

Where Bay Area Companies Become Global Disruptors



WHY EMERGING COMPANIES—AND THEIR LAWYERS—CHOOSE PERKINS COIE

Perkins Coie is synonymous with innovation—from our clients and culture to our lateral integration approach. This spirit pervades everything we do in our San Francisco and Palo Alto offices. Since 1998, our lawyers in the Bay Area have built their careers by advising many of the innovative companies and industry leaders that are defining the future. We invite you to learn what our clients already know: Perkins Coie is a different kind of law firm.



LAURA ZAGAR
OFFICE MANAGING PARTNER
San Francisco

"Perkins Coie is the best place to practice as a woman in big law. We hold key leadership roles, are compensated equitably, and are given ample resources to grow our practices. Most importantly, our voices are heard."



LOCATED AT THE HEART OF THE WORLD'S INNOVATION AND TECHNOLOGY CENTERS,

Perkins Coie's Bay Area offices offer an ideal platform for career growth. Our offices' diversity and collegiality foster an environment where our professionals can perform at the highest level, bringing their whole selves to work and establishing meaningful and supportive connections. Our many workplace awards reflect the exceptional care that goes into building the Perkins Coie team.

Industry-Leading Clients

STRATEGIC COUNSEL FOR GROWING COMPANIES. Perkins Coie advises some of the world's most sophisticated consumers of legal services. Our clients are inventing the future, so they demand innovative counsel who deliver at the highest levels in Emerging Companies & Venture Capital, Real Estate, Intellectual Property, Litigation, and other critical areas of law.



Client Advantage

A HOLISTIC APPROACH TO CLIENT SERVICE. We engage deeply with clients to help achieve their goals—a process that starts by listening 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.



JIM SNELL
OFFICE MANAGING PARTNER
Palo Alto

"Our firm's emphasis on collaboration, and our locations here in the Bay Area—at the heart of innovation—make Perkins Coie an ideal place to grow my practice."



SUNITA BALI
PARTNER
San Francisco

"Perkins Coie has provided a great platform to establish and grow my practice. Not only do we work with exceptional clients at the very forefront of their industries, but we do so in an environment that fosters teamwork and collegiality."

STRENGTH IN DIVERSITY AND INCLUSION. Diversity and inclusion are core values at Perkins Coie, both nationally and in our Bay Area offices. 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.



50%

OF 2023 PARTNER PROMOTIONS ARE WOMEN

23%

OF 2023 PARTNER PROMOTIONS ARE LAWYERS OF COLOR

51%

OF OUR LAWYERS ARE WOMEN*

37%

OF OUR LAWYERS ARE LAWYERS OF COLOR*

NATIONAL STATISTICS

BAY AREA OFFICES STATISTICS

*as of May 2023

Award-Winning Culture

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

Our collegial culture continues to land us on regional lists, including in the Bay Area, where we were named among the 2023 Best Places to Work in both the *San Francisco Business Times* and *Silicon Valley Business Journal*. We were also recognized as one of the Best Workplaces in the Bay Area by Great Place to Work® and *Fortune*.

Individualized Lateral Integration

PRIORITIZING LATERALS IS WHAT WE DO. Our lateral partners benefit from our industry-leading approach in which a team is dedicated to integrating partners into our business and our client relationships. Deep and thoughtful consideration goes into each lateral hire, factoring in the individual's economic, cultural, and strategic fit; only those with enthusiastic support from the San Francisco and Palo Alto managing partners, the respective practice group chair, and the Lateral Committee are brought on board.

Uncompromising Quality

AM LAW GLOBAL 50 FIRM, BOUTIQUE CLIENT SERVICE. Our beacon practices with world-class reputations allow us to attract the highest-value work for the hardest-working companies. Our entrepreneurial spirit, dedication to core values, and commitment to working as a team fuel our exceptional service and earn our clients' trust.



SARAH E. PIEPMEIER
PARTNER
San Francisco

"Because Perkins Coie has tech in its DNA and so highly values IP, it is the perfect platform for my practice. I have been impressed by the collaborative nature of the partnership and the firm's demonstrated commitment to diversity and inclusion, which I see in its promotion and leadership decisions."



WENDY WANG
PARTNER
Palo Alto

"My clients benefit from the range of services we can offer them at Perkins Coie, including in our China offices. Our one-firm approach has provided me with new and varied work and the opportunity to collaborate with colleagues across offices."

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 FIVE YEARS

58%

OF PERSONNEL HAVE BEEN
WITH THE FIRM FOR MORE
THAN FIVE 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, both globally and here in the Bay Area. The leaders of our 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.

Our commitment to best practices extends to firm finances, as exemplified by our significant reserves and zero long-term debt. Our partner compensation is based on merit and meaningful contributions to the firm and our clients.

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.