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MVP: Latham's David Allinson

By **Madison Arnold**

Law360 (November 17, 2025, 4:03 PM EST) -- David Allinson of Latham & Watkins LLP's private equity practice shepherded Blackstone's $7 billion sale of Hotwire Communications to Brookfield and represented CPP Investments in a $15 billion joint venture to expand hyperscale data centers in the U.S., earning him a spot as one of the 2025 Law360 Private Equity MVPs.

His biggest accomplishment:

Allinson said that part of his sense of accomplishment comes from being able to juggle all the different deals for clients in varying industry spaces. One of those transactions in particular struck a chord for him earlier this year — the $7 billion sale of Hotwire Communications.

Allinson served as the lead partner representing Blackstone in the sale of Hotwire to Brookfield Infrastructure.

"Hotwire is a very fast-growing, large and advanced fiber broadband and telecommunication services company. It was just a great transaction, because it was styled as a very competitive auction," Allinson said.

The strategic investment by Brookfield in Hotwire supported the telecom's long-term growth, including in its network densification, geographic expansion and continued innovation in fiber-to-the-home delivery, Latham said.

"How you organize the auction and how quickly you can do things matters," Allinson said, adding, "It was an excellent transaction with all sorts of complexity, but it was a combination of the speed, complexity, getting it signed on time and getting it closed on time with, of course, regulatory overlay, because [Federal Communications Commission] rules do apply, so you have to navigate those. Put it all together, it was a great deal."

His biggest challenge:

Allinson wears multiple hats for Latham, including being global vice chair of the firm's corporate department, in addition to handling matters in his practice. Juggling deals along with helping lead the corporate department presented his biggest challenge this year, he said.

"I'm the vice chair of the corporate department. It's always a challenge in that, if you wanted to, you could work 24 hours a day. So you just have to really determine, 'OK, where am I putting in those extra hours for what's needed?'" Allinson said.

He added, "The challenge usually leads to, obviously, a good feeling of accomplishment."

For example, Allinson was tasked with helping ArcLight Capital Partners in a series of deals that came to a head all at once.

"So, in a 45-day period, we ended up signing five deals, which required a lot of divide and conquering with the teams, so it was a challenge, but it was a great feeling of accomplishment at the end," Allinson said.

Why he's a private equity attorney:

Allinson was first drawn to mergers and acquisitions and private equity work as a summer associate. Initially, he went to law school thinking he would be a litigator until he took contracts, securities regulation and M&A classes, he said.

"But it was really working as a summer associate, where I did a combination of corporate work, M&A and litigation and everything else that you do as a summer associate," Allinson said.

He also interacted with both the people leading deal teams and the clients.

"Obviously, in my space, which is dominated by private equity, you're representing very sophisticated clients who all they do is buy and sell companies. So it's helping them structure deals, solve their problems, and you're also in the trenches with them in the decision-making and trying to be the best adviser you can. It's putting all that together ... but it's really the people part and the client interaction and trying to drive to the right outcomes for your client," Allinson said.

What motivates him:

In his work, Allinson said he is motivated in part by team and practice building at Latham, including developing the next generation of talent to help clients.

"That part is tremendously gratifying. It's a challenge, but it's very gratifying," Allinson said, adding, "And it's the client interaction. To me, there's nothing better than being able to be a true adviser to your clients and advise them in a way where you are helping them solve problems, you're bringing creativity to the solutions, and you're also deeply caring about their outcomes. And it's that whole process, which, again, I find gratifying every day."

His advice for junior attorneys:

Allinson has multiple pieces of advice for younger attorneys, including that they should get experience in various areas of the law so they can see what exactly it is they gravitate toward.

"That includes not only the diversity of different types of M&A transactions. Do private equity. Do private equity in different industry spaces. Do it in infrastructure. Do it in telecom. Do it in healthcare.

But also, do public company M&A because not only is it more interesting, but all these skills interact and build on each other and make you better," Allinson said.

Additionally, younger attorneys should take on as much responsibility as possible because "there's no substitute" for getting in the middle of the action, he said.

"Try to punch above your weight. So when you're the second year and someone is asking you to draft something, you're like, 'Oh my God, it's the first time I've drafted something.' You've got to jump in. And every step of the way as you're developing as an associate, you have to take on that responsibility," Allinson said.

Lastly, younger attorneys should figure out how to put themselves in clients' shoes.

"You have to totally understand what they're trying to accomplish, how they're going through the process of what they're trying to accomplish and even the things the client is trying to navigate, whether it's complicated deal issues or even internal politics," Allinson said. "Once you do that, and you internalize it and you care, you're just a ... much better attorney. Not only do you have a better sense of delivering better client service, but it's more interesting because you're caring about your clients' outcomes."

--As told to Madison Arnold. Editing by Melissa Treolo.

Law360's MVPs are attorneys who have distinguished themselves from their peers over the past year through high-stakes litigation, record-breaking deals and complex global matters. A team of Law360 editors selected the 2025 MVP winners after reviewing nearly 900 submissions.
