WHY QUINN EMANUEL?
Why Qualcomm Folded to Nokia

$1.1 Billion Truce Surprise End to Feud over Trade Secrets

Jury Favors RealNetworks in Patent Suit

Missouri Jury Awards $118 Million

Supreme Court Justices Limit Liability over Toxic Spill Cases

Citi Settles Enron Claim; Yosemite/CLN Trusts to Receive $2.1 Billion

Bertelsmann Told to Pay Out €209m

Boston Judge Upholds $128 Million Verdict in Patent Dispute

Rambus Barred from Enforcing Patents in Micron Suit

Court Says Paterson Can Appoint Lieutenant Governor

Solutia Reaches $2 Billion Agreement with Citi, Goldman Sachs and Deutsche Bank to Fund Exit

U.S. Supreme Court Lifts Ban on Wine Shipping

$1.1 Billion Truce Surprise End to Feud over Trade Secrets

Supreme Court Justices Limit Liability over Toxic Spill Cases

Why Qualcomm Folded to Nokia
WHO WE ARE

600+ lawyers dedicated solely to business litigation.

Largest business litigation law firm in the world.

Ranked among the top five firms in virtually every category of business litigation.

Recognized as the top IP litigation department in the U.S. by *The American Lawyer*.

Recognized as one of the top six business litigation firms in the U.S. by *The American Lawyer*.

“Quinn Emanuel’s model is at once simple and radical: all litigation all the time, with an emphasis on taking cases to trial.”

— *The American Lawyer* cover story, “The Mighty Quinn”
WHERE WE ARE

We litigate cases in courtrooms throughout the United States, England and Germany.


We litigate transnational disputes.

We arbitrate cases all over the world under the auspices of AAA, ICC, LCIA and other arbitration tribunals.

“Do we have to start calling Quinn Emanuel America’s Firm?”
— The American Lawyer Litigation Daily
“Quinn has distinguished itself through its unusual recruitment strategy that saw the firm obsessively target the brightest students . . . Now it’s fully stocked with former law review editors from top schools.”

— Legal Week

OUR LAWYERS

TOP CREDENTIALS

Honors graduates from Harvard, Yale, Stanford, Chicago, Michigan, Columbia and other top schools.

Well over 100 Federal District, Circuit and Supreme Court clerks.

Well over 50% law review editors, including the first woman President of the Harvard Law Review.

Seven former law school professors, including the former Dean of Stanford Law School.

17 former Assistant United States Attorneys, including the former United States Attorney in Los Angeles.
TRIAL LAWYERS — Not Just Litigators

No law firm tries as many complex business cases as we do.

In a recent year, we tried 22 major business cases and won 19 — a typical year for us.

No firm’s lawyers have comparable jury trial experience in business cases.

Our attorneys have tried over 1,500 cases in their careers and have won over 91%.

Battle-hardened courtroom teams — from first chairs to support paralegals.

“Quinn Emanuel’s courtroom prowess has been legendary.”

— Daily Journal
FOR DEFENDANTS

The majority of our work is now and always has been defending large corporations, including IBM, Johnson & Johnson, Google, Morgan Stanley, Roche, Mattel, Oracle, Qualcomm, Lockheed Martin, Samsung, SONY, Symantec, CNA, AIG, Zurich, Seiko Epson, Shell Oil, Northrop Grumman, Cisco, Teledyne, DIRECTV and Disney.

We have won multiple defense verdicts after plaintiffs turned down six- or seven-figure settlement offers.

We have settled cases for many clients for far less than they reserved for settlement.

FOR PLAINTIFFS

Our lawyers have obtained more than $15 billion in judgments and settlements in the past decade.

We are the only law firm that has won four 9-figure jury verdicts since 2002. We have also obtained three 10-figure and six 9-figure settlements.
“Unafraid to use litigation’s nuclear option — a jury trial — to get outsize results.”

— Fast Company

TRIAL EXPERIENCE

**TRUTH:** Most large, full-service law firms have few, if any, experienced jury trial lawyers.

**Why Trial Experience Is So Critical**

The biggest costs in any litigation defense are not fees, but amounts paid for settlements or verdicts.

Trials are zero-sum games — there is a winner and a loser. The winner takes all — or keeps it.

Trial experience gets more than the best verdicts. The way to get the best settlement is to communicate credibly that you will win at trial.
Risk-Sharing — with Companies Large and Small

We like to get a piece of the action — because we are confident of what we can do.

We represent clients on a partial or full contingency fee basis.

Some contingent-fee clients are start-up companies or individuals.

• $128 million verdict from a Boston jury for a small Arizona company against Cingular (now AT&T).

• $300 million verdict from a California jury for two venture capitalist individuals against Bertelsmann.

Some are large corporations.

• $1.1 billion settlement for General Motors from Volkswagen.

• Two 9-figure settlements for a European food giant.

• 9-figure verdicts for an oil company, a toy company and an insurance company.
CREATIVE FEE ARRANGEMENTS

We work with clients in many industries on a wide range of cases under creative fee arrangements:

- Flat fees per month or activity
- Reduced fees with rewards for good results
- Fixed fees for each litigation phase
- “Reverse” contingencies on the defense side
FINANCIAL DISTRESS

We are experts in matters involving financially distressed companies with bankruptcy and restructuring partners on both coasts and in the UK.

WE REPRESENT:

- Creditor committees in Lehman Brothers, SemGroup, Thornburg Mortgage, Sentinel Management Group, among others.


- Debtors in special litigation roles, including Washington Mutual, American Home Mortgage, Buffets, G-I Holdings Inc. and Solutia.

*Law360 ranked Quinn Emanuel the top creditors’ counsel in the United States.*

— *Law360, Litigation Almanac*
We can be adverse to the global money center banks whereas most full service firms cannot, or will not.

We have sued JPMorgan Chase, Citigroup, Bank of America, Wachovia, Deutsche Bank, Barclays, Goldman Sachs, UBS, RBS and RBC.

We have won billions of dollars from them.

Our clients in these cases are typically other financial institutions, including foreign banks, regional banks, insurance companies (among them HSH Nordbank, Rabobank, ING, MBIA and AIG) and hedge funds.

Our clients have also included bankruptcy debtors and creditors’ committees, both ad hoc and official bankruptcy litigation trusts.
Complex financial products litigation is no place for amateurs. The deals are too complex and the stakes are too high.

Over 80 of our attorneys specialize in complex financial products litigation. One was the principal draftsman of the ISDA Master Agreements.

We have represented companies in more structured finance litigations than any other firm, and the suits we have filed to date seek over $70 billion in total.

Our firm has few conflicts with major dealers.

We know as much about the deal documents for these products as the transactional lawyers who drafted them.

“Another day, another big-money suit against a bank filed by Quinn Emanuel.”
— The American Lawyer Litigation Daily
INTELLECTUAL PROPERTY LITIGATION

- IP is our firm’s largest practice area – we have over 200 lawyers who litigate IP cases.

- Our IP practice has been repeatedly recognized as the best in the United States. In 2010, The American Lawyer ranked us “Top IP Litigation Department of the Year.” IP Law and Business ranks our patent practice as third busiest.

- We try more patent cases than any other firm, and we have never lost a patent trial – even in Marshall, Texas.

- We try patent cases nationwide, with dozens of cases pending in the busiest patent jurisdictions – E.D. Tex., E.D. Va., C.D. Cal., N.D. Cal., D. Del., etc.

- Our Mannheim office coordinates U.S. and EU teams and strategy under one roof.

- Our lawyers understand technology:
  - We have over 100 lawyers with technical degrees.
  - Our first-chair trial lawyers know how to present technical issues to juries.

- From semiconductors to pharmaceuticals, from Internet software to fiber optic gyroscopes – we represent the most innovative companies. No technology is too complex for our engineer-scientist lawyers.
$2.1 billion settlement for three hedge funds in an action against Citibank.

$2 billion settlement for Solutia from Citibank, Deutsche Bank and Bank of America.

$1.1 billion settlement for General Motors from Volkswagen in a trade secret theft case.

$250 million settlement for European food giant Parmalat.

$78 million antitrust verdict after taking over case two weeks into trial.

$300 million verdict against Bertelsmann AG.

$118 million jury verdict against Hartford Life Insurance Co. for trade secret misappropriation.

$128 million verdict from a Boston jury in a patent case — largest in Massachusetts history.
PROTECTING BOTTOM LINES

• Dismissal of a $1 billion damages claim for the University of Southern California after the counsel we replaced had lost a jury verdict.

• Injunction barring Rambus from asserting 12 patents against our client, Micron.

• Summary judgment of non-infringement and obviousness for Bally Technologies against IGT and Shuffle Master in a patent litigation related to casino table game monitoring.

• Total victory for Nokia before the ITC in a patent infringement suit brought by Qualcomm.

• Summary judgment for Roche in a patent infringement case brought by Stanford University related to HIV patents.

• Judgment including attorneys’ fees for Home Depot in a case alleging trade secret theft, breach of a non-disclosure agreement and related torts.

• Defense verdict in Texas for Google in a $600 million patent infringement case.

REPRESENTING DEFENDANTS
WE WIN APPEALS

- 5-4 victory in the U.S. Supreme Court on behalf of California vintners and Michigan consumers challenging state laws restricting the interstate shipment of wine.

- 8-1 victory in the U.S. Supreme Court on behalf of Shell Oil in a case concerning the scope of “arranger” liability under CERCLA for cleaning up hazardous waste sites.

- Federal Circuit reversal of E.D. Texas ruling refusing to transfer a patent case to California.

- Second Circuit reversal of $158 million judgment against Allegheny Energy and reinstatement of $350 million counterclaims against Merrill Lynch.

- Eleventh Circuit reversal of summary judgment against Grupo Televisa on a claim against Telemundo for tortiously interfering with an exclusive agreement with a star actor.

- Ninth Circuit affirmance of summary judgment in favor of Time Warner Entertainment and HBO in a copyright infringement action related to “Six Feet Under.”

- Ninth Circuit en banc victory on behalf of Kamehameha Schools in a case alleging race discrimination in contracting.

- Federal Circuit affirmance of dismissal on summary judgment of $40 million design patent claim against Nike concerning the Air Jordan XVII basketball shoe.

- New York Court of Appeals victory for New York Governor David Paterson affirming his power to fill the vacancy for Lieutenant Governor.

- Second and Eleventh Circuit affirmance of dismissal of two Alien Tort Act cases for Coca-Cola.
WHITE COLLAR CRIME AND GOVERNMENT INVESTIGATIONS

KNOW YOUR ADVERSARY

• We have 17 former state and federal prosecutors in our ranks, including the former United States Attorney in Los Angeles.

• We have investigated and tried scores of white collar cases, including many from the prosecution side, so we know how the government approaches these cases.

• We have defended matters involving virtually every major government entity, including the Department of Justice, the SEC, FINRA, state attorneys general, Congress, and assorted international authorities.

KNOW YOUR SUBJECT MATTER

• We have represented clients facing investigation on a wide range of subjects, including securities fraud, antitrust, Foreign Corrupt Practices Act, commercial bribery, off-label marketing, and the False Claims Act.

• We have successfully resolved white collar matters at every stage - pre-charge, pre-trial, trial, and post-trial. Many of our victories never become public.

“Judge Tosses All Verdicts against SoCal Grocer” — USA Today

“Judge Tosses Charges in Broadcom Case” — Wall Street Journal

“Feds Drop Drug Case against Broadcom Co-Founder” — Business Week

“Charles Schwab Throws Punches” — The Wall Street Journal
We have represented clients, including Nokia, IBM, SONY, Google, Shell, Mattel, AIG, CNA, DIRECTV, Coca-Cola, General Motors, Northrop Grumman, Yahoo!, Dubai World, Seiko-Epson, ING, Lockheed Martin, Zurich, Samsung, Symantec, Satyam, Barnes & Noble, The Home Depot and Suzuki Motors, in virtually every type of business dispute.

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“Imagine a law firm where hundreds of professionals function like bees in a hive—sharing clients, asking and answering each other’s questions, cooperating instead of competing—and you’ll have Quinn Emanuel . . . . The Firm, with over half its lawyers spending the majority of their time litigating intellectual property cases, has attracted a lot of talent . . . .” - IP Law360.

“With a string of eye-popping victories across a wide swath of subject matters from a bevy of partners, Quinn Emanuel puts some distance between itself and the rest of the IP litigation field.” - The American Lawyer, IP Litigation Department of the Year.

“With six senior appellate lawyers and a group of associates who have clerked in the courts of appeals, the firm is becoming a player in appellate advocacy of national and international import.” - The National Law Journal, “The Appellate Hot List.”

“Quinn Emanuel sports a hard-earned reputation as an aggressive, sharp-elbowed operation willing to go to trial on behalf of plaintiffs or defendants.” - Los Angeles Daily Journal.

“[I]t is an honor to argue a case before the House of Lords. And for a firm to be offered that honor after less than a year in London? . . . Quinn Emanuel . . . is due to appear in the House of Lords for two days . . . representing a group of investment funds seeking to retrieve money following the collapse of the $27 billion structured investment vehicle Sigma Finance . . . . Our colleagues at Legal Week say the House of Lords case ‘demonstrates the impact Quinn Emanuel has made in the City since the firm launched in London in April last year with the intention of picking up financial litigation work that bigger firms were reluctant to take on.’” - The American Lawyer Litigation Daily.

“Quinn Emanuel has adopted the strategy, attitude and accoutrements of a Red Bull-fueled start up. It focuses only on business litigation . . . . Even more galling to the tradition-bound large full-service firms that are its competitors, the firm takes some cases on contingency . . . and it’s unafraid to use litigation’s nuclear option—a jury trial—to get outsize results.” - Fast Company.

“Quinn Emanuel . . . is a firm that clients call when a case is unravelling, and they want new lawyers.” - The American Lawyer.

“The banks of America should probably start replacing ‘most wanted’ posters of bank robbers with head shots of John Quinn and his partners at Quinn Emanuel . . . As we’ve told you about a million times, Quinn litigators—who aren’t encumbered by corporate client relationships—have been having a grand old time filing cases against banks since the economy went into free fall.” - The American Lawyer Litigation Daily
“To be honest, they scare people.” - George Dalton, General Counsel, Dubai World.

“We have always received outstanding representation from Quinn Emanuel in the many matters we have used them for.” - Kent Walker, Vice President and General Counsel, Google.

“We work with law firms all over the world. When it comes to thorny disputes there are none the better and few the equal of Quinn Emanuel.” - Michael Cahill, General Counsel, Trust Company of the West.

“When I have ‘bet-the-company’ litigation or need novel solutions to complex legal problems, I call Quinn Emanuel.” - T. Warren Jackson, Vice President and Associate General Counsel, DIRECTV Group.

“Having been a courtroom lawyer, I recognize the importance of having real trial lawyers represent Shell. They figure out what is important sooner than lawyers who don’t understand trial dynamics. This leads to better results in settlement negotiations, trial motion practice and in trial.” - Carla P. Herron, Associate General Counsel, Litigation, Shell Oil Company

“They are what they claim to be. They say they’re trial lawyers, and they are. You can depend on the fact that these guys will have been in the courtroom multiple times.” - Don Rosenberg, Executive Vice President and General Counsel, Qualcomm.

“Our experience is that Quinn attorneys are skillful and effective advocates who can navigate strategically through a matter to drive it to early and favorable resolution, including early dismissals in a number of our cases.” - Mallun Yen, Vice President, Worldwide Intellectual Property, Cisco Systems, Inc.

“We have engaged QE for some of our most important litigation matters and have always been impressed with their outstanding representation.” - Peter Toto, Vice President IP Counsel, Sony Corporation of America.

“We have looked to Quinn Emanuel for our most important IP matters for many years, and we are glad to have done so. Their winning results and commitment to service have been everything we could have hoped for.” - Alf R. Andersen, Assistant General Counsel, Epson America, Inc.

“Mattel has used Quinn Emanuel in scores of lawsuits over many years and has received consistently outstanding representation. The firm has some of the most talented litigators you are likely
“We always look for trial attorneys who are smart, skilled and tireless in their preparation. The lawyers at Quinn have consistently exceeded our expectations in these areas and have raised the bar with their passion to try cases.” - Jordan Savitch, Senior Vice President and General Counsel, Penn National Gaming, Inc.

“The lawyers at Quinn Emanuel have outstanding skill, experience and expertise plus the ability to bridge legal and business considerations in crafting strategies and solutions. We consider them to be among our ‘go to’ litigators due to the value they add to the creation and implementation of key litigation strategies.” - Mitchell Sonkin, Executive Vice President and Chief Portfolio Officer, MBIA.

“Quinn Emanuel represented us with smart and fully informed advice. The team was equally ‘strategic’ and ‘hands on.’ As a result, they were outstanding communicators: from developing thoughtful high level recommendations to evaluating idiosyncratic technical details. Their ability to bridge financial and accounting matters with legal expertise made for a cohesive, effective and efficient process, enabling a true spirit of partnership between management and the firm.” - Joseph Lombardi, CFO of Barnes & Noble.