- For each result, please include the names of clients, lead partners and opposing counsel, as well as contact information for all involved whenever possible.
- Descriptions of results should include specific dollar amounts where relevant, but should focus on why the result demonstrates the excellence of your department.

Write an essay explaining why your firm should be a finalist in this specialty area.

- *Essay should be no longer than 1,000 words.*
- Describe what makes your firm stand out in the given specialty. Did you face specific challenges over the past two years? Did your corporate department have specific goals that it achieved? Why does your firm excel in this specific area?

Please submit additional information on:

- The size of your firm's corporate department as of December 31, 2012 (please specify number of partners, associates and other).
- The percentage of your entire firm represented by the corporate department in terms of lawyers *and* in terms of percentage of overall firm revenue.
- Three client references, including phone numbers or email addresses.
- A brief description of three upcoming matters for your firm related to this specialty area.

Any questions, please contact Ben Seal at [bseal@alm.com](mailto:bseal@alm.com) or 215-557-2368. The deadline for submissions is Monday, March 4, 2013.

**Note:** For either the general or specialty categories, we realize that some matters may not be public.

Please give as much information in the form as you possibly can to enable the fairest, most accurate judging. If you wish that a specific case or piece of information not be published, please note that near the case write-up. This allows us to have the information to assist in judging without publishing it. Feel free to call with any specific questions on this issue before submitting your entry.