

2020

Law Firm Mergers & Acquisitions

a special report from
Altman Weil MergerLine

Altman Weil, Inc.
MERGER*line*TM.....

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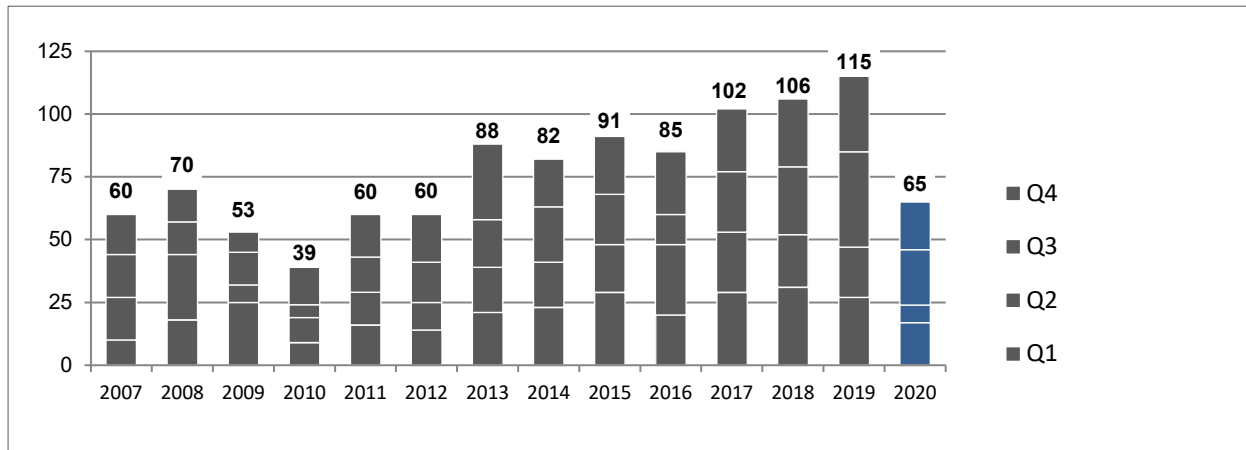
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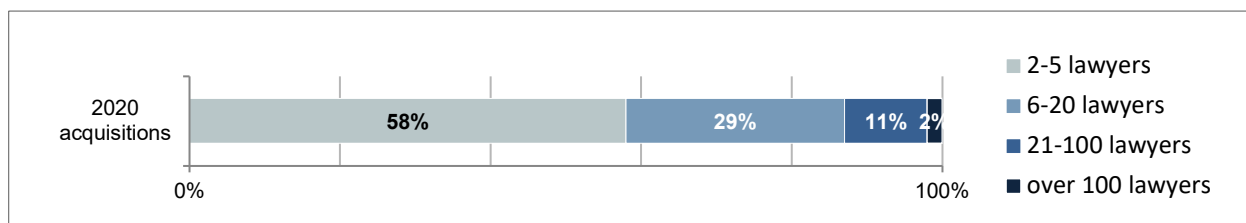
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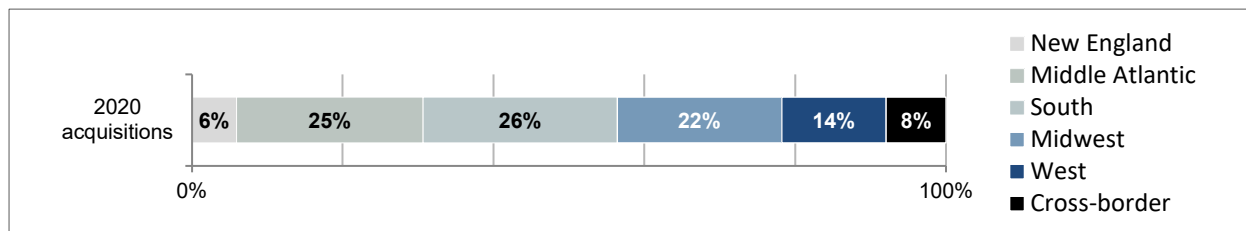
KEY STATS	
# law firms acquired:	65
Average acquired firm size:	18 lawyers
% cross-border acquisitions:	8%
Average acquirer size:	864 lawyers
% AmLaw acquirers:	28%
Top region targeted:	South



TOTALS

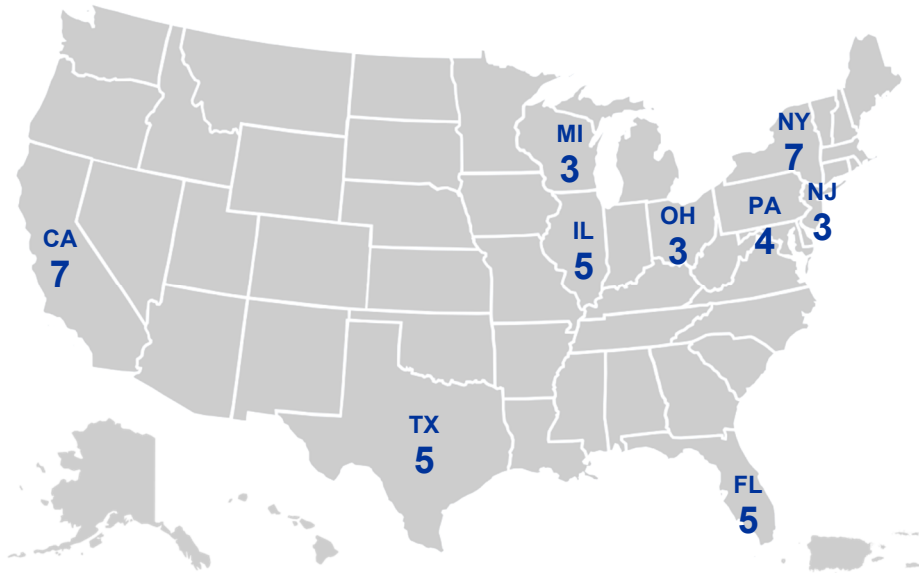


SIZE



REGION

TOP US STATES TARGETED FOR ACQUISITION IN 2020



TOP US STATES	
California	7
New York	7
Florida	5
Illinois	5
Texas	5
Pennsylvania	4
Michigan	3
New Jersey	3
Ohio	3

WORLDWIDE PROFILE OF ACQUIRED FIRMS:



WORLD	
North America	60
Europe	4
Africa	1
Latin America	0
Asia Pacific	0

ACQUIRED FIRMS: 100+ LAWYERS

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
1/9/20	7/1/20	Troutman Sanders	Atlanta	650		Pepper Hamilton	Philadelphia	450

ACQUIRED FIRMS: 21 to 100 LAWYERS

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
8/11/20	11/16/20	Dentons	New York	10000		Durham Jones & Pinegar	Salt Lake City	96
12/22/20	TBD	Dentons	New York	10000		Sirote & Permutt	Birmingham AL	86
12/8/20	TBD	Dentons	New York	10000		Davis Brown	Des Moines	78
1/16/20	2/1/20	Duane Morris	Philadelphia	800		Satterlee Stephens	New York	65
7/28/20	10/1/20	Fennemore Craig	Phoenix	124		Dowling Aaron	Fresno CA	46
11/3/20		Littler	Los Angeles	1500		Abdon Pedrajas	Madrid Spain	39
12/4/20	1/1/21	Fox Rothschild	Philadelphia	930		Greene Radovsky Maloney Share	San Francisco	21

ACQUIRED FIRMS: 6 to 20 LAWYERS

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
6/1/20		Littler	Los Angeles	1500		Paruch Chrusciel Schiffter	Warsaw Poland	20
9/22/20	TBD	Dentons	New York	10000		East African Law Chambers	Dar es Salaam	18
1/2/20	1/1/20	Burns White	Pittsburgh	143		Christie & Young	Philadelphia	13
8/6/20	9/1/20	Nolte IP	Houston	16		Lackebach Siegel	Scarsdale NY	13
7/8/20		Whiteman Osterman & Hanna	Albany	76		McNamee Lochner	Albany	12
10/9/20	1/1/21	Wolfsdorf Rosenthal	Santa Monica	23		Chin & Curtis	Boston	12
12/1/20	1/1/21	Dickinson Wright	Detroit	475		Stahl Cowen Crowley Addis	Chicago	12
1/30/20		Segal McCambridge	Chicago	108		McIntosh Sawran & Cartaya	Ft. Lauderdale	10
5/4/20		Cozen O'Connor	Philadelphia	750		Baer Crossey McDemus	Philadelphia	9
10/13/20	12/1/20	Nelson Mullins	Atlanta	762		Shanahan Law Group	Raleigh NC	9
11/2/20		von Briesen & Roper	Milwaukee	187		Miller Matthias & Hull	Chicago	9
11/17/20	12/1/20	Nelson Mullins	Atlanta	762		Redgrave LLP	Chantilly VA	9
1/6/20	1/3/20	Snell & Wilmer	Phoenix	435		Assayag Mauss	Costa Mesa CA	8
1/15/20		Stone Genow	Beverly Hills	10		Goodman Schenkman	Beverly Hills	7
8/31/20	10/1/20	Meyers Nave	Oakland	58		Brown Law Group	San Diego	7
2/3/20		Lippes Matthias	Buffalo	104		Deily & Glastetter	Albany	6
7/1/20	7/1/20	Much Shelist	Chicago	96		Zfaty Burns	Newport Beach	6
8/3/20	8/1/20	Bressler Amery & Ross	Florham Park NJ	145		Ballard & Littlefield	Houston	6
8/25/20	8/31/20	Miller Johnson	Grand Rapids	99		Lusk Albertson	Detroit	6

ACQUIRED FIRMS: 2 to 5 LAWYERS

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
1/28/20		Clark Hill	Detroit	650	&	Law Offices of Carl Shusterman	Los Angeles	5
5/20/20	6/1/20	Lamb McErlane	West Chester PA	36	&	Imperatrice Amarant & Bell	Newtown Sq. PA	5
11/30/20	12/1/20	Harris St. Laurent	New York	17	&	Wechsler & Cohen	New York	5
12/22/20	1/1/21	Brown Hay & Stephens	Springfield IL	30	&	Kehart Peckert Wise & Lewis	Decatur IL	5
12/23/20	1/1/20	Crumpler Freedman Parker & Witt	Winston-Salem	5	&	Surratt Thompson & Ceberio	Winston-Salem	5
1/8/20		Lipson Neilson	Bloomfield Hills	34	&	Alber Frank	Troy MI	4
2/6/20		Kelley Kronenberg	Ft. Lauderdale	150	&	Talenfeld Law	Ft. Lauderdale	4
3/10/20	3/10/20	Hirschen Singer & Epstein	New York	12	&	Slater & Beckerman	New York	4
8/31/20		Whitman Breed Abbott & Morgan	Greenwich CT	24	&	Smith & Grant	Greenwich CT	4
10/30/20	1/1/21	Connell Foley	Roseland NJ	144	&	Dornbaum & Peregoy	Millburn NJ	4
12/1/20	1/1/21	Genova Burns	Newark NJ	62	&	Wasserman Jurista & Stolz	Basking Ridge NJ	4
12/17/20	1/1/21	Curtis Mallet-Prevost	New York	225	&	Bichot & Associates	Paris France	4
1/7/20	1/1/20	Lightfoot Franklin	Birmingham AL	60	&	Levinthal Wilkins	Houston	3
2/18/20		Littler	Los Angeles	1500	&	Gerlach Rechtsanwälte	Vienna Austria	3
2/26/20		Michael Best	Milwaukee	288	&	RWR Legal	Austin	3
4/13/20		Albers & Associates	Westminster MD	6	&	Decker Tychostup & Friedman	Baltimore	3
7/1/20	4/1/20	Katz Korin Cunningham	Indianapolis	31	&	Cantrell & Mehringer	Indianapolis	3
7/29/20		Buckley King	Cleveland	20	&	Altick & Corwin	Dayton	3
8/18/20	10/1/20	McManamy Jackson	Savannah	4	&	Lee Black & Hollis	Savannah	3
8/26/20		K&L Gates	Pittsburgh	1700	&	Richards Patent Law	Chicago	3
8/28/20	9/9/20	Bond Schoeneck & King	Syracuse	240	&	Wolford Law Firm	Rochester NY	3
9/17/20	9/1/20	Hickey Hauck Bishoff & Jeffers	Detroit	7	&	Seabolt Law Firm	Livonia MI	3
1/8/20		Suisman Shapiro	New London CT	19	&	Avena & Kepple	Pawcatuck CT	2
1/9/20		Brownstein Hyatt	Denver	250	&	Hyperion Advisors	Las Vegas	2
2/27/20		Boldt Law Firm	Boca Raton	3	&	Ratzan Law Group	Miami	2
4/2/20		Marshall Grant	Boca Raton	7	&	SRM Law	Chicago	2
5/6/20	4/1/20	Rupp Wesche Hagans	Archbold OH	5	&	Gallagher & Rohrs	Bryan OH	2
6/22/20		Weiss Serota	Miami	68	&	DuBosar Law Group	Boca Raton	2
7/5/20	7/1/20	Gottlieb Johnston Beam & Dal Ponte	Zanesville OH	11	&	Leech Scherbel & Peddicord	Coshocton OH	2
7/22/20	3/11/20	Clendening Johnson & Bohrer	Bloomington IN	10	&	Hehner & Associates	Indianapolis	2
8/3/20		Miles & Stockbridge	Baltimore	216	&	Taylor & Ryan	Pikesville MD	2
8/20/20		Johnson Pope Bokor Ruppel & Burns	Tampa	78	&	Ford & Ford	St. Petersburg	2
9/8/20		Munck Wilson Mandala	Dallas	66	&	Simpson Law Group	Richardson TX	2
9/10/20		Craig & Gatzoulis	Manchester NH	2	&	Law Office of Thomas Craig	Manchester NH	2
10/1/20	10/1/20	Wallace Jordan Ratliff & Brandt	Birmingham AL	38	&	Redden Mills Clark & Shaw	Birmingham AL	2
11/17/20	1/1/21	Slack Davis Sanger	Austin	8	&	Guajardo & Marks	Dallas	2
12/11/20	1/1/21	Offit Kurman	Bethesda MD	233	&	Law Offices of James C. Hardin	Rock Hill SC	2
12/23/20	12/3/20	Stevens & Lee	Reading PA	166	&	Morais Law	Moorestown NJ	2

ACQUIRED FIRMS: NEW ENGLAND

REPORT DATE	EFFECTIVE DATE	ACQUIRER				ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
10/9/20	1/1/21	Wolfsdorf Rosenthal	Santa Monica	23	&	Chin & Curtis	Boston	12
8/31/20		Whitman Breed Abbott & Morgan	Greenwich CT	24	&	Smith & Grant	Greenwich CT	4
1/8/20		Suisman Shapiro	New London CT	19	&	Avena & Kepple	Pawcatuck CT	2
9/10/20		Craig & Gatzoulis	Manchester NH	2	&	Law Office of Thomas Craig	Manchester NH	2

ACQUIRED FIRMS: MIDDLE ATLANTIC

REPORT DATE	EFFECTIVE DATE	ACQUIRER				ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
1/9/20	7/1/20	Troutman Sanders	Atlanta	650	&	Pepper Hamilton	Philadelphia	450
1/16/20	2/1/20	Duane Morris	Philadelphia	800	&	Satterlee Stephens	New York	65
1/2/20	1/1/20	Burns White	Pittsburgh	143	&	Christie & Young	Philadelphia	13
8/6/20	9/1/20	Nolte IP	Houston	16	&	Lackebach Siegel	Scarsdale NY	13
7/8/20		Whiteman Osterman & Hanna	Albany	76	&	McNamee Lochner	Albany	12
5/4/20		Cozen O'Connor	Philadelphia	750	&	Baer Crossey McDemus	Philadelphia	9
2/3/20		Lippes Matthias	Buffalo	104	&	Deily & Glastetter	Albany	6
5/20/20	6/1/20	Lamb McErlane	West Chester PA	36	&	Imperatrice Amarant & Bell	Newtown Sq. PA	5
11/30/20	12/1/20	Harris St. Laurent	New York	17	&	Wechsler & Cohen	New York	5
3/10/20	3/10/20	Hirschen Singer & Epstein	New York	12	&	Slater & Beckerman	New York	4
10/30/20	1/1/21	Connell Foley	Roseland NJ	144	&	Dornbaum & Peregoy	Millburn NJ	4
12/1/20	1/1/21	Genova Burns	Newark NJ	62	&	Wasserman Jurista & Stolz	Basking Ridge NJ	4
4/13/20		Albers & Associates	Westminster MD	6	&	Decker Tychostup & Friedman	Baltimore	3
8/28/20	9/9/20	Bond Schoeneck & King	Syracuse	240	&	Wolford Law Firm	Rochester NY	3
8/3/20		Miles & Stockbridge	Baltimore	216	&	Taylor & Ryan	Pikesville MD	2
12/23/20	12/3/20	Stevens & Lee	Reading PA	166	&	Morais Law	Moorestown NJ	2

ACQUIRED FIRMS: SOUTH

REPORT DATE	EFFECTIVE DATE	ACQUIRER				ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
12/22/20	TBD	Dentons	New York	10000	&	Sirote & Permutt	Birmingham AL	86
1/30/20		Segal McCambridge	Chicago	108	&	McIntosh Sawran & Cartaya	Ft. Lauderdale	10
10/13/20	12/1/20	Nelson Mullins	Atlanta	762	&	Shanahan Law Group	Raleigh	9
11/17/20	12/1/20	Nelson Mullins	Atlanta	762	&	Redgrave LLP	Chantilly VA	9
8/3/20	8/1/20	Bressler Amery & Ross	Florham Park NJ	145	&	Ballard & Littlefield	Houston	6
12/23/20	1/1/20	Crumpler Freedman Parker & Witt	Winston-Salem	5	&	Surratt Thompson & Ceberio	Winston-Salem	5
2/6/20		Kelley Kronenberg	Ft. Lauderdale	150	&	Talenfeld Law	Ft. Lauderdale	4
1/7/20	1/1/20	Lightfoot Franklin	Birmingham AL	60	&	Levinthal Wilkins	Houston	3
2/26/20		Michael Best	Milwaukee	288	&	RWR Legal	Austin	3
8/18/20	10/1/20	McManamy Jackson	Savannah	4	&	Lee Black & Hollis	Savannah	3
2/27/20		Boldt Law Firm	Boca Raton	3	&	Ratzan Law Group	Miami	2
6/22/20		Weiss Serota	Miami	68	&	DuBosar Law Group	Boca Raton	2
8/20/20		Johnson Pope Bokor Ruppel & Burns	Tampa	78	&	Ford & Ford	St. Petersburg	2
9/8/20		Munck Wilson Mandala	Dallas	66	&	Simpson Law Group	Richardson TX	2
10/1/20	10/1/20	Wallace Jordan Ratliff & Brandt	Birmingham AL	38	&	Redden Mills Clark & Shaw	Birmingham AL	2
11/17/20	1/1/21	Slack Davis Sanger	Austin	8	&	Guajardo & Marks	Dallas	2
12/11/20	1/1/21	Offit Kurman	Bethesda MD	233	&	Law Offices of James C. Hardin	Rock Hill SC	2

ACQUIRED FIRMS: MIDWEST

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
12/8/20	TBD	Dentons	New York	10000	&	Davis Brown	Des Moines	78
12/1/20	1/1/21	Dickinson Wright	Detroit	475	&	Stahl Cowen Crowley Addis	Chicago	12
11/2/20		von Briesen & Roper	Milwaukee	187	&	Miller Matthias & Hull	Chicago	9
8/25/20	8/31/20	Miller Johnson	Grand Rapids	99	&	Lusk Albertson	Detroit	6
12/22/20	1/1/21	Brown Hay & Stephens	Springfield IL	30	&	Kehart Peckert Wise & Lewis	Decatur IL	5
1/8/20		Lipson Neilson	Bloomfield Hills	34	&	Alber Frank	Troy MI	4
7/1/20	4/1/20	Katz Korin Cunningham	Indianapolis	31	&	Cantrell & Mehringer	Indianapolis	3
7/29/20		Buckley King	Cleveland	20	&	Altick & Corwin	Dayton	3
8/26/20		K&L Gates	Pittsburgh	1700	&	Richards Patent Law	Chicago	3
9/17/20	9/1/20	Hickey Hauck Bishop & Jeffers	Detroit	7	&	Seabolt Law Firm	Livonia MI	3
4/2/20		Marshall Grant	Boca Raton	7	&	SRM Law	Chicago	2
5/6/20	4/1/20	Rupp Wesche Hagans	Archbold OH	5	&	Gallagher & Rohrs	Bryan OH	2
7/5/20	7/1/20	Gottlieb Johnston Beam & Dal Ponte	Zanesville OH	11	&	Leech Scherbel & Peddicord	Coshocton OH	2
7/22/20	3/11/20	Clendening Johnson & Bohrer	Bloomington IN	10	&	Hehner & Associates	Indianapolis	2

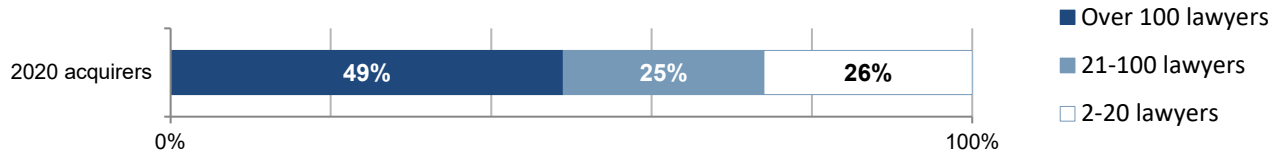
ACQUIRED FIRMS: WEST

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
8/11/20	11/16/20	Dentons	New York	10000	&	Durham Jones & Pinegar	Salt Lake City	96
7/28/20	10/1/20	Fennemore Craig	Phoenix	124	&	Dowling Aaron	Fresno CA	46
12/4/20	1/1/21	Fox Rothschild	Philadelphia	930	&	Greene Radovsky Maloney Share	San Francisco	21
1/6/20	1/3/20	Snell & Wilmer	Phoenix	435	&	Assayag Mauss	Costa Mesa CA	8
1/15/20		Stone Genow	Beverly Hills	10	&	Goodman Schenkman	Beverly Hills	7
8/31/20	10/1/20	Meyers Nave	Oakland	58	&	Brown Law Group	San Diego	7
7/1/20	7/1/20	Much Shelist	Chicago	96	&	Zfaty Burns	Newport Beach	6
1/28/20		Clark Hill	Detroit	650	&	Law Offices of Carl Shusterman	Los Angeles	5
1/9/20		Brownstein Hyatt	Denver	250	&	Hyperion Advisors	Las Vegas	2

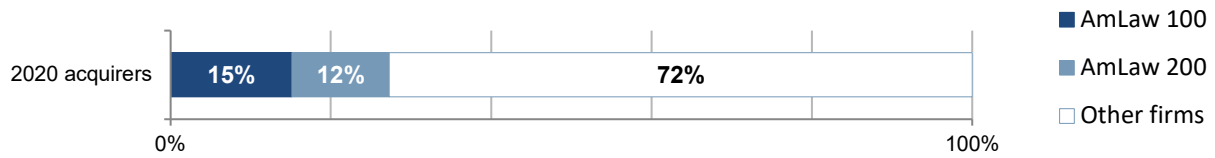
ACQUIRED FIRMS: CROSS-BORDER

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
11/3/20		Littler	Los Angeles	1500	&	Abdon Pedrajas	Madrid Spain	39
6/1/20		Littler	Los Angeles	1500	&	Paruch Chrusciel Schiffter	Warsaw Poland	20
9/22/20	TBD	Dentons	New York	10000	&	East African Law Chambers	Dar es Salaam	18
12/17/20	1/1/21	Curtis Mallet-Prevost	New York	225	&	Bichot & Associates	Paris France	4
2/18/20		Littler	Los Angeles	1500	&	Gerlach Rechtsanwälte	Vienna Austria	3

2020 ACQUIRER FIRMS – BY SIZE



2020 ACQUIRER FIRMS – AMLAW 200



2020 ACQUIRER FIRMS – HQ REGION / LOCAL ACQUISITIONS

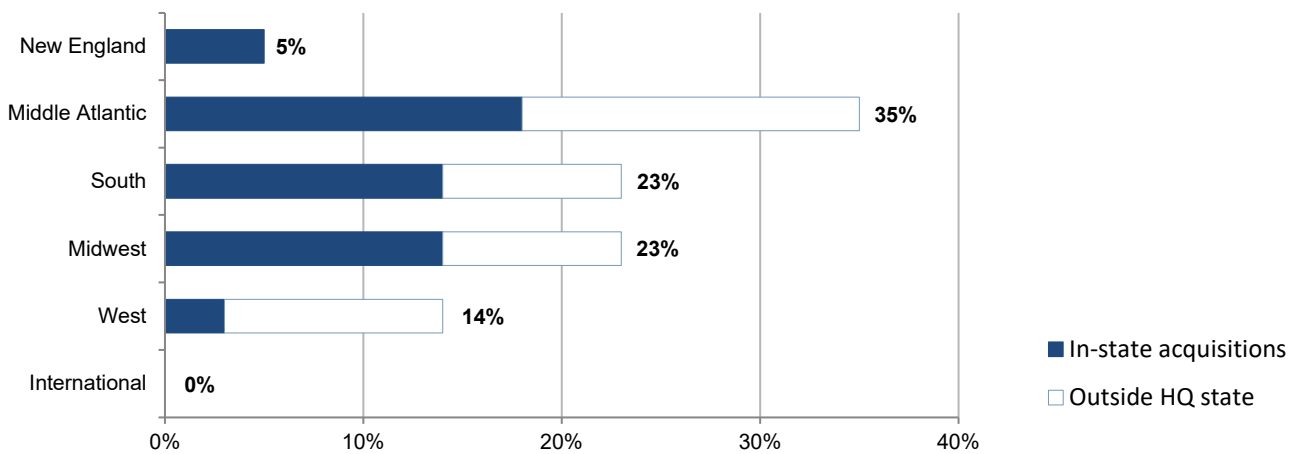


Chart shows total percentage of acquirers headquartered in each region and proportion of each that made local (i.e. in-state) acquisitions.

ACQUISITIONS BY AMLAW 100 FIRMS

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
1/9/20	7/1/20	Troutman Sanders	Atlanta	650	&	Pepper Hamilton	Philadelphia	450
1/16/20	2/1/20	Duane Morris	Philadelphia	800	&	Satterlee Stephens	New York	65
11/3/20		Littler	Los Angeles	1500	&	Abdon Pedrajas	Madrid Spain	39
12/4/20	1/1/21	Fox Rothschild	Philadelphia	930	&	Greene Radovsky Maloney Share	San Francisco	21
6/1/20		Littler	Los Angeles	1500	&	Paruch Chrusciel Schiffter	Warsaw Poland	20
5/4/20		Cozen O'Connor	Philadelphia	750	&	Baer Crossey McDemus	Philadelphia	9
10/13/20	12/1/20	Nelson Mullins	Atlanta	762	&	Shanahan Law Group	Raleigh NC	9
11/17/20	12/1/20	Nelson Mullins	Atlanta	762	&	Redgrave LLP	Chantilly VA	9
2/18/20		Littler	Los Angeles	1500	&	Gerlach Rechtsanwälte	Vienna Austria	3
8/26/20		K&L Gates	Pittsburgh	1700	&	Richards Patent Law	Chicago	3

ACQUISITIONS BY THE AMLAW SECOND HUNDRED

REPORT DATE	EFFECTIVE DATE	ACQUIRER			&	ACQUIRED		
		FIRM 1	MAIN OFFICE	SIZE		FIRM 2	MAIN OFFICE	SIZE
12/1/20	1/1/21	Dickinson Wright	Detroit	475	&	Stahl Cowen Crowley Addis	Chicago	12
1/6/20	1/3/20	Snell & Wilmer	Phoenix	435	&	Assayag Mauss	Costa Mesa CA	8
1/28/20		Clark Hill	Detroit	650	&	Law Offices of Carl Shusterman	Los Angeles	5
12/17/20	1/1/21	Curtis Mallet-Prevost	New York	225	&	Bichot & Associates	Paris France	4
2/26/20		Michael Best	Milwaukee	288	&	RWR Legal	Austin	3
8/28/20	9/9/20	Bond Schoeneck & King	Syracuse	240	&	Wolford Law Firm	Rochester	3
1/9/20		Brownstein Hyatt	Denver	250	&	Hyperion Advisors	Las Vegas	2
8/3/20		Miles & Stockbridge	Baltimore	216	&	Taylor & Ryan	Pikesville MD	2

MERGERLINE METHODOLOGY

Altman Weil MergerLine™ tracks law firm mergers and acquisitions as they are reported by media outlets and in press releases. MergerLine compiles news of mergers and acquisitions of all sizes involving at least one US law firm (including vereins with a significant US partnership component). We do not report on combinations with solo practitioners / one-lawyer law firms.

Headcount

We record lawyer headcount for each law firm included in MergerLine. Headcount information is derived from published league tables, directories and law firm websites.

Location

We record the primary location of each law firm. For multi-office firms, the headquarters office is defined as the office with the most resident lawyers.

Combination date

We use the date on which the law firm combination is announced as the primary date for each record – a methodology that enables us to monitor deal flow in real time. When available, we also report on the ‘effective date’ when the combination will be finalized.

Acquired / Acquirer

The smaller of the two firms in a combination is considered to be the ‘acquired’ firm. The larger of the two is the ‘acquirer.’

True merger

A ‘true merger’ is defined as a combination in which the larger firm is no more than twice the size of the smaller firm.

The AmLaw 200

We periodically note activity of the subset of ‘AmLaw’ law firms. The AmLaw 200 is a list of America’s 200 top revenue-grossing law firms, published annually by ALM Media in *The American Lawyer*.

Available data

A list of law firm mergers and acquisitions for the current calendar year is always online at: www.altmanweil.com/MergerLine.

ALTMAN WEIL, INC.

Merger and Acquisition Services

For five decades, Altman Weil has worked with law firms seeking, evaluating and engaging in mergers and acquisitions. We possess an unparalleled depth of market knowledge, an international network of contacts and highly practiced deal-making skills.

Altman Weil has facilitated some of the largest law firm mergers, yet we work with firms of all sizes on everything from small, specialized acquisitions to large combinations of equals. In a marketplace that has experienced both highly successful and costly failed mergers, Altman Weil's proven record of objectivity and focus on best-fit mergers for our clients sets us apart.

Our law firm merger and acquisition services include merger strategy, candidate profiling, candidate searches, go/no-go assessments, and deal structuring and negotiation.

Thomas S. Clay

Thomas S. Clay is a principal of Altman Weil, Inc. With over 30 years of experience consulting to the legal profession, he is an acknowledged expert on law firm management principles and is a trusted advisor to law firms throughout the United States and Canada. Tom heads consulting assignments in strategic planning, law firm management and organization and law firm mergers and acquisitions.

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About Altman Weil

Founded in 1970, Altman Weil, Inc. is dedicated exclusively to the legal profession. It provides management consulting services to law firms, law departments and legal vendors worldwide. The firm is independently owned by its professional consultants, who have backgrounds in law, industry, finance, marketing, administration and government. More information on Altman Weil can be found at www.altmanweil.com.

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