2016 Pharmaceutical Industry Attorney Rate Report

Description: The 2016 Pharma Legal Fee Profiles detail the outside counsel hiring practices and rates paid by the world's largest pharmaceutical companies from 2010 - 2015 + 2016 forecast. Pharmaceuticals is a complex industrial sector that demands highly specialized attorneys practicing in multiple areas of law and in all major global markets.

The report has five sections:

1) Rates paid by Pharmaceutical Company
2) Rates by Individual Law Firms
3) Rates by Revenue Group (AM LAW, Magic Circle and Others)
4) Rates by City and Country and
5) Relative Rate Rankings by Individual Law Firm (Highest to Lowest).

Research and compilation methodology

The research team identifies hourly rates that are publicly disclosed. About 2,000 hourly rates per week of attorneys and support staff at 900 law firms globally are added to the database. Further research is required to "connect the dots" by adding detailed attorney profile information and linking the legal work performed to specific clients and client Industries. Through this process we are able to provide actionable data to users - law firms and corporate counsel - of the Valeo Attorney Hourly Rates and AFA Database and our Analytical Reports, including this one, to make important monetary decisions in terms of legal services offered and purchased. In terms of the report, not all timekeepers will appear in every year so sometimes average rates may vary; in this case the trend line and averages over the 2010 – 2016 period are the best indicators. In the event that there are no rates for a given field (Year or Position), rates are either estimated using available data points or left blank. Senior Partners are considered to be ones with 25+ years of experiencing (Law School Graduation Year of 1989 or sooner), Partners with 24 years or less experience and Senior Associates with 5 years or more experience. Of course, those experience levels may vary by firm but seem to work for both large law firms and middle-market ones.

In determining the hourly rates for Islamic Finance, the following were identified:
1) the individual attorneys in this practice area
2) their rates for all matters in the public domain in order to provide as many data points as possible and then
3) compared this to the overall rates at the firm so one could determine the overall rate value of Islamic Finance in relation to the firms' overall pricing structure.

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Executive Summary

Section 1: Rates Paid by Pharmaceutical Company
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- Bionol Clearfield
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- Ceragenix Pharmaceuticals
- Commonwealth Biotechnologies
- DeliverMed Holdings
- Dendreon Corporation
- DxTech
- Egenix
- Fisher BioServices (f/k/a McKesson BioServices Corporation)
- Graceway Pharmaceuticals
- Helios Biosciences
- Helicos Biosciences Corporation
- Immunology Partners (fka Cylex)
- Inspiration Biopharmaceuticals
- K-V Discovery Solutions
- McKesson Corporation
- Molecular Insight Pharmaceuticals
- Natrol
- Novozymes BioAg
- Oscent Pharmaceuticals
- Pfizer
- Phage Pharmaceuticals
- Pharmacia Corporation
- Prescription Shoppes
- ProConn
- Savient Pharmaceuticals
- SIGA Technologies
- Tripharma
- UCB
- Westcliff Medical Laboratories & BioLabs
- Window Rock Enterprises

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- Baird Holm LLP
- Bingham McCutchen LLP
- Cole, Schotz, Meisel, Forman & Leonard, P.A.
- Cooley LLP
- Dentons
- Dinsmore & Shohl LLP
- DLA Piper
- Duane Morris LLP
- Fisher & Phillips LLP
- Foley & Lardner LLP
- Fox Rothschild LLP
- Gibbons PC
- Gibson, Dunn & Crutcher LLP
- Greensfelder, Hemker & Gale, PC
- Hogan Lovells LLP
- K&L Gates LLP
- Kaye Scholer LLP
- Kirkland & Ellis LLP
- Knobbe Martens
- Latham & Watkins LLP
- Law Offices of John R. Walton
- LeClairRyan
- Lindquist & Vennum, P.L.L.P.
- Locke Lord Edwards
- Lowenstein Sandler PC
- McDermott Will & Emery LLP
- McGrath North Mullin & Kratz, PC LLO
- Morgan, Lewis & Bockius LLP
- Murphy & King P.C.
- Murtha Cullina LLP
- Nixon & Vanderhye P.C.
- Nixon Peabody LLP
- Norton Rose Fullbright LLP
- Paul, Weiss, Rifkind, Wharton & Garrison LLP
- Pillsbury Winthrop Shaw Pittman LLP
- Polsinelli Shughart PC
- Proskauer Rose LLP
- Ropes & Gray LLP
- Saliwanchik, Lloyd & Eisenschenk
- Skadden, Arps, Slate, Meagher & Flom LLP
### Section 3: Rates by Practice Area

- Administrative
- Advisory
- Alternative Dispute Resolution
- Antitrust
- Aviation
- Bankruptcy, Restructuring, Reorgan
- Benefits and Compensation
- Biosciences, Pharma, Drug Delivery
- Capital Markets
- Class Action
- Climate Change / Renewable Energy
- Commercial Litigation
- Communications
- Compensation
- Construction
- Contracts
- Copyright
- Corporate Governance
- Corporate Transactions and Securities
- Creditor’s Rights
- Energy
- Environmental
- Equities
- ERISA
- Finance
- Food & Drug
- Government Affairs
- Government Contracts
- Health Care
- Immigration, Naturalization, Residency
- Insurance
- Intellectual Property
- International Arbitration and Litigation
- International Trade and International Law
- Investigations
- Investment Funds (incl. Hedge Funds) Litigation
- Labor and Employment
- Life Sciences
- Media and Entertainment
- Medical Malpractice
- Mergers & Acquisitions
- Patent
- Pharmaceuticals & Chemicals
- Privacy & Data Security
- Product Liability
- Professional Liability
- Real Estate
- Regulatory and Government Affairs
- Securities
- Supreme Court & Appellate
- Tax
- Tax Exempt
- Technology including Emerging Technology
- Telecom
- Torts
- Trademark
- Trade Secret
- Transportation
- White Collar Criminal Defense

Section 4: Rates by City and Country

Canada
- Toronto
United Arab Emirates
- Abu Dhabi
United Kingdom
- London
United States
- Atlanta
- Austin
- Belleville
- Boston
- Cambridge
- Century City
- Chicago
- Cincinnati
- Colorado
- Columbus
- Dallas
- Dayton
- Delaware
- Denver
- Gainesville
- Hackensack
- Hartford
- Houston
- Irvine
- Kansas City
- Los Angeles
- Madison
- McLean
- Miami
- New York
- Newark
- Omaha
- Palo Alto
- Pasadena
- Pennsylvania
- Phoenix
- Philadelphia
- Pittsburgh
- Reston
- Richmond
- Roseland
- San Diego
- San Francisco
- Seattle
- Short Hills
- South Bend
- St. Louis
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- Washington, DC
- West Palm Beach
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AMLAW 50
AMLAW 100
AMLAW 101-200
Non-AMLAW

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AMLAW 10
AMLAW 50
AMLAW 100
AMLAW 101-200
Non-AMLAW

Section 8: Rates & Projections by Practice Area for Top 200
Anti-Trust
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Bankruptcy
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Class Action
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Corporate
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Energy
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Environmental
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Finance
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Healthcare
- AMLAW 10
- AMLAW 50
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- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Austin
- AMLAW 100
- AMLAW 101-200
Baltimore
- AMLAW 100
Boston
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Chicago
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Cincinnati
- AMLAW 101-200
- Non-AMLaw
Cleveland
- AMLAW 10
- AMLAW 50
- AMLAW 100
- Non-AMLaw
Columbus
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Dallas
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Denver
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Detroit
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Houston
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
Indianapolis
- AMLAW 100
- AMLAW 101-200
- Non-AMLaw
London
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Los Angeles (Greater)
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

New York
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Philadelphia
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Phoenix
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Pittsburgh
- AMLAW 101-200
- Non-AMLAW

Portland
- AMLAW 100
- Non-AMLAW

Richmond
- AMLAW 100
- Roseland
- AMLAW 101-200

San Diego
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

San Francisco & Silicon Valley
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Seattle
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Washington, D.C.
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW

Wilmington
- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
Section 10: Individual Firms Rates & Projections
#1 DLA Piper
#2 Baker & McKenzie LLP
#3 Latham & Watkins LLP
#4 Skadden, Arps, Slate, Meagher & Flom LLP
#5 Kirkland & Ellis LLP
#6 Norton Rose Fulbright LLP
#7 Hogan Lovells LLP
#8 Jones Day
#9 Sidley Austin LLP
#10 White & Case LLP
#11 Gibson, Dunn & Crutcher LLP
#12 Morgan, Lewis & Bockius LLP
#13 Sullivan & Cromwell LLP
#14 Dentons
#15 Greenberg Traurig LLP
#16 Cleary Gottlieb Steen & Hamilton
#17 K&L Gates LLP
#18 Mayer Brown LLP
#19 Weil, Gotshal & Manges LLP
#20 Simpson Thacher & Bartlett LLP
#21 Reed Smith LLP
#22 WilmerHale
#23 Morrison & Foerster LLP
#24 Ropes & Gray LLP
#25 Davis Polk & Wardwell LLP
#26 Quinn Emanuel Urquhart & Sulliv
#27 Paul Hastings LLP
#28 Paul, Weiss, Rifkind, Wharton & Garrison
#29 McDermott Will & Emery LLP
#30 Orrick, Herrington & Sutcliffe LLP
#31 King & Spalding
#32 Akin Gump Strauss Hauer & Feld
#33 Shearman & Sterling LLP
#34 Dechert LLP
#35 Squire Sanders
#36 Proskauer Rose LLP
#37 Bingham McCutchen LLP
#38 Goodwin Procter LLP
#39 Winston & Strawn LLP
#40 O’Melveny & Myers LLP
#41 Milbank, Tweed, Hadley & McCloy LLP
#42 Debevoise & Plimpton LLP
#43 Arnold & Porter LLP
#44 Alston & Bird LLP
#45 Cooley LLP
#46 Covington & Burling LLP
#47 Foley & Lardner LLP
#48 Bryan Cave LLP
#49 Perkins Coie LLP
#50 Vinson & Elkins LLP
#51 Holland & Knight LLP
#53 McGuireWoods LLP
#54 Wachtell, Lipton, Rosen & Katz
#55 Baker Botts LLP
#57 Willkie Farr & Gallagher LLP
#58 Hunton & Williams LLP
#59 Pillsbury Winthrop Shaw Pittman LLP
#60 Baker & Hostetler LLP
#61 Seyfarth Shaw LLP
#62 Katten Muchin Rosenman LLP
RESEARCH AND MARKETS

#131 Gordon & Rees LLP
#132 Holland & Hart LLP
#133 Lowenstein Sandler PC
#134 McCarter & English LLP
#136 Sedgwick LLP
#137 Stoel Rives LLP
#138 Dickstein Shapiro LLP
#139 Kelley Drye & Warren LLP
#140 Hinshaw & Culbertson LLP
#141 Thompson & Knight LLP
#142 Jackson Walker LLP
#143 Thompson Hine LLP
#144 Kutak Rock, LLP
#145 Frost Brown Todd LLC
#146 Honigman Miller Schwartz and Cohn LLP
#147 Dinsmore & Shohl LLP
#148 Winstead PC
#149 Patterson Belknap Webb & Tyler LLP
#151 Curtis, Mallet-Prevost, Colt & Mosle LLP
#152 Dykema Gossett PLLC
#154 Thompson Coburn LLP
#158 Brown Rudnick LLP
#160 Moore & Van Allen PLLC
#161 Foley Hoag LLP
#162 Ice Miller LLP
#163 Adams and Reese LLP
#164 Dickinson Wright LLP
#158 Allen Matkins Leck Gamble Mallory & Natsis LLP
#168 Brownstein Hyatt Farber Schreck LLP
#169 Lathrop & Gage LLP
#170 Gardere Wynne Sewell LLP
#171 Fisher & Phillips LLP
#172 Saul Ewing LLP
#173 GrayRobinson PA
#175 Burr & Forman LLP
#176 Goulston & Storrs PC
#177 Clark Hill PLC
#178 Epstein Becker Green PC
#179 Shumaker, Loop & Kendrick, LLP
#181 McElroy, Deutsch, Mulvany & Carpenter, LLP
#182 Miller Canfield Paddock & Stone PLC
#183 Lewis and Roca LLP
#184 Porter Wright Morris & Arthur LLP
#187 Armstrong Teasdale LLP
#191 Robinson & Cole LLP
#192 Stevens & Lee
#194 Morris, Manning & Martin, LLP
#195 Herrick, Feinstein LLP
#196 Jeffer Mangels Butler & Mitchell LLP
#197 Strasburger & Price, LLP
#198 BuckleySandler LLP
#199 Fennemore Craig, P.C.
#200 Lane Powell PC
Anderson Kill & Olick PC
Archer & Greiner PC
Arnall Golden Gregory LLP
Ashurst LLP
Atkinson, Andelson, Loya, Ruud & Romo
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Bond, Schoeneck & King, PLLC
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Buchalter Nemer
Butzel Long PC
Calfee, Halter & Griswold LLP
Caplin & Drysdale
Cole, Schotz, Meisel, Forman & Leonard, P.A.
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Dilworth Paxson LLP
Dow Lohnes PLLC
Downey Brand LLP
Eversheds LLP
Fredrikson & Byron, P.A.
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