

ALFA INTERNATIONAL

THE GLOBAL LEGAL NETWORK



9,000 lawyers in  
120 firms from  
50 states and  
35 countries.

When you need us. Where you need us.

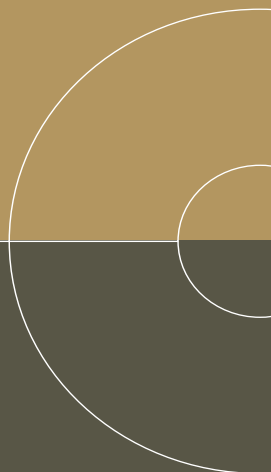
**ALFA mission:** *To provide our clients with outstanding, cost-effective legal services in virtually any jurisdiction. To offer proactive, leading-edge legal conferences, best-practices knowledge sharing, and educational publications that help members and clients address current issues and reduce future risks.*

## **ALFA:** Local Representation, Global Resources

*ALFA International adds new meaning to the phrase “the whole is greater than the sum of its parts.”*

As the world economy becomes increasingly globalized, in-house corporate counsel, risk managers and other executives are regularly confronted with the urgent need to select and retain local counsel in unfamiliar jurisdictions. These choices often must be made quickly in order to ensure timely, effective action — action that can make the difference between business success and failure.

Every day, the attorneys and member firms of ALFA International’s global legal network help businesses of all sizes achieve successful outcomes to complex legal and business issues, within and across jurisdictions and national borders. ALFA matches clients with pre-screened, experienced legal counsel that meet our rigorous membership standards, are committed to providing the highest-quality legal service, and offer coordinated, effective solutions that take advantage of our economies of scale.



# ALFA Network

## A Premier, Full-Service Network



Founded in 1980, ALFA International is the oldest legal network of its kind and remains one of the world's largest. Our 85 United States-based member firms include attorneys practicing in 95 of the 100 largest U.S. metropolitan areas. The remaining 35 firms consist of attorneys practicing in foreign capitals and major commercial centers around the globe. As a result, ALFA clients have access to first-class legal representation virtually everywhere they do business.

Clients of ALFA member firms expect their chosen attorneys to know and understand the complex business and legal issues of their industry, their company, and their products and services. A studied understanding of client issues enables ALFA attorneys to become true partners in support of their clients' success.

Clients of ALFA member firms come from a broad array of industries, and include medium-sized and major multinational corporations as well as individual entrepreneurs and startups. ALFA's legal network and global-resource pooling are particularly well-suited for regional, national and international businesses with legal needs in multiple jurisdictions.

With ALFA International, knowledgeable, responsive attorneys are literally one e-mail or phone call away. Proactive client connections and direct, timely communications are hallmarks of ALFA firms.

We are proud of the fact that a significant number of ALFA clients have retained member firms since the founding of the organization and that many of these clients continue to take advantage of services provided by multiple offices and firms in many jurisdictions. A solid measure of our clients' success, it is also a testament to the excellent, coordinated legal service provided throughout our network.

**Clear Guidance Through Focused Practice Groups**

ALFA International's Practice Groups are the heart and soul of the organization and drive many of our key programs and outreach initiatives.

ALFA's current Practice Groups are focused in the following subject matter areas:

- Bankruptcy/Reorganization*
- Business Litigation*
- Construction*
- Employee Benefits*
- Healthcare*
- Insurance*
- Intellectual Property & Technology*
- International Law*
- Labor & Employment*
- Product Liability*
- Retail*
- Transportation*
- Workers Compensation*

Each ALFA Practice Group maintains an online "clearinghouse" so that group attorneys may quickly obtain assistance on specific legal issues and stay abreast of legal news and cutting-edge developments. Virtually every Practice Group publishes a collection of reference materials, and most maintain Client Advisory Boards that provide client input regarding the focus of many seminars, conferences, tele-conferences, publications, and other Practice Group activities.



# ALFA Value

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## Reasons to Retain ALFA Firms

- 1. Outstanding Member Firms.** We take great care to identify, recruit and select only those firms that are among the most respected in their legal communities and have the resources to serve a wide range of client needs.
- 2. Experienced Trial Counsel.** The litigation departments of ALFA firms are made up of trial attorneys with significant courtroom experience. Many of these lawyers have served as former U.S. Attorneys, district attorneys, public defenders and in comparable positions in other countries. A large group serve in leadership roles in many national trial advocacy organizations.
- 3. Cost-Effective Service.** Today's in-house legal departments and leadership are under increasing pressure to contain costs. ALFA firms regularly assess price-value relationships to ensure that limited client resources are used wisely. Our

ALFA member firms and lawyers value all of their clients. However, a referral of legal work from another member of the ALFA network prompts special attention since our members' reputation within the network is paramount. We understand that high quality client service reflects our commitment to legal excellence at every level: attorney, firm and network. Your satisfaction is the key barometer of our success.

commitment to cost-effective and high-quality counsel sets ALFA member firms apart from other legal service providers.

**4. Quick, Easy Retention of Counsel.** Even when entering a market or jurisdiction for the first time, clients can be assured that they will be able to identify and retain counsel in key cities and commercial centers across the United States, and in leading financial and industrial capitals around the world.

**5. Resource Pooling.** Client service isn't limited to the four walls of a particular firm or office. Member firms regularly assist each other, sharing non-privileged legal research, proven trial and transaction strategies, insights on judges, jury selection and expert witnesses, and other key information — all with the goal of serving our clients most effectively.

**6. No Matter Too Large or Too Small.**

The importance of a client matter is not always a function of its size. ALFA firms understand that many great client associations begin on a small scale and that even small decisions and issues can have momentous consequences. For these reasons, ALFA lawyers work hard to ensure that all engagements are staffed and handled with all due care.

**7. Educational Programs.** ALFA-sponsored conferences, tele-conferences and legal reference materials offer clients the opportunity to broaden their legal and business knowledge, evaluate ALFA attorneys and Practice Groups, and build relationships with industry peers at home and abroad.

# ALFA Education

## Raising the Bar for Legal Knowledge



The continuing legal education of ALFA attorneys and our clients is a top priority of the organization. This mission is achieved through a broad array of initiatives, including:

**Annual Seminars.** The cornerstone of ALFA's educational efforts is our annual series of seminars, created and sponsored by the ALFA Practice Groups. Held in major cities around the world, these two- and three-day events feature keynote speakers, lectures, panel discussions, mock trials and workshops. While enhancing participants' subject-matter knowledge, these seminars also provide ideal networking opportunities between and among ALFA lawyers and clients.

Information flows at an ever-increasing pace. No matter the industry or history of an organization or company, the ongoing development of legal and business knowledge is a key contributor to overall success. ALFA International is committed to providing clients with the tools they need to thrive, through direct, cost-effective client service and broader educational programs.

**Regional Seminars and Speakers Bureau.** ALFA recognizes that many clients cannot easily attend multi-day seminars away from the office. To serve these clients, we regularly organize one-day and half-day regional and local seminars. We also maintain a speakers bureau that provides ALFA lawyers for on-site presentations.

**Tele-seminars.** ALFA regularly holds in-depth, two-hour discussions on timely legal issues that are open to participants from around the world. There is no cost to participate in ALFA tele-seminars.

**Trade Association Partnership.** ALFA partners with targeted trade associations and professional organizations around the world to co-sponsor industry-specific events, meetings and seminars. Individual ALFA attorneys regularly contribute to trade publications and provide legal research on industry-specific issues.

**Legal Reference Materials.** ALFA clients and lawyers have access to a large, comprehensive collection of ALFA legal reference materials that greatly exceed what could otherwise be produced and maintained by individual firms.

## ALFA Membership: Identifying and Delivering Excellence

ALFA International is committed to offering clients the highest quality legal counsel in each jurisdiction served by our member firms. This goal is accomplished through a rigorous selection process that includes member and client recommendations, reviews of local, state and national bar records, a comprehensive application questionnaire, and a series of in-depth interviews and on-site visits.

Once admitted to membership, ALFA firms must satisfy an array of performance requirements which are monitored on a regular basis.

The ALFA network cultivates cooperation, proactive communication and loyalty among member firms by admitting only one member firm in each metropolitan area, state or country. By providing exclusive territories, ALFA encourages members to invest in the network and support ALFA activities without concern for competition over the same legal business.

ALFA takes pride in its virtually complete geographic coverage in the United States. Our American member firms enjoy a sizable presence in 95 of the 100 largest U.S. metropolitan areas. International membership presently includes 35 law firms, with ongoing recruitment efforts focused on Asia, Latin America, and Eastern Europe. While ALFA law firms are a diverse group, they share one common trait: a reputation for, and proven history of, excellence in legal services.

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## INTELLECTUAL PROPERTY / TECHNOLOGY

### **ALFA** at a Glance

Date of Formation: 1980

Member Firms: 121

- U.S. Member Firms: 85  
(in 95 of the top 100 metropolitan areas)
- International Member firms: 35

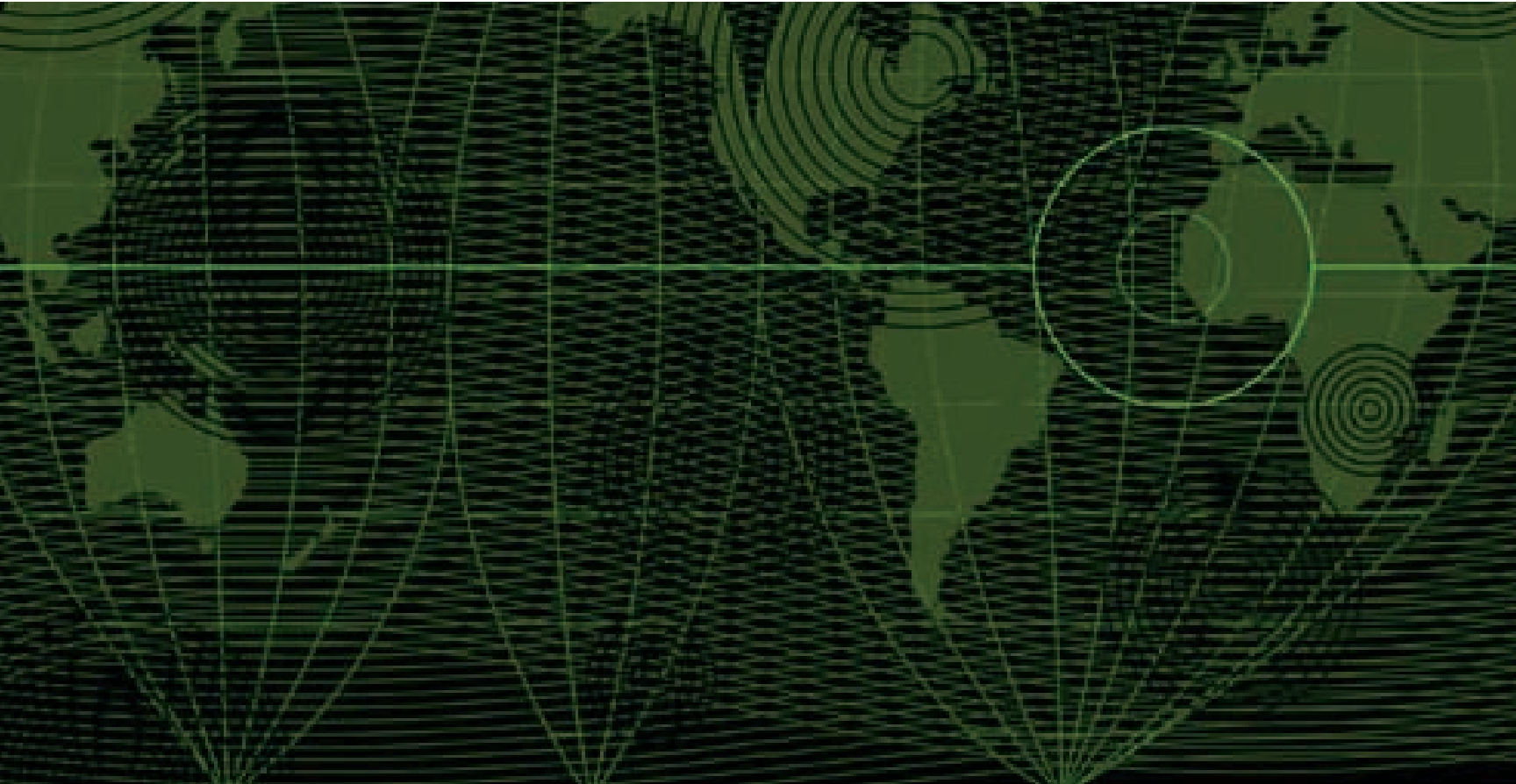
Worldwide Member Offices: 275

Lawyers in Network: 9,000

Average Firm Size: 80 lawyers

Seminars/Events Per Year: 15 - 20

Headquarters: Chicago, Illinois



# ALFA INTERNATIONAL

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