

2021

# Blueprint

## How to Consolidate the Global Legal Profession

**GLOBAL LEGAL LEADERS**

[GlobalLegalLeaders.com](http://GlobalLegalLeaders.com)



# Blueprint: How to Consolidate the Global Legal Profession

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## Section 1: A Billion-Dollar Fragmentation Problem Solved

Over the last several decades there has been an expansion of firms, growth of networks, development of ALSPs, and the consulting professions. The expansion only increased the extraordinary market fragmentation in the legal profession. **No firm or law business has a market share greater than .3%.**

### Problems

- Market fragmentation in the legal markets creates inefficiencies.
- Hundreds of thousands of law firms and related businesses offer similar services.
- Firms and businesses are duplicating new innovations.
- Clients, even with pronounced segmentation, cannot locate the exact services they require.

### Results

- Market inefficiencies increase costs to clients.
- Innovative products/services are unable to reach the global market, increasing costs.
- Service and product differentiation is almost impossible.
- Unparalleled financial opportunities are lost to innovators and investors.

## **Solution: Market Consolidation and Functional Integration – How?**

### **Organization**

- 1. Divide the global legal market into four principal service categories. Each category has its own Titans. Each category has its own leadership with direct access to information. They are the principal decision makers.**

- 1. 200 Largest Independent Law Firms in 18 states and 30 countries**
- 2. 75 Legal and Accounting Networks**
- 3. 25 ALSPs**
- 4. 200 Consultants**

**The 500 Titans have 600,000 professionals in 12,000 offices in 160 countries with \$300 billion annual revenues.**

- 2. Create an organization that reflects the role of each of the Titan category in the legal profession.**
- 3. Provide financial and professional incentives to every Titan to participate.**



## **Global Legal Leaders Website**

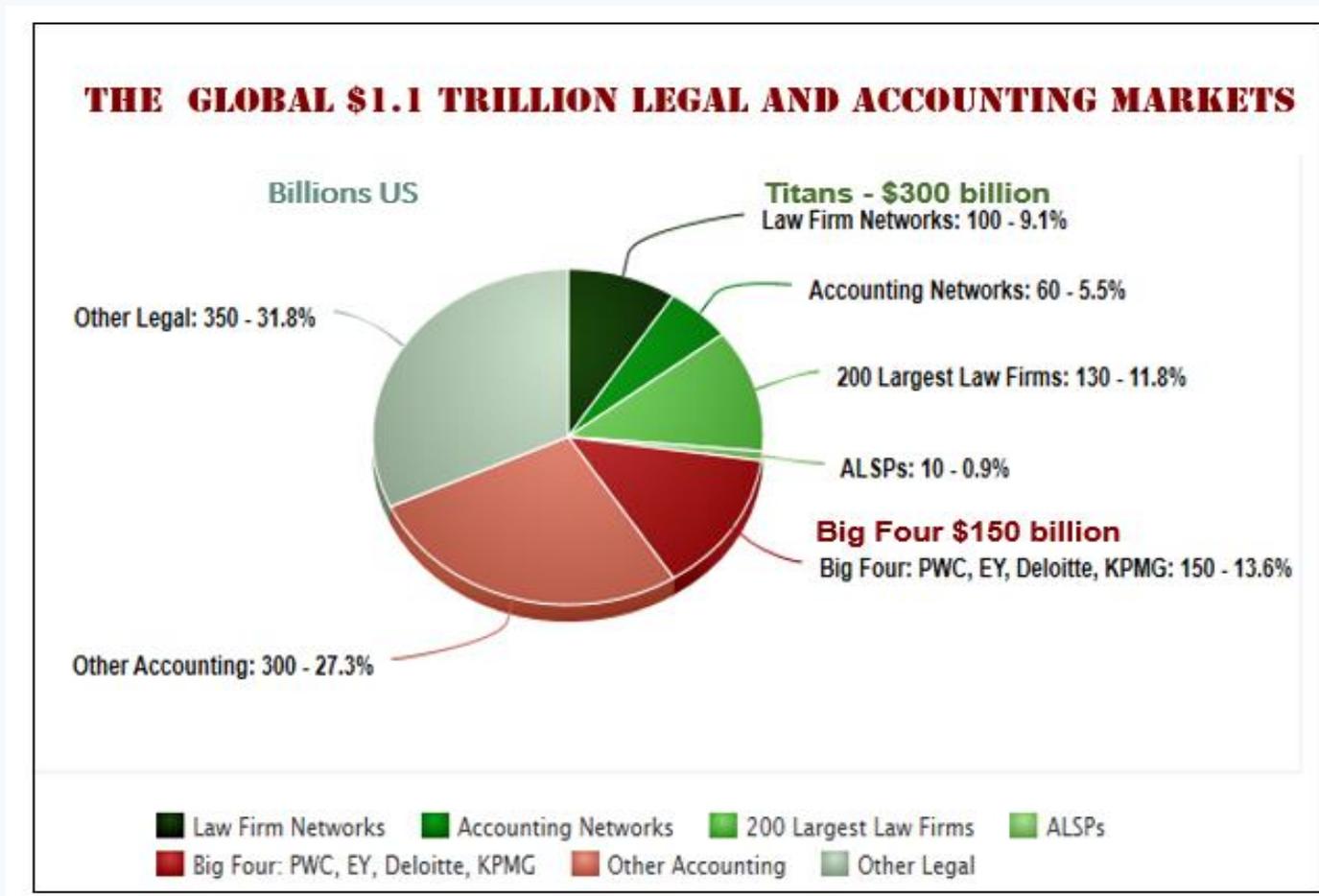
- 1. Create a website to identify the Titans' exact professional expertise anywhere on earth in minutes.**
- 2. Structure the website to functionally *integrate* the four Titan categories for clients.**
- 3. Identify the leaders in the four Titan categories with the interest and resources to implement a market consolidation**
- 4. Personalize the website for each website user, similar to LinkedIn and Facebook.**
- 5. Create management tools for firms, networks, and consultants to maintain their own data and define their financial and practice interests.**

## Section 2 Why now?

- The largest law firms dominate in each of the major countries and state economic centers. Further expansion has been limited by market saturation. COVID 19 has created the need to find alternatives.
- Over the past 25 years, networks have invested of \$3 billion to build professional and personal relationships. These relationships can be deployed for the benefit of the firms and their clients.
- ALSPs have matured sufficiently to broaden service offerings. In a global market, reaching corporate counsel and firms for specific transactions and matters continues to be a challenge.
- Technology is now available, such as machine learning and artificial intelligence, to enhance efficiencies and market alternative services through *functional integration*. Business clients and users expect timely online solutions, which are provided by this new website.
- Millennials, comfortable using the technology, have entered management ranks. “This is the way we always have done it” is no longer an acceptable excuse.
- Company legal operations and procurement departments require alternative professional service proposals and comparative pricing. This website provides them in minutes anywhere in the world.
- The Big Four’s aggressive entry into law practice and ALSP services motivates each Titan category to create more effective and efficient alternatives for their clients.

## Global Markets - \$1.1 Trillion Legal and Accounting

The global legal market is naturally divided into four significant service delivery models.



## Section 3 - Global Legal Leaders – Titan Operations

### The Titan's Objectives

- 1. Largest Firms** The largest firms have different interests. They are divided into 3 categories. AM Law 20, Magic Circle, US regional and Non-US. They have a combined market share of 30%.  
  
The Titan's objective is to promote collaboration on non-competitive projects among the firms for their benefit and that of the legal profession.
- 2. Networks**  
  
There are 50 legal networks and 25 accounting network. Together they have 8,500 firms. The relationships built over the decades cost in excess of \$3 billion dollars.  
  
The objective of the Titans is to capitalize on the relationships for the benefit of the networks, members and clients
- 3. ALSPs** ALSPs are both innovators and suppliers of ancillary services. Their rise in the legal profession represents the evolution of legal services.  
  
The objective of the Titans is to make ALSP's expertise and services more accessible.
- 4. Consultants** Consultants tie the profession together by bringing innovation to the attention of firms and corporate clients. They facilitate implementation.  
  
The objective of the Titans is to make the exact expertise of consultants accessible to the legal profession.

## The Global Legal Leaders Website

- 1. Titans' Endorsements** Each of the Titans in a category has an interest in promoting their comparative endorsements to their staff and their clients. For firms this is done with Chambers, Legal 500, Best Lawyers, etc. The website permits users to endorse  each Titan.
- 2. Social Media** Promotion will be done by posts, documents, polls, and videos. The LinkedIn following of Global Legal Leaders is at 19,000 followers.
- 3. Requests for Proposals** Responders to RFPs must have a user account. When there is a response by a non-contact, an account is automatically created expanding the number of users.
- 4. Personalization** The entire site is personalized around the specific interests of firms, networks, consultants, and respective users. For example, the minimum amount for referrals can be designated as: All, \$10k, \$50k, \$100k, \$500k or \$1m by each law firm.
- 5. Individual URLs** Every firm, network member, consultant, and ALSP has a distinctive URL to maximize Google indexing. This is similar to LinkedIn for Linklaters: <https://www.linkedin.com/company/linklaters/> or Facebook for Skadden Arps: <https://www.facebook.com/skadden> There are 11,000 organizations and individuals on the website.

## Website's Products and Functions to Facilitate Titan Objectives

- **User's Personal Page and Referral Dashboards:** Each user has a personal page, like LinkedIn. Transactions and response information are recorded on users' dashboards. Both create a continuing relationship with the website.
- **Law Firm Dashboards (Referral Receivers):** Request for Proposal information and responses are recorded on firm dashboards to create a continuing relationship with the website.
- **Organic User Growth:** When a Request for Proposal (RFP) is replied to by a non-contact, the replier is automatically given an account. This will accelerate expansion.
- **Artificial Intelligence and Mechanical Learning Integration:** Integrate information using AI as related to matters by user and type of legal or accounting matter to market services.
- **Network Firm Data Maintenance:** Firms and networks are self-maintained with access code reducing costs to a minimum.
- **Transactional Data Collection:** Collect data on each matter, location, client type, and more for sale to firms, in-house counsel, and other interested parties. This will be necessary since the competition will have similar information.
- **Comparative Information:** Comparative information received from Requests for Proposals (RFP) is consolidated to predict future product and service demand.
- **User Endorsement** : Each Titan can be endorsed by clients, attorneys, and accountants relative to the other Titans in their category. This is done in real-time.

## Section 4: Addressing Individual Global Markets

The market is reflected in client's current and future requirements for legal services. Each client can define their own needs.

### **B2B**

There are millions of businesses that require a lawyer or accountant in another state or country.

Corporations have operations and procurement departments requiring alternatives (10,000+ corporations).

### **Accounting2Accounting**

Accountants require opinions from other accountants on accounting, tax, and other advisory matters.

Most accounting firms are not members of an association or network (200,000+ firms).

### **Legal2Legal**

All lawyers require lawyers in every country and state where they are not admitted (3 million lawyers).

Largest law firms who are not generally members of a network (300 firms with 150,000 attorneys), require vetted outside counsel.

### **Changes in Legal and Accounting Referral Patterns**

Referral patterns are changing as a result of the Big Four entering the legal profession.

New sources of accounting and legal professionals are required.



## Section 5: Summary

1. **Footprints of the largest law firms have grown from 1990 - 2020. The markets in economic centers are now saturated. New growth has now been halted by COVID-19. Growth will be done predominately by mergers.**
2. **Law firm networks are now the largest practice organizations. They continue to develop but COVID-19 has affected their operations. A new online alternative is required to leverage their \$3 billion investment in personal and professional relationships.**
3. **The Internet has penetrated the legal market both vertically and horizontally. Internal operations are increasingly cloud-based. External relationships are maintained on the Internet. This is reflected in the use of Zoom and its competitive products.**
4. **Effective and efficient legal services require that clients' exact needs to be identified and individually met. Using machine learning and artificial intelligence can accomplish this.**
5. **Data maintenance can be "outsourced" online to individuals and organizations who have access to the information for real-time change. This eliminates most website overhead costs.**
6. **Bespoke information can be provided to each firm, client, consultant, and user at no cost.**



**Thank you**

**500 TITANS**

**600,000 Professionals at 10,000 Firms**

**12,000 Offices in 160 Countries**

**\$300 Billion Annual Services**

**GLOBAL LEGAL LEADERS**



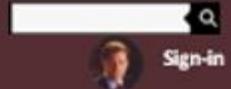
## **Part2: Global Legal Leaders Website**

# Titan Project: Global Legal Leaders.com

Accessing the 500 Leaders whose Firms Provide \$300 Billion of Services

Global Legal Leaders.com

World's Largest Firms - Networks - Consultants - ALSPs



## Global Legal Leaders

**200 of the Largest Firms**

**75 Leading Networks**

**25 ALSP Law Companies**

**200 Consultants**

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Open a free account  
My Personal Links  
Peter Schulman  
Smith Schulman Brown  
Partner  
Houston, Texas  
Modify My Profile  
Password: aaaaaa  
Email: schulman@aaaaa.com  
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## Locate Lawyers and Accountants by Exact Expertise & Cost

● Law Firms ○ Accounting Firms

Select Country  or Select State / Province  or Enter Firm Name

(1) Select a Country or State - (2) Click on **RFP** for form - (3) Complete/Submit Form - (4) Receive Responses - (5) Compare Proposals



**RFP** Global Requests for Proposals in two minutes (RFPs)



## THE 500 TITANS

### Largest Independent Law Firms

The 200 largest firms in the world have 110,000 attorneys who annually provide \$130 billion of legal services. Global Legal Leaders begins with the largest and leading firms in 30 countries in 30 countries and 18 US states.

### Law and Accounting Networks

Networks are the largest practice organizations in the world. Law members provide \$120 billion of legal services and accounting network members \$60 billion of accounting services. Law network members have spent \$3 billion creating relationships over 25 years.

### Consultants

The 200 consultants have unique skill sets that firms, and corporate legal department require. Many consultants have been honored by admission to the College of Law Practice Management.

### ALSPs

Alternative Legal Services Providers deliver their clients a range of law-related services. Their expertise and resources supplements the knowledge found in firms or corporate legal departments. They are a cost effective way for clients to receive assistance.

### Request for Proposal RFP

○ Lawyers  
○ Accountants  
Country  
State

### Networks' Member Firms

Select Network  
ABL  
ADVOC  
AGN  
ALFA International  
Allinial  
Alliott Group

### Alternative Legal Services Providers

- 1076 David McVeigh  
Axiom
- 1000 Tom Harley  
Lawyers On Demand
- 1000 Laurie Chamberlin  
Special Counsel
- 1033 Roy Zur  
Cybin
- 1000 Andy MacDonald  
Consilio
- 1000 Chris Weiler  
KLDiscovery
- 1022 Lisa Hart  
Acritas
- 1000 Ganesh Natarajan  
Mindcrest
- 1093 Mark Ross  
Deloitte
- 1213 Liam Brown  
Elevate
- 1000 John Davenport  
Epiq
- 1000 Bob Rowe  
Integreon
- 1055 Lynn Calbenski  
Lumen Law
- 1005 Joe Borstein  
EY
- 1022 Ram Vasudevan  
QuisLex
- 1077 Karl Chapman  
Riverview Law
- 1245 Daniel Reed  
UnitedLex

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Houston, Texas  
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**Locate Lawyers and Accountants by Exact Expertise & Cost**

Law Firms  Accounting Firms

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**RFP Global Requests for Proposals in two minutes (RFPs)**

**THE 500 TITANS**



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**Request for Proposal RFP**  
 Lawyers  
 Accountants  
 Country   
 State

**Free access to 600,000 attorneys and accountants in 9,000 firms with 12,000 offices in 160 countries annually providing \$300 billion of B2B services.**

**Request for Proposal RFP**

Lawyers  
 Accountants  
 Country   
 State

**Networks' Member Firms**

- Select Network
- ABL
- ADVOC
- AGN
- ALFA International
- Allinial
- Alliott Group

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- 1076 David McVeigh  
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# Requests for Proposal Form (RFP)

Functional Integration 9,000 Firms, 30 ALSPs and 200 Consultants

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs

Sign in



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 Smith Schulman Brown  
 Partner  
 Houston, Texas  
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 Email: schulman@aaaaa.com  
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## Request for Proposals



Please complete this form. An email will be sent to each of the network member firms located in Australia. All information in a RFQ is private. Your email address and company/firm name will not be provided to the law firms unless permission is provided. Your email will not be transferred to any AILFN member, law firm, or any third party.

Note: There is no charge or fee of any kind for the RFQ service. No payments are made to AILFN or to any of its members by the firms receiving your RFQ or the firm that is awarded the work.

Jurisdiction \*  Country  State

Country \*

Type \*  Law  Accounting

Click to see networks and firms  
 Select up to 20 firms to receive an RFP

Firms

### Company and Contact

Share Contact details with Professional Firms or remain Anonymous?  Anonymous

Company or Firm Name \*

Name of Contact \*

Email \*

### Legal Matter or Case

Primary need for professional services (please describe.) \*

### Probable areas of practice

Enter area of practice

[Add New](#)

### Request for Proposal RFQ

Lawyers  
 Accountants  
 Country  
 State

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- Select Network
- ABL
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- [Lawyers Weekly \(Australia\)](#)
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# Directory of 200 Leading Law Firms in 18 States and 30 Countries

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs

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Leading 97 US Firms by State				Alphabetical								
	Firm	Like	Founded	Region	Revenue	Management	# Firms	# Countries	Network Member	Name	Position	Endorsements
California	O'Melveny & Meyers	1000	1885		740	\$738M	15	9	No	Bradley Butvin	Managing Partner	
	Cooley Godard	1000	1920		946	\$1.3B	14	5	No	Joe Conroy	Chair and CEO	
	Gibson, Dunn & Crutcher LLP	1000	1890		1351	\$2.0B	20	10	No	Kenneth Doran	Chairman and Managing Partner	
	Shepard Mullin	1000	1927		714	\$671M	15	5	No	Guy Halgren	Chair	
	Morrison & Foerster LLP	1000	1883		951	\$1.1B	17	5	Yes	Larren Nashelsky	Chair and Chief Executive Partner	
	Quinn Emanuel Urquhart & Sullivan	1000	1986		829	\$1.2B	22	10	No	John Quinn	Managing Partner	
	Wilson, Sonsini, Goodrich & Rosati	1000	1961		764	\$797M	16	5	No	Larry Sonsoni	Senior and Founding Partner	
	Paul Hastings	1000	1951		948	\$1.12B	22	12	No	Seth Zachary	Chair	
	Orrick, Herrington & Sutcliffe	1000	1863		1050	\$975M	25	12	No	Mitchell Zuklie	Managing Partner	
	Florida	Akerman LLP	1000	1920		733	\$400M	25	1	Yes	Scott Meyers	Managing Partner
Greenberg Traurig		1000	1967		1962	\$1.5B	41	11	Yes	Richard Rosenbaum	Executive Chairman	
Holland & Knight		1000	1968		1250	\$850M	25	4	No	Steven Sonberg	Managing Partner	
Georgia	Alston Bird	1000	1982		817	\$781.8M	12	2	Yes	Richard Hays	Managing Partner	

**Request for Proposal RFP**  
 o Lawyers  
 o Accountants  
 Country  
 State

**Networks' Member Firms**

Select Network

- ABL
- ADVOC
- AGN
- ALFA International
- Allinial
- Alliott Group

**Alternative Legal Services Providers**

- David McVeigh Axiom
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- Bob Rowe Integreon
- Lynn Galbenski Lumen Law
- Joe Borstein EY
- Ram Vasudevan QuisLex
- Karl Chapman Riverview Law
- Daniel Reed UnitedLex

# Leadership at 200 Firms providing \$130 Billion in Legal Services

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs

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 Houston, Texas  
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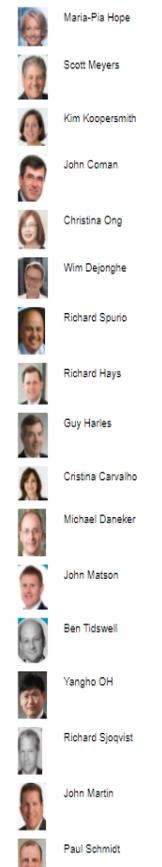
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[US Law and Accounting](#)  
 Contribute (Coming Soon)  
**Other Information**  
[The Handbook - Networks](#)  
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## Alphabetical listing of World's Largest Firms

Law Firm	Jurisdiction
1002 Advokatfirmaet Thommessen AS	Norway
1001 Advokatfirma Delphi	Sweden
1000 AdvokatfirmaVinge KB	Sweden
1001 Akerman LLP	Florida
1000 Akin Gump Strauss Hauer & Feld LLP	United States of America
1000 AL Goodbody	Ireland
1000 Allen & Gledhill	Singapore
1001 Allen & Overy	United Kingdom
1000 Allens	Australia
1000 Alston Bird LLP	Georgia
1000 Arendt & Medernach	Luxembourg
1000 Arent Fox LLP	United States of America
1000 Arnold & Porter LLP	D.C.
1000 Arthur Cox	Ireland
1000 Ashurst	United Kingdom
1000 Bae Kim & Lee LLC	South Korea
1000 Bahr	Norway
1000 Baker Botts LLP	Texas
1000 Baker Hostetler LLP	Ohio

## Alphabetical Region Revenue Management Endorsements



Position	Founded	Lawyers	2019 Rev.	Offices	Countries	Network
Managing Partner	1856	190	\$104M	4	2	True
Managing Partner	1998	150		5	1	Yes
Managing Partner	1985	300	\$939M	5	2	False
Managing Partner	1920	733	\$400M	25	1	True
Managing Partner	1945	885	\$1.04B	20	9	False
Partner	1901	850	\$186M	6	2	True
Managing Partner	1902	500		3	3	False
Global Managing Partner	1930	3322	\$2.01B	44	31	False
Managing Partner	1822	700	\$450M	8	3	False
Managing Partner	1982	817	\$781.8M	12	2	True
Chairman	1988	427	\$200M	7	7	True
Managing Partner	1942	335	\$304M	5	1	False
Managing Partner	1948	939	\$952M	14	4	True
Partner	1920	500	\$178M	5	2	True
Managing Partner	1822	1500	\$822M	27	20	True
Senior Partner	1980	900	\$77M	10	6	False
Partner	1988	160		1	1	False
Managing Partner	1840	708	\$732M	13	7	True
Chair	1918	941	\$847M	14	1	False

**Request for Proposal RFP**  
 Lawyers  
 Accountants  
 Country  
 State

**Networks' Member Firms**  
 Select Network  
 ABL  
 ADVOC  
 AGN  
 ALFA International  
 Alltrial  
 Allott Group

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- 1005 Joe Borstein EY
- 1022 Ram Vasudevan QuisLex
- 1077 Karl Chapman Riverview Law
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# Leaders Profiles at the World's 200 Leading Firms

Peter Schulman  
Smith Schulman Brown  
Partner  
Houston, Texas  
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## Paul Hastings 1273

### Description:

In today's world of transformative change, our purpose is clear — to help our clients and people navigate new paths to growth. Our innovative approach and unmatched client service has helped guide our journey to becoming one of the world's leading global law firms in such a short time.

Founded in 1951, Paul Hastings has grown strategically to anticipate and respond to our clients' needs in markets across the globe. We have a strong presence throughout Asia, Europe, Latin America, and the U.S.

Critical to achieving our purpose is the strong fabric of our culture.

**Awards and Rankings** *The American Lawyer's* A-List of the Most Successful Law Firms in the U.S. nine years in a row  
In the *Financial Times'* Innovative Lawyers Report across Asia, Europe, and North America, "Best Law Firm to Work",  
Vault's annual survey eight years in a row, Best Overall Diversity, according to Vault

- Alphabetical
- Regions
- Revenue
- Management
- Endorsements

**Founded:** 1951  
**# Lawyers:** 948  
**Revenues:** 1.12 (billion \$)  
**Region:** North America  
**Country:** United States  
**State:** California  
**Offices:** 22  
**Countries:** 12  
**Network Member:** No

## PAUL HASTINGS Management

**Title:** Chair  
**Email:** sethzachary@paulhastings.com  
**Website:** www.paulhastings.com

**Address**  
515 South Flower Street  
Twenty-Fifth Floor  
Los Angeles, CA 90071  
**Telephone:** +1 213 683 6000

**Request for Proposal RFP**  
**o Lawyers**  
**o Accountants**  
Country  
State

**Networks' Member Firms**  
Select Network  
ABL  
ADVOC  
AGN  
ALFA International  
Alltrial  
Allott Group

### ALTERNATIVE SERVICES PROVIDERS

- Managed Services**
- Mark Brown**  
Founder and Managing Director
  - John Champagne**  
Chief Executive
  - David Safford**  
CEO
  - LUMEN LEGAL** **David Safford**  
CEO
  - PANGEA** **Joe Winkler**  
Chief Executive Officer
  - Quislex** **Steve Wessinger**  
CEO
  - Riverview** **Paul Chapman**  
Managing Director
  - Law's Champion**  
President
  - UtriusLex** **David Reed**  
CEO

- Attorney Staffing**
- Christopher**  
CEO
  - Stephen**  
CEO
  - Tom**  
CEO

### Document Discovery

# Legal and Accounting Firm Networks

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs

Sign in



Alphabetical

Law

Accounting

Endorsements

## Locate Lawyers and Accountants by Expertise and Cost

Law Firms Accounting Firms

Switzerland or Select State / Province or Enter Firm Name

(1) Select a Country or State - (2) Click on RFP for form - (3) Complete/Submit Form - (4) Receive Responses - (5) Compare Proposals

<p>2345</p>	 <b>Geneva Group International (GGI)</b> All Members Founded: 1995 Description: GGI unites a group of international, independent audit, accounting, law and consulting firms with the joint potential	<p>Member(s)</p> <p><b>Bonnefous &amp; Cie S.A.</b>                  Contact: Philippe Bonnefous                  Title: Partner                  Email: philippe.bonnefous@bonnefous.ch                  Phone: 41 22 906 11 77                  Offices: Geneva</p>	<p>Member(s)</p> <p><b>Schelbertlaw Attorney at Law and Notary Public</b>                  Contact: Bruno Schelbert                  Title: Attorney                  Email: schelbert@schelbertlaw.ch                  Phone: 41 41 729 20 80                  Offices: Zug</p>	<p>Michael Reiss von Filski</p> Title: Global CEO Email: info@ggi.com Phone: +41 44 256 18 18 Members: 584 Total Professionals: 28,000 Offices: 817 Cumulative Revenues: 55.374 billion
<p>1456</p>	 <b>Globaladvocaten (EEIG)</b> All Members Founded: 1990 Description: We are an international network of leading law firms. We provide high quality legal advice across the globe.	<p>Member(s)</p> <p><b>BEELEGAL Bösiger, Engel, Egloff</b>                  Contact: Markus Bösiger                  Title: Partner                  Email: markus.boesiger@beelegal.ch                  Phone: 41 58 206 10 00                  Offices: Zurich, Brugg</p>	<p>Member(s)</p> <p><b>DGE Avocats</b>                  Contact: Niels Schindler                  Title: Founding Partner                  Email: niels.schindler@dgepartners.com                  Phone: 41 (0)22 761 66 66                  Offices: Geneva</p>	<p>Network Headquarters</p> <p>Christoph Roos</p> Title: Chair, Partner, RNSP Email: chairman@globaladvocaten.com Members: 23 Total Professionals: 800 Offices: -- Cumulative Revenues: --
<p>1789</p>	 <b>Globalaw</b>	<p>Member(s)</p> <p><b>Umbricht Attorneys</b>                  Contact: Georg C Umbricht                  Title: Partner                  Email: g.umbricht@umbricht.ch</p>		<p>Network Headquarters</p> <p>Julia Holden-Davis</p>

### Request for Proposal RFP

o Lawyers  
o Accountants  
Country  
State

### Networks' Member Firms

Select Network:  
 ABL  
 ADVOC  
 AGN  
 ALFA International  
 Alltrial  
 Allott Group

### ALTERNATIVE SERVICES PROVIDERS

#### Managed Services

		Mark Brown Executive and Executive Chairman
		John Gumpert Chief Executive
		David Lufkin CEO
		Joe Heston Chief Executive of Pangear Group
		Mark Woodman CEO
		Neil Chapman Managing Director
		Law's Executive President
		David Reed CEO

#### Attorney Staffing

		John Smith CEO
		John Smith CEO
		John Smith CEO

#### Document Discovery

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 Open a free account  
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 Peter Schulman  
 Smith Schulman Brown  
 Partner  
 Houston, Texas  
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 Password: 1aaaaaa1  
 Email: schulman@aaaba.com  
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[World Fact Book CIA](#)  
 Global Legal Leaders Guides  
 US Law and Accounting  
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 Other Information  
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[Leaders in Legal Business](#)

2019  
 Legal and Accounting  
 Professional Assimilation  
 The Big 4 2019  
 Legal and Accounting  
 Professional Assimilation  
 Lawyers and Accountants  
 2019 -  
 The Future of Professional Services

# Law and Accounting Firm Networks

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs COVIC

in

**Sample**  
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Peter Schulman  
Smith Schulman Brown  
Partner  
Houston, Texas

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**Password:** 1aaaaaa1  
**Email:** schulman@aaaba.com  
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**Global Legal Leaders Guides**  
US Law and Accounting  
Contribute (Coming Soon)  
**Other Information**  
[The Handbook - Networks Leaders in Legal Business](#)

## Geneva Group International (GGI) 2176



- Alphabetical
- Law
- Accounting
- Endorsements

**Network Type:** Global

**Firm Type(s):** Law, Accounting

### Description:

GGI unites a group of international, independent audit, accounting, law and consulting firms with the joint potential to find the right solution for any specific problem and so resolve any financial, legal and tax issues which may arise. GGI's broad international coverage provides clients with access to high quality firms in many countries worldwide.

The GGI alliance gives members and their clients access to GGI member firms, which are recognized locally as leaders in their particular field.

### Statistics

**Founded:** 1995  
**Members:** 584  
**Total Professionals:** 28000

**Offices:** 817  
**Cumulative Revenues:** \$5.374 billion  
**Management**



**Michael Reiss von Filski**  
**Title:** Global CEO  
**Email:** info@ggi.com  
**Website:** <http://www.ggi.com>

**Telephone:**  
+41 44 256 18 18

### Request for Proposal **RFP**

- Lawyers
- Accountants
- Country
- State

### Networks' Member Firms

Select Network

- ABL
- ADVOC
- AGN
- ALFA International
- Allinial
- Allott Group

### ALTERNATIVE SERVICES PROVIDERS

#### Managed Services

- elevate** Ken Rosen Founder and Executive Chairman
- epiq** John Casperoff Chief Executive
- integreon**
- LUMEN LEGAL** David Hoffmann CEO, 100+ legal entities
- PANGEA** Joe Berlin Founder/President of Pangea
- QuisLex** Ken Vandenberg CEO
- RiverView** Karl Chapman President CEO
- Special Counsel** Law's Chamberlin President
- UsmaLex** Donald Reed CEO

#### Attorney Staffing

- axiom**
- 
- 
- 

#### Document Discovery



# 200 Law and Accounting Consultant Profiles

## Global Consultants

- Governance 
  Human Resources 
  Management 
  Marketing 
  Recruitment 
  Project Management 
  Strategy 
  Training 
  Technology 
  Corporate Legal

Alphabetical  
Expertise  
Endorsements

	Name	Title	Practice Areas	Company	City	State	Country
1005	David Ackert	President		President Ackert Inc.	Encino	California	US
1000	Bruce Alltop	Senior Consultant		LawVision	Manchester-by-the-Sea	Massachusetts	US
1003	Joe Altonji	Principal	Governance, Marketing, Strategy	LawVision	Manchester-by-the-Sea	Massachusetts	US
1001	Mike Androvett			Androvett Legal Consulting	Dallas	Texas	US
1000	William Arthur	Owner		Fremont Consulting Limited	Mexico City		
1001	Merrilyn Astin Tarlton	Partner/Catalyst		Attorney at Work	Golden		
1000	Lucy Bassili	Principal	Management, Marketing, Corporate Legal	Innolegal Services	Seattle	Washington	US
1000	Ron Beard	Principal		Zeughauser Group	Laguna Hills	California	US
1001	George Beaton	Partner		Beaton Capital	South Yarra		Australia
1000	Mark Beese	Principal		Leadership for Lawyers	Evergreen		US

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### My Personal Links

Peter Schulman  
Smith Schulman Brown  
Partner  
Houston, Texas

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**Email:** schulman@aaaba.com  
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[My Countries](#)  
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[Texas Business Guide](#)

### US Business Guides

[World Bank Doing Business](#)  
[World Fact Book CIA](#)

### Global Legal Leaders Guides

[US Law and Accounting](#)  
[Contribute \(Coming Soon\)](#)

### Other Information

[The Handbook - Networks](#)  
[Leaders in Legal Business](#)

### Request for Proposal RFP

Lawyers  
 Accountants  
 Country  
 State

### Networks' Member Firms

Select Network

- ABL
- ADVOC
- AGN
- ALFA International
- Allinial
- Allott Group

### ALTERNATIVE SERVICES PROVIDERS

#### Managed Services

- elevate
- epiq
- integreon
- LUMEN LEGAL
- PANGEA
- QuisLex
- Riverview
- UnitedLex

#### Attorney Staffing

- coxom
- Law.com
- Legal Staffing

#### Document Discovery

2019 Leaders in Legal

Page 10

Legal and Accounting Professional Assimilation

Legal and Accounting Professional Assimilation

Lawyers and Accountants 2019 - The Future of Professional Services

Lawyer and Accountants

# Sample Consultant Profile

Global Legal Leaders

Largest Law Firms Networks Consultants ALSPs

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 Peter Schulman   
 Smith Schulman Brown  
 Partner  
 Houston, Texas  
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**Password:** 1aaaaaa1  
**Email:** schulman@aaapa.com  
[My Referral Dashboard](#)  
[My Countries](#)  
[My Practices Interests](#)  
[Texas Business Guide](#)

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**US Business Guides**  
[World Bank Doing Business](#)  
[World Fact Book CIA](#)  
**Global Legal Leaders Guides**  
 US Law and Accounting  
 Contribute (Coming Soon)  
**Other Information**  
[The Handbook - Networks Leaders in Legal Business](#)

## David Cruickshank 1273

Alphabetical  
 Expertise  
 Endorsements



### Organization Description:

Founded in 1983, the Edge Group became Edge International in 2001 to reflect the truly global nature of our practice. The focus of our practice is law firms and corporate legal departments. We have developed an international presence working with firms and legal departments throughout Canada, the U.S., Europe, the Far East, Australasia and South Africa. Law firm clients include those ranging from small boutiques to the largest in the world and our corporate legal department clients are from the Fortune 100. Edge International is honored to have served at least one of the top ten firms in over a dozen different countries.

### Biography

David advises law and other professional services firms on practice management, strategy, governance, leadership development and talent retention strategies. He works with managing partners, professional development directors and partners, and hiring partners to convert training to a strategic advantage of the firm. David creates customized programs on leadership, time management, project management, delegation, and feedback and business development skills.

### David Cruickshank

**Title:** Partner

**Email:** [david@edge.ai](mailto:david@edge.ai)  
**Website:** [www.Edge.ai](http://www.Edge.ai)

**Address**  
 515 South Flower Street  
 Twenty-Fifth Floor  
 Los Angeles, CA 90071

**Telephone:** +1 213 683 6000

**Awards and Rankings** Edge International holds the distinction of being identified in an independent survey conducted and published by Aspen Law & Business as "one of the three most used consultants to large law firms in the U.S. and the only one among the top five that is a strategy and marketplace boutique." In addition, Edge International is acknowledged as the leading consultancy in providing hands-on assistance to practice leaders and the members of their practice groups to accelerate their efforts toward developing higher levels of performance.

### Request for Proposal RFP

- Lawyers
- Accountants
- Country
- State

### Networks' Member Firms

Select Network

- ABL
- ADVOC
- AGN
- ALFA International
- Alltrial
- Allott Group

### ALTERNATIVE SERVICES PROVIDERS

#### Managed Services

- Elevate  
Senior Advisor & Executive Chairman
- Epix  
Vice President  
Chief Executive
- Integreon  
Senior Counsel  
Chief Counsel
- Lumen Legal  
Senior Counsel  
Chief Counsel
- Pangea1  
Senior Counsel  
Chief Counsel
- QuisLex  
Senior Counsel  
Chief Counsel
- Riverview  
Senior Counsel  
Chief Counsel
- UhemLex  
Senior Counsel  
Chief Counsel

#### Attorney Staffing

- Cxpcom  
Senior Counsel  
Chief Counsel
- Law.com  
Senior Counsel  
Chief Counsel
- Legal.com  
Senior Counsel  
Chief Counsel

#### Document Discovery





**Part 3: Is this possible? 75 Largest Practice  
Organization by the Number of Lawyers 1200+**

# Global Legal Practice Organizations

## The 75 Largest By the Number of Lawyers 1200+

Networks	Law Firms	Big 4 Legal	Vereins
----------	-----------	-------------	---------

\*Founder

	Networks, Law Firms, Big 4 Legal and Vereins	Lawyers	Type	Billings \$ Billions	Founded	Jurisd's	Offices	Members	Registration
1.	<b>Lex Mundi (*Steve McGarry)</b>	23,000	Global	\$11 (est.)	1989	160	600	160	US
2.	<b>World Services Group (*Steve McGarry)</b>	20,000	Global	\$9 (est.)	2002	141	650	140	US
3.	<b>Terralex (*Burton Landy)</b>	19,000	Global	(est.)	1991	155	300	162	US
4.	<b>World Law Group (*Richard Alexander)</b>	17,000	Global	(est.)	1988	97	350	54	US
5.	<b>MSI Global Alliance</b>	14,607	Global	\$1.4	1990	100	n/a	254	UK
6.	<b>Pacific Rim Advisory Council</b>	12,000	Global	(est.)	1984	n/a	n/a	24	US
7.	<b>SCG Legal (*P. Carlton)</b>	11,400	Global	(est.)	1990	145	450	145	US
8.	<b>Geneva Group International (*Claudio Cocca)</b>	11,000	Global	\$5.04	1995	n/a	655	460	Switzerland
9.	<b>Interlex</b>	10,500	Global	(est.)	1991	134	254	45	US
10.	<b>Dentons (verein)</b>	10,000	Global	\$2.4	2012	50	150	n/a	Switzerland
11.	<b>TAGLaw (*P Jones)</b>	10,000	Global	(est.)	1999	160	360	160	US
12.	<b>Multilaw</b>	10,000	Global	\$4.5 (est.)	1990	70	300	80	UK
13.	<b>ALFA</b>	9,000	Global	(est.)	1980	110	325	142	US
14.	<b>Interlaw</b>	7,500	Global	(est.)	1982	79	150	87	US
15.	<b>Meritas (Leon Steinberg)</b>	7,640	Global	(est.)	1990	150	237	191	US
16.	<b>First Law International</b>	7,000	Internatl	(est.)	2001	77	n/a	67	Belgium
17.	<b>USLAW NETWORK</b>	7,000	Regional	(est.)	2001	100	n/a	110	US
18.	<b>US Law Firm Group (USLFG)</b>	5,900	Regional	(est.)	1990	39	125	19	US
19.	<b>ADVOC</b>	5,500	Global	(est.)	1990	110	150	95	Denmark
20.	<b>Association of European Lawyers</b>	5,232	Regional	(est.)	1989	41	n/a	40	UK
21.	<b>International Lawyers Network</b>	5,000	Global	\$2.3 (est.)	1988	101	132	91	US
22.	<b>Eurojuris International</b>	5,000	Regional	(est.)	1989	40	650	630	Belgium
23.	<b>Globalaw</b>	5,000	Global	(est.)	1994	100	170	94	UK
24.	<b>Legal Network International</b>	5,000	Global	(est.)	2012	60	135	65	Switzerland
25.	<b>The Harmonie Group</b>	5,000	Global	(est.)	1992			104	Switzerland
26.	<b>State Law Resources</b>	4,900	Regional	(est.)	1994	n/a	n/a	48	US
27.	<b>Baker &amp; McKenzie (verein)</b>	4,900	Global	\$2.9	1949	77	77	49	Switzerland
28.	<b>Lawyers Associated Worldwide</b>	4,700	Global	(est.)	2001	200	n/a	105	US
29.	<b>Mackrell International</b>	4,500	Global	(est.)	1989	135	142	76	UK
30.	<b>DLA Piper (verein)</b>	4,200	Global	\$2.6	2005	30		n/a	Switzerland
31.	<b>CMS (EEIG)</b>	3,600	Internatl	\$1.5	1773		73		

	<b>Networks, Law Firms, Big 4 Legal and Vereins</b>	<b>Lawyers</b>	<b>Type</b>	<b>Billings \$ Billions</b>	<b>Founded</b>	<b>Jurisd's</b>	<b>Offices</b>	<b>Members</b>	<b>Registration</b>
32.	<i>Norton Rose Fulbright (verein)</i>	3,500	Global	\$2.0	2013		50	n/a	Switzerland
33.	<i>PWC Legal Network</i>	3,500	Global	1.0 (est.)	2012	90	120	90	UK
34.	<i>Legal Link</i>	3,000	Global	(est.)	-	n/a	n/a	60	Switzerland
35.	<i>Club de Abogados</i>	3,000	Regional	(est.)	1967	21	30	21	Brazil
36.	<i>Primerus</i>	3,000	Global	(est.)	1992	50	200	175	US
37.	<i>King &amp; Wood Mallesons (verein)</i>	2,800	Regional	\$1.1	2012			n/a	Australia
38.	<i>Hogan Lovells (verein)</i>	2,700	Global	\$2.1	2011		40	n/a	Switzerland
39.	<i>Jones Day</i>	2,600	Internatl	\$2.0	1893			n/a	US
40.	<i>Latham Watkins</i>	2,600	Internatl	\$3.1	1934	14		n/a	US
41.	<i>Deloitte Legal Network</i>	2,600	Global	(est.)	2012	90		n/a	UK
42.	<i>International Alliance of Law Firms</i>	2,500	Internatl	(est.)	2000			50	US
43.	<i>Legus</i>	2,500	Global	Est.	1995			70	US
44.	<i>E&amp;Y Legal Network</i>	2,500	Global	(est.)	2013			n/a	UK
45.	<i>Allen &amp; Overy</i>	2,400	Internatl	\$2.1	1930	32	46	n/a	UK
46.	<i>Linklaters</i>	2,400	Internatl	\$2.0	1838			n/a	UK
47.	<i>Eversheds Sutherlands</i>	2,400	Internatl	\$1.1	1989				UK/US
48.	<i>KPMG Legal Network</i>	2,400	Global	(est.)	2012	76	76	n/a	Switzerland
49.	<i>Ally Law</i>	2,300	Global	(est.)	1991	90		61	US
50.	<i>Kirkland and Ellis</i>	2,300	Internatl	\$4.1	1909			n/a	US
51.	<i>Clifford Chance</i>	2,200	Internatl	\$2.12	1987			n/a	UK
52.	<i>Herbert Smith Freehills</i>	2,200	Internatl	\$1.3	1882				UK
53.	<i>White &amp; Case</i>	2,150	Internatl	\$1.9	1901		44		US
54.	<i>Lexwork International</i>	2,100	Internatl	(est.)	-	n/a	n/a	41	US
55.	<i>Greenberg Traurig</i>	2,000	Internatl	\$1.7	1967				US
56.	<i>Morgan Lewis Bockius</i>	2,000	Internatl	\$2.1	1873		31		US
57.	<i>Freshfields Bruckhaus Deringer</i>	2,000	Internatl	\$2.0	1743			n/a	UK
58.	<i>Lawnet Limited</i>	2,000	UK	(est.)	-	n/a	n/a	62	UK
59.	<i>Consulegis</i>	2,000	Internatl	(est.)	1990	36	250	84	Germany
60.	<i>Sidley Austin</i>	2,000	Internatl	\$2.2	1886			n/a	US
61.	<i>Skadden, Arps</i>	1,900	Internatl	\$2.2	1948			n/a	US
62.	<i>KL Gates</i>	1,800	Internatl	\$1.1	1883				US
63.	<i>Skadden Arps</i>	1,800	Internatl	\$2.6	1948				US
64.	<i>Garrigues</i>	1,700	Internatl	\$.8	1941		11		Spain
65.	<i>Clyde &amp; Co.</i>	1,600	Internatl	\$1.0					UK
66.	<i>Squire Patton Boggs (verein)</i>	1,600	Global	\$1.3	2013	44	44	21	Switzerland
67.	<i>Mayer Brown</i>	1,600	Internatl	\$1.3	1881				US
68.	<i>Alliott Group</i>	1,500	Global	(est.)	1979	163		169	UK
69.	<i>IUS Laboris</i>	1,500	Global	(est.)		43	100	43	Belgium
70.	<i>Ashurst</i>	1,400	Internatl	\$1.7	1822		22		UK
71.	<i>Holland &amp; Knight</i>	1,400	Internatl	\$1.0	1968		28		US
72.	<i>Gibson Dunn Crutcher</i>	1,300	Internatl	\$1.7	1890		20		US

	Networks, Law Firms, Big 4 Legal and Vereins	Lawyers	Type	Billings \$ Billions	Founded	Jurisd's	Offices	Members	Registration
73.	<i>Cleary Gottlieb</i>	1,250	Internatl	\$1.3	1946		10		US
74.	<i>Reed Smith</i>	1,200	Internatl	\$1.2	1877	28	28		US
75.	<i>PLG International Lawyers</i>	1,200	Internatl	(est.	1988	32	50	27	Luxembourg

## Definitions:

**Network** – an association of independent firms that performs services under their own names.

**Law Firm/Verein** – an organization which operates under a common brand. This would include vereins which are organizations composed of financially independent firms.

**Global** – More than 100 offices in 50 or more countries

**International** – More than 50 offices in 25 countries

## Stephen McGarry, B.A., M.A., J.D., and LL.M. (Taxation)

*An entrepreneur in global law, accounting, and technology. Recognized creator of several of the largest global institutions in professional services. Author and artist.*



As an international attorney with NL Industries, Inc., McGarry was responsible for legal compliance and other matters in 80 countries.



In 1989, while at NL, McGarry founded **Lex Mundi**, the world's largest law firm network. Its purpose was to provide his corporate colleagues with access to leading local firms. As president, he grew it to 160 law firms that today have 21,000 attorneys in 600 offices in 100-plus countries. He founded **World Services Group** (WSG), a multidisciplinary network, in 2001. As president, he grew it to 150 firms that have 21,000 professionals in 600 offices in more than 100 countries. He has personally met with law firm management in more than 500 firms in 125 countries, all 50 states, and 10 Canadian provinces.



- *Lex Mundi and WSG members represent 2 percent of all the lawyers on earth*
- *Their members cumulatively bill clients \$20+ billion dollars annually*
- *They are fifth- and sixth-largest networks after the Big 4 accounting firms*

In 1995, McGarry founded **HG.org**, among of the first 10 meaningful legal websites. Today, it has 10 million pages and 1.6 million unique users each month who download almost 2 million pages. There are 69,000 law firms on the site. It has generated a respectable profit consistently over the last 15 over the years.



In 2015, McGarry created the **Association of International Leading Firm Networks**, or AILFN, an association of the leading law and accounting firm networks. Its objective is to represent the common interests of professional services networks. The 50 best known legal networks have members that have more than 300,000 lawyers in 5,000 offices in 160 countries, billing their clients \$120 billion dollars annually. Accounting networks and associations provide \$60 billion of services.



McGarry has authored several books and numerous articles on associations and international business transactions, such as *The Handbook: Law Firm Networks*. His most recent publication, *Leaders in Legal Business (2020)*, has been downloaded more than 15,000 times. In 2002, American Lawyer Media (ALM) published McGarry's treatise, *Multidisciplinary Practices and Partnerships*, which sets out the parameters for what today is [LawyersAccountants.com](http://LawyersAccountants.com).

He has a BA, MA (organization development and industrial relations), JD, and LLM (taxation). McGarry is admitted by exam to the bars of Minnesota, Texas, and Louisiana. He has extensively studied French, German, and Spanish, and he is also an accomplished artist.

**Featured in:**

*The Wall Street Journal, New York Times, The American Lawyer, Legal Business, The Lawyer, National Law Journal, Lexpert* and other law-related publications.

**Publications and Websites**

- [Legal and Accounting Professional Assimilation - The Big 4 Borg Theory](#) (2019): an analysis of market fragmentation in law and accounting, its effect on the legal profession, and the potential antidote.
- [Lawyers and Accountants – The Future of Professional Services](#) (2019): a global market analysis of the past, present, and future of professional services, including a detailed strategy on revolutionizing the delivery of professional services.
- [The Handbook: Law Firm Networks](#) (2011-2018): a detailed 177-page analysis of legal and accounting networks as the model for global business.
- [Leaders in Legal Business](#) (2015, 2018, and 2019): the only book written by 40 leaders in legal business about their companies' and organizations' contributions to the legal profession (247 pages). Authors include the presidents of the ABA, ACC, IBA, LMA, ALA, ALM, leading consultants, and academics.
- [Directory of Network Executives in Law and Accounting \(2018\)](#). a directory of the leaders whose members have more than 500,000 professional in 5,000 offices in 160+ countries who annually provide \$180 billion of professional services.
- [The 1,000 Influencers and Leaders in Legal Business](#) (2017): the most important influencers in the legal business (53 pages).
- [Multidisciplinary Practices: Lawyers, Accountants and Consultants](#) (ALM 2002): the only treatise on MDPs.
- **Lex Mundi World Report** (1995-1999): a quarterly report sponsored by Wolters Kluwer that focused on global legal developments; written by Lex Mundi members with a readership of 5,000 general counsel.

**Websites:**

- [GlobalLegalLeaders.com](#) (2020) personalized website incorporating firms, networks, ALSPs and consultants providing \$300 billion in annual services.

- [LawyersAccountants.com](http://LawyersAccountants.com) (2018): a multidisciplinary website with real-time access to the collective knowledge, experience, and expertise of 500,000 professionals in 160 countries who are accessible in minutes everywhere on earth for their exact expertise.
- [HG.org](http://HG.org) (1995): one of the first ten significant legal websites. Today, it has 10 million pages of content and receives 1.3 million unique users per month who download 2 million pages. It contains 69,000 firms and provides an expert witness directory.
- [World Services Group](http://WorldServicesGroup.com) (2001): the first four-dimensional organization website, which allows users to share documents and build internal and external teams. The underlying site is similar to early Facebook and LinkedIn but was created two years earlier.
- [AILEN.com](http://AILEN.com) (2015): the world's only multidisciplinary and multi-organizational website