

BOSTON BUSINESS JOURNAL

LAW FIRM

WILMERHALE

Location: Boston and Washington, D.C.

What the company does: Legal services

No. of employees: 2,405 (including all attorneys and staff)

Revenue: \$1B (2012)

WilmerHale has been counseling technology businesses since the late 1960s when it got its start working with Analog Devices. Now, decades later, the law firm is counseling companies from their early stages to exit. “We look at ourselves as the outside general counsel for the life cycle of the company,” said Mick Bain, who leads WilmerHale’s Emerging Company and Venture Capital

practices.

Its early start in tech enabled the firm to take in more companies than its competitors, according to Bain. “What we found about 10 years ago was more and more competitors started to realize this was a growing space.”

In 2000, WilmerHale formed a separate group from the corporate practice and moved the firm out to Waltham. “The move enabled us to say to the world that we are always open for business for the smallest of companies.”

Because of its broad areas of expertise, WilmerHale is able to provide counsel on everything from intellectual property to privacy and regulatory issues. That’s just what



Mick
Bain

it’s done for companies like Fiksu, 1366 Technologies, Casa Systems and Cloudant, to name a few.

Because cost is a huge issue for early-stage clients, WilmerHale has found innovative ways to succeed while also providing startups with a bit of a break.

“To provide the highest value at the lowest cost you have to be innovative,” Bain said. “We opened an office in Dayton, Ohio,

where we were able to move the cost center to a lower price market and hired a lot of smart attorneys who do work on discovery for litigation or drafting that is required.”

In addition, WilmerHale has developed the QuickStart program for emerging clients where it offers fixed fees and deferred fee arrangements for companies that are early stage.

– Patricia Resende