#### A Leading Tech Firm in Texas



INNOVATIVE CLIENTS REQUIRE INNOVATIVE LAWYERS. Long regarded as a trusted advisor to tech startups, disruptors, and industry leaders in Texas and beyond, Perkins Coie is a destination for lawyers who want to deliver highly-valued legal solutions as part of a strong tech-based practice.

STABLE, WELL-MANAGED PLATFORM FOR LATERALS. Perkins Coie's commitment to best practices extends to firm finances, exemplified by our significant reserves, our policy against long-term debt, and a partner compensation system based on merit and meaningful contributions to the firm and our clients.



JILL LOUIS
OFFICE MANAGING PARTNER

"Perkins Coie's stellar reputation as a technology sector powerhouse and the firm's strategic commitment to diversity were key factors in my decision to join the firm. It is a phenomenal place to grow my practice."



# Our Texas Strategy

**INVESTED IN TEXAS.** The 50+ lawyers who comprise our Dallas and Austin offices have made Perkins Coie a premier full-service technology and privacy firm in Texas. We work collaboratively with companies across the Lone Star State.



### Industry-Leading Clients

STRATEGIC ADVICE FOR INNOVATIVE COMPANIES. Perkins Coie's vision is to be the most trusted advisor to the world's most innovative companies and industry leaders. Our clients are inventing the future and demand a crossdisciplinary approach to our practice areas in Technology Transactions & Privacy, Electronic Financial Services, Privacy & Security, M&A, Private Equity, Emerging Companies & Venture Capital, Labor & Employment, and Bankruptcy & Restructuring.











### Client Advantage

A HOLISTIC APPROACH TO CLIENT SERVICE. We deeply engage with clients to help achieve 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.



**ANN MARIE PAINTER PARTNER** 

Firmwide Chair, Labor & Employment Practice

"Perkins Coie takes a thoughtful approach to culture-building. High performers are given the runway and tools to succeed no matter their location, background, or gender."



**DEAN W. HARVEY PARTNER** Member, Firmwide Management and **Executive Committees** 

"Perkins Coie is unique in that high-performing laterals can quickly take on trusted advisor roles with our institutional clients, while our global platform helps laterals deepen relationships with their existing clients."

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



OF 2023 PARTNER PROMOTIONS ARE WOMEN\*

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OF OUR LAWYERS ARE LAWYERS OF COLOR\*

#### Award-Winning Culture

**COLLABORATIVE, SOLUTION-FOCUSED SERVICE.** Our lawyers and business professionals share an uncompromising commitment to client service that has led to our nationally ranked IP and tech practices.

In 2020, we were named ACC Value Champions in recognition of our innovative service delivery model for 7-Eleven, powered by our award-winning tech practice and legal process management. *Chambers, D Magazine,* and *Texas Monthly* have all recognized our Dallas lawyers as leaders in their fields.

Our Dallas office has been named among the top 100 places to work for by *Dallas Morning News* and was ranked as a Best Place to Work by the *Dallas Business Journal*.

# 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 Dallas managing partner, the respective practice group chair, and the Lateral Committee are brought on board.

# Uncompromising Quality

**THE UNCOMPROMISING QUALITY OF AN AM LAW GLOBAL 50 FIRM.** Our firm is ranked by *Chambers Global* in Privacy & Data Security, the Technology Sector (International & Cross-Border), and Intellectual Property: Patent. Of our Dallas partners, 40% are individually ranked by *Chambers*. Regionally, our office is ranked Tier 1 in Information Technology Law, Employment Law, and Bankruptcy and Creditor/Debtor Law by *U.S. News - Best Lawyers*®.



JOHN R. HARDIN PARTNER

"The lateral partner integration team did a great job of connecting me with key partners across the firm. It's been a tremendous help to integrating my clients."



JESÚS J. CASTILLÓN PARTNER

"I joined Perkins Coie to work with some of the top technology lawyers in the U.S. This move has allowed me to leverage the firm's market knowledge, experience, and platform to deliver exceptional counsel to my clients."

**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®.



0F 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 Dallas. 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 staffing decisions.

 2022
 2022
 2022

 GROSS REVENUE
 REVENUE PER LAWYER
 PROFIT PER EQUITY PARTNER

 \$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.

