

# Be Part of Our Growth in Washington, D.C.



**WITH MORE THAN 40 YEARS OF HISTORY IN WASHINGTON, D.C.**, Perkins Coie is well established among the district's leading corporate, political, technology, and regulatory law firms.

Our dynamic growth, from two lawyers in 1979 to more than 130 lawyers today, has established our D.C. office as a destination for lawyers who want to deliver highly valued legal solutions and be part of a collaborative and innovative culture.



**VALERIE DAHIYA**

**OFFICE MANAGING PARTNER**

Firmwide Chair, Securities Trading and Markets Practice

*"Our Washington, D.C., lawyers work in a range of practices, frequently representing clients in regulatory matters. We are committed to fostering a collaborative, diverse, and inclusive work environment."*



## A Platform Where Laterals Can Grow Their Practice

With a rigorous and selective lateral process, we invite only those with a growth mindset and collaborative spirit to join our ranks. Once on board, laterals in our Washington, D.C., office have opportunities to collaborate with colleagues across the firm and expand their work with our marquee clients and local powerhouse companies.

# Industry-Leading Clients

**STRATEGIC ADVICE FOR INNOVATIVE COMPANIES.** Perkins Coie provides advice to some of the world's most sophisticated consumers of legal services. Our clients are inventing the future and demand counsel who deliver at the highest levels in critical areas of law, including Antitrust, Environmental Law and Natural Resources, Government Contracts and Relations, Intellectual Property, Insurance Coverage, International Trade, Internet and Consumer Protection Matters, Litigation, Patent Prosecution, Political Law, Technology Transactions and Privacy, and White Collar Defense. Our lawyers also interact extensively with federal agencies and practice before federal and state courts throughout the country.



# Client Advantage

**A HOLISTIC APPROACH TO CLIENT SERVICE.** We deeply engage with clients to help in achieving their goals—a process that starts by listening to them and understanding their businesses. This client-service philosophy extends beyond our lawyers to our business professionals, who partner with us to provide coordinated and practical solutions.



**SHANNON M. BLOODWORTH**  
PARTNER

*"Perkins Coie is thoughtful in its approach to growth. Lateral candidates are not only vetted for their experience and relationships, but also for their leadership abilities and strong cultural fit."*



**MICHAEL HUSTON**  
PARTNER

Firmwide Co-Chair, Appeals, Issues & Strategy Practice

*"I've been repeatedly impressed by the caliber of the attorneys at Perkins Coie—and just as important—by their commitment to helping me grow my own practice."*

**STRENGTH IN DIVERSITY AND INCLUSION.** Diversity and inclusion are core values at Perkins Coie, both nationally and in our Washington, D.C., office. We have clearly defined strategies to build a more diverse workforce that reflects the broader society and to foster a culture that fully includes those who have traditionally been underrepresented in large law firms.



50%

OF 2023 PARTNER  
PROMOTIONS ARE  
WOMEN

23%

OF 2023 PARTNER  
PROMOTIONS ARE  
LAWYERS OF COLOR

43%

OF OUR FIRM  
LAWYERS ARE WOMEN

26%

OF OUR LAWYERS  
ARE LAWYERS OF  
COLOR

**NATIONAL STATISTICS**

**WASHINGTON, D.C., OFFICE STATISTICS**

\*as of May 2023

## Award-Winning Culture

**COLLABORATIVE, SOLUTION-FOCUSED SERVICE.** Our lawyers and business professionals are innovative and authentic, with an uncompromising commitment to client service.

From 2016-2020 and 2022-2023, our Washington, D.C., office was named one of the Top Workplaces in the Nation's Capital by *The Washington Post* and was included in the *Washington Business Journal's* 2021 Largest Law Firms list, based on lawyer count.

## Individualized Lateral Integration

**PRIORITIZING LATERALS IS WHAT WE DO.** Our lateral partners benefit from our established approach of having a team dedicated to integrating partners into our business and our client relationships. Deep and thoughtful consideration goes into each lateral hire regarding their economic, cultural, and strategic fit, and only those with enthusiastic support from the Washington, D.C., office managing partner, the respective practice group chair, and the Lateral Committee are brought on board.

## Uncompromising Quality

**AN AM LAW GLOBAL 50 FIRM WITH THE CLIENT SERVICE OF A BOUTIQUE.** Our entrepreneurial spirit, dedication to core values, and commitment to working as a team fuel our exceptional service and earn our clients' trust.



**NGAI ZHANG**  
PARTNER

*"The depth and breadth of the firm's practices in D.C., and across the firm are tremendous assets to my practice. They allow me to provide exceptional service and responsiveness to my clients."*



**MEREDITH HALAMA**  
PARTNER

Firmwide Co-Chair, Privacy & Security Practice  
Firmwide Chair, Ad Tech Group

*"Not only does Perkins Coie provide me with a tremendous platform for my practice, it's also a firm that truly supports representation in leadership—within the firm and across our communities."*

**WHERE LATERALS STAY.** Our goal is to recruit and retain the best and brightest legal talent, and our retention rate reflects the success of our lateral platform. Our culture plays a significant role—for over two decades, we have consistently been named to the list of *Fortune* 100 Best Companies to Work For®.



**73%**

OF LATERAL PARTNERS  
REMAIN WITH THE FIRM  
AFTER 5 YEARS

**58%**

OF PERSONNEL HAVE BEEN  
WITH THE FIRM FOR MORE  
THAN 5 YEARS



**WILLIAM G. MALLEY**  
FIRMWIDE MANAGING PARTNER

*“Perkins Coie has a long-standing tradition of excellence in client service and ensuring that our collaborative culture remains a cornerstone of our firm. We are committed to attracting and growing laterals who share our spirit and vision.”*

## Growth-Oriented Strategic Management

**INNOVATIVE FROM THE TOP DOWN.** Skilled leadership and practice management are at the core of Perkins Coie’s steady growth globally and here in Washington, D.C. The leaders of the three largest practice groups—Corporate, Commercial Litigation, and Intellectual Property—serve on the Executive Committee to ensure strategic alignment across the firm. Sophisticated business professionals support each practice with data-driven models for revenue management, pricing, and hiring decisions.

Our commitment to best practices extends to firm finances, exemplified by our significant reserves, no long-term debt, and partner compensation based on merit and meaningful contributions to the firm and our clients.

2022	2022	2022
<b>GROSS REVENUE</b>	<b>REVENUE PER LAWYER</b>	<b>PROFIT PER EQUITY PARTNER</b>
\$1,163,764,000	\$1,039,000	\$1,519,000



**OUR VISION IS TO BE THE MOST TRUSTED ADVISOR TO THE WORLD’S MOST INNOVATIVE COMPANIES AND INDUSTRY LEADERS. WE EARN THIS TRUST EACH DAY BY PROVIDING HIGH-VALUE, STRATEGIC SOLUTIONS, AND EXTRAORDINARY CLIENT SERVICE ON MATTERS VITAL TO OUR CLIENTS’ SUCCESS.**

ANCHORAGE | AUSTIN | BEIJING | BELLEVUE | BOISE | CHICAGO | DALLAS | DENVER | LOS ANGELES | MADISON | NEW YORK  
PALO ALTO | PHOENIX | PORTLAND | SAN DIEGO | SAN FRANCISCO | SEATTLE | SHANGHAI | TAIPEI | WASHINGTON, D.C.