
Sandpiper Partners LLC

11th Annual **D.C. LEGAL MARKET CONFERENCE 2020**

September 22, 2020; 9:00 a.m. to 12:10 p.m.
“Virtual” Zoom Format

Program

Co- Moderators:

Elliott I. Portnoy, Global Chief Executive Officer, Dentons US LLP, Washington, DC (**Chair**)

Anthony T. Pierce, Partner in Charge, Washington Office, Akin Gump Strauss Hauer & Feld LLP, Washington, DC

9:00 a.m. – **Welcome and Opening Remarks**
9:10 a.m.

Drew Douglas – Regional Head of Global Liquidity & Cash Management, North America, HSBC Bank USA, New York

9:10 a.m. –
10:00 a.m.

1. **State of the Market in Turbulent Times: What are the Biggest Challenges Now?**

Michael G. Egge, Partner, Latham & Watkins LLP, Washington, DC

A. Successfully integrating remote work with return to office and repurposing office space

William G. Malley, Firmwide Managing Partner, Perkins Coie LLP, Washington, DC

1. Dealing with lawyer and staff concerns over health, safety and well-being
2. Risk management; Maintaining the firms’ culture in the distributed marketplace
3. Restructuring: What will your firm premises look like when you “return to the office”
4. Rethinking pricing arrangements as clients ask for fee reductions, discounts, bundling of work and alternative fee arrangements
5. Accumulating cash – lines of credit (current and future) partner capital payment terms
6. The presidential election potential effects on regulatory practice, people and firm growth
7. Succession planning
8. Growth strategies post pandemic – What are the hot areas now? Additional client business opportunities employment; restructuring; bankruptcy; contracts force majeure; private equity, COVID-19 related litigation, cybersecurity, healthcare
9. Accelerating innovation

Gwendolyn Prothro Renigar, Vice Chair & General Counsel, Steptoe & Johnson LLP, Washington, DC

F. Joseph Warin, Partner, Gibson, Dunn & Crutcher, Washington, DC

Elliott I. Portnoy, Global Chief Executive Officer, Dentons US LLP, Washington, DC (**Chair & Co-Moderator**)

B. Best business development opportunities now

C. Providing superior client services

D. Dealing with a potential business downturn and additional rounds of COVID-19 outbreaks

- 10:00 a.m. – 10:35 a.m. 2. **The Client’s Perspective**
- A. Corporate counsel address how firms can be most helpful
 - B. What are client priorities now?
 - C. Collaboration and efficiency
 - D. Productivity and alternative fee arrangements
- 10:35 a.m. – 11:05 a.m. 3. **Talent**
- A. New approaches: supporting partners and associates dealing with COVID-19 and other problems
 - B. Shifting lawyer resources, furloughs, layoffs, and pay cuts for attorneys, staff, others
 - C. COVID-19 impact on hiring including laterals
 - D. Working differently –workforce of the future
 - 1. Training and development
 - 2. Executive comp in pandemic. Most productive partners
- 11:05 a.m. – 11:25 a.m. 4. **Diversity, Inclusion and Equity**
- A. Changing the firms’ culture from diverse background and minorities
 - B. Addressing issues to change the way firms deal with racial equity
 - C. Role of leadership
 - D. Incentives to retention
- 11:25 a.m. – 12:10 p.m. 5. **Business Considerations**
- A. Occupancy and workspace issues new and beyond
 - B. Cost-cutting measures
 - C. Efficiency and productivity
 - D. Financial needs and planning
 - E. Data analytics—new applications, alternative fee deals, compensation models
 - F. Outsourcing
 - G. New business ventures, NewLaw

Meredith Fuchs, General Counsel, Plaid, Washington, D.C.
Karen M. Hardwick, Senior Vice President & General Counsel, WGL Holdings, Inc. and Washington Gas, Washington, DC
James D. Villa, General Counsel and Corporate Secretary, Hensoldt, Inc., Vienna, VA
Elliott I. Portnoy (Chair & Co-Moderator)

Michael A. Ellenhorn, Founder & CEO, Decipher, St. Louis, MO
Michele C. Farquhar, D.C. Office Managing Partner, Hogan Lovells US LLP, Washington, DC
Stephen Nelson, Executive Principal, The McCormick Group, Arlington, VA
Anthony T. Pierce, Washington Office, Akin Gump Strauss Hauer & Feld LLP, Washington, DC
Susan Schonfeld, Chief Strategy & Growth Officer, Ice Miller LLP, Washington, DC
Elliott I. Portnoy (Chair & Co-Moderator)

Sylvia F. James, Director of Diversity and Inclusion, Winston & Strawn LLP, Washington, DC
Ralph Jardine, Senior Vice President and Chief Culture Officer, HSBC Bank USA, New York
Karen M. Hardwick
Tamika Tremaglio, Greater Washington Managing Principal, Deloitte, McLean, VA
Elliott I. Portnoy (Chair & Co-Moderator)
Anthony T. Pierce (Co-Moderator)

Michael A. Curto, Managing Partner, D.C. Office, Squire Patton Boggs, Washington, DC
Lou Christopher, Vice Chairman, CBRE, Washington, DC
Benjamin Y. Lieber, Managing Partner, Potomac Law Group PLLC, Washington, DC
Robert Stote, Director of Client Services, North America, BigHand, New Brunswick, Canada
Elliott I. Portnoy (Chair & Co-Moderator)

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