

Daily Journal

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Top Women Lawyers

This supplement is devoted to recognizing excellent lawyering and leadership skills among women attorneys in California. To pick a list of 75 litigators and 25 corporate transactions and regulatory specialists, editors at the Daily Journal reviewed hundreds of nominations from law firms, public agencies, nonprofits and universities.

Women are helming major litigation and deals and on the cutting edge of regulatory work. They are leaders and rainmakers in their law firms in numbers never seen before.

—The Editors

Andrea Weiss Jeffries

Wilmer Cutler Pickering Hale and Dorr LLP,
Los Angeles

PRACTICE TYPE: litigation **SPECIALTY:** patent

These days, defendants in patent litigation want to assess potential damages sooner rather than later, Jeffries said.

“This has been fueled by recent developments in damages case law from the Federal Circuit,” she added.

For defendants who want to dispose of their cases early, Jeffries said, part of the strategy is to perform an early assessment of damages.

That way, she added, they can understand their exposure and can advance their damages theories to secure early and favorable settlements.

For those who are repeat targets, Jeffries said, “They are playing tougher now and fighting longer.” Much of the litigation is being filed by non-practicing entities, she said.

“Some defendants perceive that if they settle every case early for the cost of litigation, they become an easy mark and will get sued repeatedly,” Jeffries said.

Among her significant matters, last year Jeffries and a WilmerHale team represented General Electric Co. in a dispute with a former employee.

Thomas Wilkins sued the company for leaving his name off of a patent, contending that he was co-inventor of a particular technology. *General Electric Co. et al v. Wilkins*, 1:2010-CV-00674 (E.D. Cal., filed April 15, 2010).

“GE owned the patent and it was our position that he was not a co-inventor and should not have been named,” Jeffries said.

She handled the direct examination of a fact witness and the cross examination of an expert.

Jeffries and the team prevailed at trial. The case is on appeal.

She also served as lead counsel for Teletech Holdings in a multi-defendant patent infringement matter involving call center products and services. *Alto Ventures Inc. v. Convergys Corp.*, 2:2011-CV-01056 (D-Nev., filed June 27, 2011).

Last year, the case settled on favorable terms for her client, Jeffries said.

“It was my first case in the district of Nevada,” she said. “It has relatively new rules and everything is very quickly paced. It’s a bit of a challenge.”

For one, the rules require defendants in patent cases to provide non-infringement contentions, along with their invalidity contentions.

“It’s unusual in a patent case,” Jeffries said, adding that the challenge was to satisfy the rules, without doing the plaintiffs’ work for them by overdisclosing details about the client’s accused products.

— Pat Broderick

