

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 175 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.

ZAG/S&W, 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.

We have developed strong collaborative relationships and high-level experience in the United Kingdom, Ireland, India, Canada, China and Italy.

The proof

Many of our client relationships span more than 20 years and multiple generations. Our lawyers' 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
- A developer of photovoltaic films in a \$45 million preferred stock financing of a commercial partnership arrangement with subsidiaries of a major French oil and gas company



- 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 7,500 separate parcels of real estate and associated personalty
- An executive, who won a \$10.5 million jury verdict on a “napkin” acquisition contract claim against a large publicly traded telecommunications company, in the United States District Court for the District of New Jersey, with our lawyers serving as lead trial counsel

SERVICE AREAS

Art & Museum
 Bankruptcy & Restructuring
 Climate-Related Business & Technology
 Corporate
 Credit Crisis Task Force
 Employment & Benefits
 Energy, Infrastructure & Project Finance
 Environment & Natural Resources
 Financings
 Government Contracts & Grants
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 Intellectual Property
 International
 Investment Management
 Life Sciences
 Litigation
 Media, Entertainment & Publishing
 Mergers & Acquisitions
 Private Equity
 Real Estate
 REITs
 Securities & Corporate Governance
 Securitization
 Tax
 Technology
 Trusts & Estates
 Venture Capital & Emerging Companies

REPRESENTATIVE CLIENTS

American Tower Corporation
 Bank of America
 Commonwealth REIT
 Deutsche Bank AG, New York
 Ernst & Young U.S. LLP
 Fidelity Management & Research Company
 The Governor and Company of the Bank of Ireland PLC
 HSBC Bank USA, N.A.
 IBRC (formerly known as Anglo Irish Bank Corporation)
 Iron Mountain Incorporated
 John Hancock Financial Services
 J.W. Childs Associates, L.P.
 Konarka Technologies, Inc.
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