

# Lawyer of the year

## WINNER

# Paul Smith

## Eversheds

### *Client relationship pioneer*

As relationship partner for Tyco, Paul Smith was instrumental in persuading his client to ditch around 250 firms to secure a £10m-a-year contract to become the company's sole EMEA legal adviser. This is an extension of a model that Smith experienced as client partner for DuPont, and puts him at the cutting edge of client relationship management.

Smith is widely admired by in-house counsel, who recognise his efforts in creating a better model for delivering legal services in multiple jurisdictions. As one external consultant put it: 'He has been remarkably successful in leading a sea change within Eversheds to organise and deliver services in a way that is far more palatable to clients. There is nothing approaching it in any other law firm I've seen.'

## HIGHLY COMMENDED

### TIM HAILES

#### JPMorgan

JPMorgan's managing director and associate general counsel, Tim Hailes, is best known for his role in pushing diversity and inclusiveness up the law firm agenda. Working closely with the gay rights group Stonewall, Hailes asked all of JPMorgan's key legal advisers to attend a seminar on best practice. The initiative was taken so seriously that most relationship partners turned up for a series of open and productive discussions. Hailes's achievements go beyond diversity, however. His excellent reputation within the capital markets industry was confirmed when he was named global chairman of the Joint Trade Association's working group on retail structured products.

### DINAH ROSE QC

#### Blackstone Chambers

Since taking silk in 2006, leading public law, civil liberties and employment barrister Dinah Rose QC has worked on several of the most high-profile cases in the

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High Court, most notably the judicial review of the Attorney General's highly controversial decision to drop the investigation into alleged bribes of Saudi officials by BAE Systems. Her reputation was further enhanced by successfully representing Freshfields Bruckhaus Deringer against former partner Peter

With the firm winning other big clients using his model, including Severn Trent, Samsung and Akzo Nobel, the tough economic climate and clients' increasing frustration with hourly billing rates means that Smith is a true leader in his field.



Paul Smith of Eversheds (centre) with David Wilkinson of Ernst & Young

Bloxham in the first major case to be brought under the new age discrimination legislation.

### MICHAEL SULLIVAN QC

#### One Essex Court

In acting for Zambia in three highly significant cases during 2007, Michael Sullivan QC not only confronted widespread corruption and the assaults of aggressive litigants, but has also put his own life at risk. He recently distinguished himself for his involvement in International Chamber of Commerce arbitration concerning the acquisition of the licence for the Zambian National Lottery, and the circumstances surrounding the privatisation of Zambia's principal lime company, as well as proceedings arising out of alleged fraud and corruption by members of previous Zambian governments. The result of these are generally considered of paramount importance to the whole African continent.

### FIONA WOOLF

#### CMS Cameron McKenna

In stark contrast to some of her predecessors, when Fiona Woolf came to the end of her tenure as president of The Law Society last July, her stock could not have been higher. Widely hailed as the most successful president for many years, Woolf's reputation and background not only helped her to get City law firms on her side, but was crucial in representing The Law Society in successfully campaigning on a number of huge developments for the legal profession. Achievements include: getting a crucial provision removed from the Legal Services Bill that would have allowed the Lord Chancellor to appoint a legal regulator; successful negotiations around the potential liberalisation of the Indian legal market; and facilitating City-firm involvement in the Third Money Laundering Directive.

# Congratulations

to all of the award winners at the

## Legal Business Awards 2008

The world is changing for professional partnerships. Legal structure, regulation and ownership compete with financial management and tax structure for space on the agenda. Understanding and managing the levels of risk in the practice must also be a high priority.

In times like these you should look to your professional advisors for support and advice.

Our multi-disciplinary Professional Partnership Services Team works locally, nationally and internationally to deliver tailored solutions and practical advice to clients wherever they are based.

We understand the issues and opportunities which arise from the operation of a professional practice: not only can our team advise on best practice as a result of their experience with other clients but we can also share with you our own firm's experiences as one of the world's largest professional services organisations.

Our team provide a truly proactive approach, alerting you to emerging issues and providing practical, commercial solutions tailored to meet your exact requirements.

To find out how we can contribute to your business please contact David Wilkinson at [dwilkinson@uk.ey.com](mailto:dwilkinson@uk.ey.com) or 020 7951 2335.