



## Our Firm

### Experience, Business Focus and Value

McGuireWoods has been a strong, well-respected and expanding firm for more than 175 years. This legacy is a testament to our lawyers' experience across business and industry, as well as our consistent ability to deliver an excellent legal product — efficiently and at a fair price. Some of our clients have been with us for nearly 50 years, which speaks to the level of service we provide and the mutual loyalty we engender.

### Practical Parameters

McGuireWoods has more than 900 lawyers in 19 offices around the world. We cross borders, practices and industries in the U.S., UK, Belgium and elsewhere around the world, collaborating with colleagues and managing resources in the Nordic countries, Russia and Eurasia, Eastern Europe, China, Africa, the Middle East, India, Spain, Portugal and South America. We have unique cooperative arrangements with Paris law firm, KGA, and in Israel with Shenhav Konforti Shavit & Co (SKS). Our international practice is further enhanced by our participation in the global legal networks, Lex Mundi and LNI.

### Value in Management, Discovery and Technology

Our practical profile also includes a *business-minded focus* on value — be it an executive's bottom-line perspective or a general counsel's budgetary constraints. We look for ways to help our clients make money, save money, and sleep better. Because of our business approach to legal problems, we invest significantly in innovative processes and technology. McGuireWoods' Legal Project Management tailors our processes to be of particular value to the client organization. Our innovations in discovery are also central to value. McGuireWoods' document collection and discovery processes are among the most sophisticated and efficient available today. Clients not only receive senior-level, hands-on discovery advice, but our discovery team also includes in-house professionals experienced in running trial presentation software in front of a jury.

### Value through Alternative Fee Arrangement

Cost always matters — bears or bulls. McGuireWoods is equally innovative in offering value billing arrangements and fee-structuring in alignment with client needs and metrics. More than 25 percent of major firm clients are working with us on the basis of one or more alternative fee arrangements.

### Value through McGuireWoods Consulting

Complementing our legal services, McGuireWoods Consulting — our full-service public affairs subsidiary — offers federal, state and local government relations advice; strategic communications; grassroots advocacy; and infrastructure and economic development services. We can help our clients stay ahead of — and even have a voice in — important regulatory developments that affect their businesses.

### Service to Clients and the Community

McGuireWoods has built a service culture within our firm which also extends to each client contact. As a result, our clients develop an emotional investment in our people and our work. In 2013, BTI Consulting Group named McGuireWoods the No. 4 "Client Service A-Team" law firm of the 650 law firms serving Fortune 1000 companies — recognition that earned our firm a spot on BTI's "Client Service 30" list. McGuireWoods is also among a select group of law firms in the country to be named to BTI's Client Service Standouts list.

A recommendation means that our clients are willing to stake *their* reputations on trust in us — what we do, who we bring to the team, the technology we invest in and our business-alignment approach to the practice of law. A client recommendation translates to pride and confidence in having McGuireWoods represent them.

Our firm not only invests in our clients and each other, but also in our communities and society through both a thriving *pro bono* program and national and local nonprofit volunteerism and fundraising.

If you like our profile, wait until you meet our people.

### Core Values

#### Excellence, Client Service, Integrity, Collegiality, Community

These values guide our work and define our firm as a responsible, ethical citizen of the global business world.

Central to McGuireWoods' culture, our core values inspire us to serve all clients — and the larger human community — with pride and integrity.