



ILN Coordination Successes

To keep pace with the increasingly global nature of our economy as modern technology bridges the gap between countries and continents, it is essential for companies to have accessible and reliable counsel around the country, and the globe. As the ILN's Chairman, Peter Altieri says "Our member firms are among the most respected and most experienced counsel in their jurisdictions. Clients' increasing need for reliable foreign counsel in our global economy is well met by the personalized, high-quality and cost-efficient legal services provided by ILN member firms." In addition to the collaboration of member firms on one-to-one referrals, the ILN has also handled a number of multijurisdictional referrals.

IBM & ILN Collaborate

Lowell Lifschultz of Epstein Becker & Green, PC, the ILN's New York member and founding firm, presented the ILN to IBM as a controlled and unified solution to their international needs. "For middle market matters in a variety of jurisdictions, using the offices of the ILN with the extraordinary mental database they have about the Network's firms can get your problem solved in a timely manner, with the attention and care that it deserves. This attention and care, combined with the collective knowledge the Network provides, gives our clients a better service than could be found with a multinational firm," Mr. Lifschultz said in support of the ILN's collaborative efforts.

This effort involved the collaboration of twenty-two ILN member jurisdictions, and focused on coordinating the request and assembling the results, which were then provided directly to the IBM counsel.

ILN Assists Italian Client

In September 2010, the ILN was contacted by Carmine Gravino, an ILN colleague and partner at Corrado Ferrari Mainieri Pedefferi & soci in Italy. His client, a multinational, listed manufacturer of mass-market products, had recently discovered that one of its products had serious defects that might be harmful to consumers' health. They were in need assistance to start a recall procedure worldwide.

The client was looking for firms that had previously dealt with this type of procedure in the US and Europe. The ILN assisted in putting together a team of attorneys to assist in this matter.



ILN Recommends Firms to JC Penney

Marian Ladner, of Epstein Becker & Green, introduced JC Penney to the International Lawyers Network during an audit of their law firms. In liaising with JC Penney, the ILN learned that they were currently reviewing their international counsel's requirements in approximately 20 countries in three specific areas of law. To assist in these efforts, the ILN Administration coordinated the collection and provision of preliminary information about the members in these jurisdictions on JC Penney's behalf. The Administration coordinated this request in a timely and efficient manner, and supported JC Penney with all additional requests for further information and arranging teleconferences where appropriate.

ILN Medical Device Group Assists ILN Member Firm in Italy

Carmine Gravina, an ILN colleague and partner at Corrado Ferrari Mainieri Pedeferra & soci in Italy contacted the ILN on behalf of one of their clients. The client, Levetta, owned several international packaging patents, some of which had won prestigious awards. These patents were used mainly in Italy by pharmaceutical companies for the packaging of their products. Levetta was looking to develop and expand its business abroad, so Carmine contacted the ILN to get the assistance of the ILN Medical Device & Drug Manufacturing Specialty group in facilitating introductions for Levetta to US companies and/or private equity funds. The ILN coordinated with the twenty member firms of the Medical Device Group to assist in this matter.

As a result, David Russell of Harrison & Moberly in Indianapolis, Indiana made an introduction to Elliott Parker of Innovo Partners. Mr. Parker subsequently contacted David to say, "Thank you again for introducing us to Levetta in Italy...This is certainly an example of your legal network's effectiveness in making the world a bit smaller!"

Additionally, Gary Kaplan of Howard Rice, made an introduction to a private equity fund in San Francisco. Carmine Gravina added that "I think that this case shows one of the highest potential of ILN, i.e. to be able to offer business opportunities around the world, both for our clients and for the firms belonging to the ILN, who will then be involved in the legal assistance to clients."