



LATHAM & WATKINS

Corporate counsel continue to rank Latham & Watkins in the top tier of client service as the firm makes its 12th appearance on The BTI Client Service 30. Clients rank the firm 6th overall, up from number 12 last year.

Top legal decision makers are impressed by the firm’s industry groups and the knowledge these groups provide to clients. Clients report the firm brings better understanding of the risks and issues they face which clearly represents an investment in the client—earning Latham & Watkins best-in-class performance in Commitment to Help. In a rare display of law firm budgeting prowess, clients also rank the firm Best of the Best in Meeting Core Scope, which drives a best-in-class performance in Dealing with Unexpected Changes as the budget skill acts as an early warning system to the team.

They are leading client service by performing thorough checks and reviews, saving us time throughout the entire process.

Visionary leadership.

They value our time and continually exhibit understanding, clarity and overall engagement.

2017 A-Team Performance

- Commitment to Help
 - Client Focus
 - Understands the Client’s Business
 - Provides Value for the Dollar
 - Legal Skills
 - Quality Products
 - Meets Core Scope
 - Keeps Clients Informed
 - Deals with Unexpected Changes
 - Handles Problems
 - Breadth of Services
 - Helps Advise on Business Issues
 - Regional Reputation
 - Unprompted Communication
 - Brings Together National Resources
 - Anticipates the Client’s Needs
 - Innovative Approach
- Best of the Best
 Leaders of the Best
 Honor Roll