

## SULLIVAN & WORCESTER HAS ONE GOAL: TO HELP BUSINESSES THRIVE IN AN EVER-CHANGING MARKETPLACE.

### How we get there

Sullivan & Worcester's lawyers are hands-on, business savvy and straightforward, with an intense commitment to our clients' interests. Our practice is characterized by an emphasis on corporate, tax and securities law, with particular strength in financial and commercial transactions. We also focus on complex litigation. Our clients benefit from:

### The resources and experience to take on and win the big ones.

- Offices in Boston, New York, and Washington, D.C.
- More than 200 attorneys
- A full range of commercial legal services
- Experience with domestic and international clients ranging from emerging businesses to Fortune 500 companies and leading financial institutions

**Customized solutions that work for your business.** We dig deep to understand our clients and their industries in order to deliver solutions that, not only work on paper, but also make good business sense. Our lawyers work together in small teams, emphasizing close partner-client contact and collaboration.

### Big firm talent, small firm collegiality.

Many leading lawyers from larger firms have moved to Sullivan & Worcester for our entrepreneurial, creative style of practice. Our individual lawyers and practice groups have national reputations, including our REIT and mutual fund practices that regularly earn top rankings from *The American Lawyer*. We steer clear of territorial skirmishes and pool the firm's resources to ensure you get the right team for your job.

**International Resources.** Sullivan & Worcester has built its international capability carefully by collaborating with the best foreign firms as well as instituting cutting-edge international joint ventures and nurturing a

network of closely monitored international referral relationships. We focus on finding the arrangement that works best for our clients and partners within the economic and cultural context of the country.

We have developed strong collaborative relationships and high-level experience in:

- United Kingdom
- Ireland
- India
- Canada
- China
- Italy

### ZAG/S&W LLP

ZAG/S&W LLP, our joint venture with one of Israel's top law firms, advises Israeli companies and U.S. companies with Israeli interests in securities and other corporate transactions as well as litigation matters.

### The proof

Many of our client relationships span more than 20 years and multiple generations.

Our recent experience includes the representation of:

- A large REIT in its \$1.9 billion acquisition and subsequent spin-off of a large travel services company
- Iron Mountain Incorporated, a global information protection and storage services provider, in a number of recent acquisitions, including its \$200 million acquisition of ArchivesOne, Inc. and its \$158 million acquisition of Stratify, Inc.
- An Israeli NASDAQ-listed software solutions company in two simultaneous asset and stock acquisitions worth \$78 million, significantly expanding the company's service offering and access to new markets



- The independent directors of many well-known mutual funds on compliance and regulatory issues
- A Canadian-based, leading group of engineering and construction companies in several litigation and tax matters
- An investment bank in a securities class action in connection with the IPO of a subprime lender
- A wireless tower site developer and operator in restructuring a portion of its cell tower portfolio, which involved compliance with state and local real estate transfer and sales taxes in 47 states, the District of Columbia, and numerous localities, as applied to the transfer of over 7500 separate parcels of real estate and associated personalty.

## REPRESENTATIVE CLIENTS

American Tower Corporation  
 Anglo Irish Bank Corporation, plc.  
 Bank of America  
 Bank of Scotland  
 Deutsche Bank AG, New York  
 The Evergreen Funds  
 Ernst & Young U.S. LLP  
 Fidelity Management & Research Company  
 HRPT Properties Trust  
 Iron Mountain Incorporated  
 J. W. Childs Equity Partners, L.P.  
 Level 3 Communications, Inc.  
 LoJack Corporation  
 The New York City Police Foundation, Inc.  
 Pfizer Inc.  
 Raytheon Company  
 The Robert Wood Johnson Foundation  
 Staples, Inc.  
 Wellington Management Company, LLP

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*To learn more, please visit our Web site at [www.sandw.com](http://www.sandw.com) or contact one of the offices listed above.*