

The Sullivan & Worcester Edge

The New Deal for Alert Clients Interested in:

- **Efficiency**
- **Quality**
- **Expedition**
- **Cost Control**
- **Shorter Documents**
- **Smoother, Quieter and Sounder Closings**

THE SIZE ADVANTAGE

Small(er) is beautiful, because Sullivan & Worcester lawyers can work more efficiently than our large-firm counterparts. Our lawyers:

- Staff your deals on site or within the same time zone
- Work on lean teams, emphasizing efficiency
- Generally have fewer conflicts
- Have a collegial approach, driven by ease of internal communication. . . . We all know each other, and all the necessary resources are right down the hall
- Provide international reach through alliances and dual admissions (Israel, Ireland, India, China, France, Italy, United Kingdom, Brazil, etc.) without paying local rent, taxes or administrative salaries

BILLING, INVOICING AND STAFFING OPTIONS

We offer a win/win for client and lawyer because we customize the economics of the legal engagement so it fits the assignment.

SAVE TIME AND MONEY

We save both time and money by sharing key data on the market vis-à-vis valuation, deal term selection, and deal term impact on client ROI, including:

- Contract provisions indexed against the current "market standard"
- Model closing documents (annotated extensively) for review by the client before the first billable hour is recorded

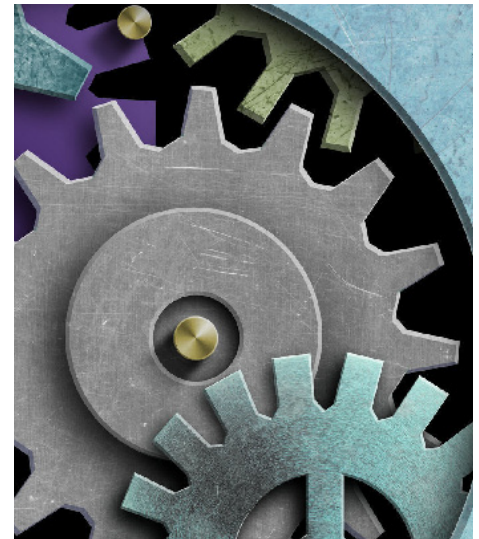
- Because the client (buy and/or sell side) needs to have as much data about market valuation prior to commencement of the negotiations, we offer disciplined presentation of critical economic data necessary for informed valuation decisions, including officially derived, comparable transaction indices, keyed to transactions from respected survey sources
- Critical information for negotiation strategies, including the ROI impact of specific deal terms and algorithms explaining the impact of each proposed term in the term sheet on the ROI of the participants
- Questionnaires, which cut down unnecessary preliminaries between client and lawyer; spreadsheets that set out the agreed economics of the parties, with concrete numerical examples; and, as in the operating room, checklists, which reduce errors and ambiguities
- Compact-form solutions. We reduce the word count of model forms by 25 to 50 percent

THE LITIGATION EDGE

Like our peers, S&W has a full complement of Assistant U.S. Attorneys, and a long resume of big wins. Our special **edge** includes SOP (in military terms, senior officer present) in all assignments.

PREVIEW OF COMING ATTRACTIONS

Sullivan & Worcester continues to produce a growing menu of products. We are intellectually restless, experienced lawyers researching and writing up the next chapters in corporate finance and information on where we think the business is going, including forecasts of new structures,



new rules, new model documents, and new financial engineering, all conforming to the oncoming marketplace realities.

S&W was the **only** **midsize** firm ranked **nationally** in **Tier 1** in both Corporate and Tax, in the inaugural edition of the U.S. News – Best Lawyers "Best Law Firms."



We also ranked nationally in:

- Bankruptcy and Creditor Debtor Rights

We ranked in Boston, New York and/or Washington, D.C. in:

- Mutual Funds Law
- Securities / Capital Markets Law
- Banking and Finance Law
- Trusts & Estates Law
- Non-Profit / Charities Law
- Environmental Law

For more information, please contact:

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Please visit www.sandw.com or www.joebartlettvc.com for further reading and helpful links.

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