

Women Leaders IN TECH LAW

Ready for a deep dive? Let's open the kimono and think outside the box. Those choice bits were among the responses we got when we asked our 50 Women Leaders in Tech Law to identify annoying business jargon. It's a question that these honorees are particularly well suited to answer. In deciding to focus on the tech sector for this, our third annual Women Leaders program, we've curated (another winner!) a group of women, in house and at firms, who have, well, taken it to the next level: These are the go-to dealmakers, IP litigators and patent strategists, practice leaders and thought leaders who help keep the region's tech-focused economy humming 24/7. So please, take a moment and read through the profiles on the pages that follow. You'll get a sense of each woman's practice and personality, ideas for where to take any one of them to lunch — and a few phrases to purge from your next big PowerPoint.

— *Greg Mitchell, Editor in Chief*

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IN TECH LAW

ANDREA JEFFRIES

PARTNER, WILMERHALE

Over the course of her career as a patent litigator, Jeffries has shown an affinity for complexity, handling matters involving DNA sequencing, computer memory, multi-threaded software, database technology and pharmaceutical formulations, among others. Jeffries, who joined Wilmer in 2011 from Munger Tolles, represents Broadcom and Intel in pending cases. She advises women wishing to succeed in tech law “not to shy away from skeptics” but to prove they know their stuff with strong analysis of both legal and factual issues.

How did you end up with a tech practice?

I started my career planning to focus on white collar defense. At some point, as a young associate, I was assigned to a patent infringement matter. I enjoyed it very much, and shortly thereafter was asked to take on another one. I soon became an “expert.”

What do you like most about working with Silicon Valley companies?

I enjoy the high energy and creativity of the high tech world. It is stimulating, and makes a day out of the office working with clients very, very fun.

If you could change one thing about working in the tech industry, what would it be?

Being connected, or having the ability to be connected, 24/7. It can be hard to disconnect and find down time.

Name a mentor and one thing you learned from that person.

Lisa Pirrozolo. Lisa has taught me that leadership comes in many forms, and that thoughtfulness and compassion need not be lacking in a strong leader.

Timesaving tip?

Staying close to my teams and anticipating hurdles down the line. Where a brief or a motion may be complicated, for example, I spend the time up front working with my colleagues to prepare a detailed outline. That saves time in the end, because I don’t then have to entirely rework a full draft that may be mis-focused.



Never forget to ... :

Say thank you. It is important to take the time to thank those who help us and support us. No woman is an island.

One word others would use to describe you?

Efficient.

— Teresa Wall-Cyb