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 (AMLAW, 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.

Contents: Executive Summary

Section 1: Rates Paid by Pharmaceutical Company
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- McKesson Corporation
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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
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- Class Action
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- Communications
- Compensation
- Construction
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- Corporate Transactions and Securities
- Creditor's Rights
- Energy
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- Equities
- ERISA
- Finance
- Food & Drug
- Government Affairs
- Government Contracts
- Health Care
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- Intellectual Property
- International Arbitration and Litigation
- International Trade and International Law
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- Investment Funds (incl. Hedge Funds) Litigation
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United Arab Emirates
- Abu Dhabi

United Kingdom
- London

United States
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- Austin
- Belleville
- Boston
- Cambridge
- Century City
- Chicago
- Cincinnati
- Colorado
- Columbus
- Dallas
- Dayton
- Delaware
- Denver
- Gainesville
- Hackensack
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- Houston
- Irvine
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- Los Angeles
- Madison
- McLean
- Miami
- New York
- Newark
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- Palo Alto
- Pasadena
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AMLAW 10
AMLAW 50
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AMLAW 101-200
Non-AMLAW

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- 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
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Finance
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- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Healthcare
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- AMLAW 50
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Atlanta

- AMLAW 10
- AMLAW 50
- AMLAW 100
- AMLAW 101-200
- Non-AMLAW
Los Angeles (Greater)
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- 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 100
Portland
AMLAW 101-200
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 & Hami
#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 & G
#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
Buchalter Nemer
Butzel Long PC
Calfee, Halter & Griswold LLP
Caplin & Drysdale
Cole, Schotz, Meisel, Forman & Leonard, P.A.
Cox Smith Matthews Incorporated
Dilworth Paxson LLP
Dow Lohnes PLLC
Downey Brand LLP
Eversheds LLP
Fredrikson & Byron, P.A.
Godfrey & Kahn, S.C.
Linklaters
McDonald Hopkins LLC
Montgomery McCracken Walker & Rhoads LLP
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Otterbourg, Steindler, Houston & Rosen, P.C.
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