

State Capital Group

State Capital Group

STATE CAPITAL GROUP
GLOBAL CONNECTIONS. LEGAL SOLUTIONS

State Capital Group is a seamless global network of more than 140 of the profession's preeminent independent law firms. By uniting their skills, expertise and influence, State Capital Group member firms help leading and growing companies in every industry navigate a complex and ever-changing legal landscape. With local and regional experts across the globe, State Capital Group's independent member firms capitalise on the strength and effectiveness of the network to help their clients solve today's toughest business challenges.

State Capital Group was formed in 1989, when former U.S. state governors and other officials then practising law came together to create an organisation that would facilitate interaction between law firms in state capital cities across the United States. In the early years, State Capital Group membership was limited to U.S. law firms in the 50 state capital cities. Companies could use State Capital Group member firms to represent their legal and political interests "on the ground" in each of the state capital cities. Indeed, State Capital Group continues to be unique among law firm associations for the breadth and depth of its reach into all 50 state capital cities in the United States.

Within a few years after State Capital Group's formation, international business activity increased and it became important for member firms to be able to assist their clients with legal challenges and business opportunities presented in all areas across the globe. Consequently, State Capital Group expanded its membership in 1996, to include international law firms located in capital cities and major commercial centres around the world. It has grown impressively over the last 20 years from a domestic law firm association to an international law firm association with 146 independent member law firms located throughout North and South America, Europe, the Caribbean, Middle East and the Asia/Pacific Rim region.

Jocelyn Dyer, Executive Director of State Capital Group, explained the features that really characterise State Capital Group member firms. "They are full-service independent firms, well-connected and well-regarded within their legal, business and political

communities. State Capital Group firms have a strong track record in successfully representing their clients in a broad range of transactional, litigation and regulatory matters. They can provide local legal expertise and knowledge to help clients solve some of today's toughest business challenges – no matter where the matter arises." State Capital Group member firms practice independently and not in a relationship for the joint practice of law, and because State Capital Group is not an exclusive referral network, member firms retain the flexibility needed to act in the best interests of their clients when making referrals.

Interaction between member firms is encouraged and facilitated through State Capital Group meetings, networking events, periodic conference calls, publications, newsletters and members-only email discussion lists. Several times each year, attorneys from State Capital Group's member firms gather for membership meetings to enhance legal skills and to share information and expertise relating to specific legal practice areas, marketing and law practice management. Sessions at these membership meetings often feature prominent government and business leaders, providing attendees with first-hand knowledge of issues that are most important to their business clients.

Membership in State Capital Group is by invitation only and is generally limited to one firm per jurisdiction. Firms are invited to join only after demonstrating the highest quality service, industry leadership and the clear value their membership would bring to the network. Candidacy is informed by recommendations from members, clients and colleagues; professional memberships, writing and teaching experience of attorneys; and community service, honours and rankings.

State Capital Group serves as a trusted resource for member firms to help clients take advantage of business opportunities and solve legal challenges in various jurisdictions across the globe with the assistance of lawyers who have local expertise. In addition, State Capital Group helps member firms keep on top of emerging legal trends that may arise in foreign jurisdictions, and allows member firms to be proactive with respect to how those changes affect their clients domestically. State Capital Group's global connections lead to legal solutions around the world.

Interaction between member firms is encouraged and facilitated through State Capital Group meetings, networking events, periodic conference calls, publications, newsletters and members-only email discussion lists.

The Power of an Effective Legal Network

Havel & Holasek has rapidly grown into one of the Czech Republic's largest law firms after it was established in 2001 and was recently named firm of the year in the Czech Republic by an independent panel of Czech evaluators coordinated by epravo.cz.

One of the firm's secrets is that it can leverage the international experience of its lawyers at a discount of around 30%-50% of that charged by international firms, giving an excellent price to value ratio.

Havel & Holasek joined the State Capital Group in 2004 after building a strong local firm in the country. The network gave them an opportunity to provide assistance for Czech clients abroad and compete with international firms operating in the Czech Republic. Michael Mullen, partner with Havel & Holasek, said State Capital Group was the best option for the firm.

He said: "We looked around and identified the State Capital Group as the best network out there that was still free. We have been attending all the meetings and our primary cooperation has been with State's member in Ohio Kegler Brown. They referred their client the Commercial Vehicle Group to us, who made two acquisitions in the Czech Republic. There was also follow on work regarding a dispute, where we also involved the German member of State Capital."

Kellerhals has offices in Basel, Bern and Zurich and has 70 legal professionals, including lawyers, partners and specialist counsels across a range of specialisms.

It is the firm's unique business model to combine the client intimacy seen in a small, local partnership with the reach and experience of an international firm. This approach is reflected in the firm's client base, which includes listed and unlisted Swiss and foreign companies as well as governments and financial institutions throughout Switzerland. Kellerhals also represents individuals in personal concerns, mostly in succession planning and wills, trusts and estates.

Kellerhals has handled challenging and complex cases and legal transactions across a wide variety of market sectors at the national and international level. The extensive expertise and experience of Kellerhals' specialists in specific practice areas, such as Corporate Law, Mergers, Acquisitions and Capital Market, Litigation and Arbitration, Financial Services, Administrative Law and Tax Law allow Kellerhals to offer personal legal services with the backup and resources of a network of specialists.

The firm has clients in all types of industries, yet has particular expertise in the life science industry, the financial industry, construction and real estate as well as in sports and entertainment.

Avramopoulos & Partners is a leading international commercial law firm that focuses on advising multinational corporations in Greece. For over 20 years Avramopoulos & Partners has acted as an adviser to Greek and international corporate clients and governments on investment projects, corporate and tax law services, IT and telecommunications, construction and public procurement, media and entertainment law services, as well as labour and social security law. The firm has a seamless track record of providing clients with:

- senior lawyers with considerable experience advising on a wide range of matters
- seamless legal services, bringing resources together regardless of national or international boundaries
- project management expertise, including the delivery of multi-jurisdictional legal services.

Avramopoulos & Partners's lawyers bring considerable experience advising clients on: structuring and participation in competitive bid and procurement processes, negotiation of documentation, project finance, including all related structuring and taxation aspects, assessing and managing land acquisition, negotiating with, and managing the requirements of, governments including regulatory compliance and approvals, Public Private Partnership (PPP) projects and major



HAVEL & HOLASEK s.r.o.
Michael R. Mullen
+420 224 895950
michael.mullen@havelholasek.cz

Czech Republic

He added: "Our motivation for joining the group was, initially, about the ability to use State Capital firms throughout the US and Europe. We appreciate the network and like the fact that fees for membership are reasonable. So far the benefits to our firm have outweighed the cost of membership."

Mr Mullen said that the primary use for the network is business referrals and networking. He added that most of the firm's know how is held locally, however State Capital Group can provide pre-screened referrals.

Havel & Holasek covers the Czech Republic but liaises regularly with other European members. Mr Mullen said: "I am in close contact with the Romanian member, as we have common clients. I have also sent them clients who have been happy."



Kellerhals
Dr. Thomas Bähler
+41-58-200 3577
thomas.baehler@kellerhals.ch

Switzerland

KELLERHALS.
ANWÄLTE | ATTORNEYS AT LAW

Thomas Bähler, partner at Kellerhals, believes that membership of State Capital Group has been useful for his business in helping to develop contacts.

He said: "We know and we are being reassured on a daily basis that every business is local, yet – especially in a small and open economy such as Switzerland's – open to the world. We believe that our own independence constitutes the basis to provide our clients with independent and excellent advice. We therefore strive at combining our well established position in the local and national market with specific local legal know-how for our clients throughout the world. This was the background for our decision to join State Capital Group in 1995."

Mr Bähler believes that State Capital Group opens doors to independent law firms in a wide array of jurisdictions who share the same corporate culture.



Avramopoulos & Partners
Vassilis D. Avramopoulos
+30210-6922000
v.avramopoulos@avra-law.gr

Greece

avramopoulos & partners

service outsourcing by the private and public sectors and dispute resolution and litigation advice, if required.

Avramopoulos & Partners has been a Member of the State Capital Group since 1998. Managing Partner, Vassilis Avramopoulos, gave several reasons for being a member of the State Capital Group: primarily the invaluable assistance membership provides to clients to resolve legal problems outside their local business territory, and expert knowledge of local and international legal and regulatory issues.

He said: "A member firm in the Group that was working with a global U.S. air freight company connected with our firm to lead an experienced legal team in Greece. We served as their local counsel, providing expertise in contracting issues and assisted the company to establish a permanent enterprise in Greece."