

LITIGATION BOUTIQUES **HOT LIST**

SPECIAL REPORT | At the 10 law firms spotlighted here, it's all about skill, not size. The lawyers at these litigation shops, all of which have fewer than 51 attorneys, are as clever at practicing on paper as they are at wooing a jury. Many of these lawyers have honed their craft at the biggest and best firms in the nation and have opted, once they've gained crucial work experience, for a small-firm career. We've highlighted the special strategies and creative approaches they used in 2013 to help set precedent, right wrongs and save the day for the client.

LEE TRAN & LIANG

An Auspicious Start Yielding Big Returns

Since four attorneys from Quinn Emanuel Urquhart & Sullivan opened Lee Tran & Liang a decade ago, the firm has developed a solid reputation for wins in intellectual property, commercial disputes and employment law and has developed a roster of top clients including AT&T Inc., The Walt Disney Co. and Vizio Inc.

In 2013, its string of successes grew a lot longer. Describing itself as the largest litigation-only minority-owned law firm, the boutique is loading up on lawyers. It expects by March to have 24 attorneys, including the nine it hired in 2013 and three more joining this year.

Last year, Lee Tran managed to secure a dismissal — without payment — on behalf of energy giant Southern California Edison Co. Hydroelectronic power equipment company SBIW Inc. had sued SoCal Edison for misappropriation of trade secrets in connection with the refurbishing of a SoCal Edison plant. SBIW, which alleged about \$5 million in trade secrets damages, was the subcontractor on

the project, and is also suing the general contractor General Electric Co. in a parallel case in New York. Lee Tran moved the case from New York to Los Angeles and secured dismissal of one of the claims. Following discovery, SBIW moved to dismiss the action.

William Frimel of Menlo Park, Calif.-based Heffernan Seubert & French opposed Lee Tran in the action. He said that K. Luan Tran, who represented SoCal Edison, was "focused on the key issues, particularly the ones where [Frimel's] case was not the strongest." Frimel added, "He did not make things difficult for the sake of making them difficult." He described Luan Tran as "personable."

Also last year, Lee Tran successfully defended a patent infringement action for Vizio over video-signaling technology and mounted another defense for AMC LLC in a wage-and-hour class action that is still pending.

Right now, Lee Tran is wrestling its biggest fish ever. The litigation is a battle waged by Frank Reginald "Reggie" Brown against

Snapchat Inc., the Venice, Calif., company behind a popular app that lets users send text messages, pictures and videos that self-destruct seconds after being received. Snapchat's counsel? Quinn Emanuel.

Brown, Lee Tran's client, who claims he initially came up with the Snapchat idea, has sued for damages in excess of \$1 billion. It's reminiscent of the Hollywood-celebrated 2008 legal battle between Cameron and Tyler Winklevoss and Facebook Inc. chief executive officer Mark Zuckerberg over the original idea behind the social-networking site.

"Obviously, in sheer size and potential amount, Snapchat put us on the map. It's the largest case in our firm's history," said Luan Tran, the lead attorney representing Brown. In that and other cases, the firm tries "to be very efficient with a targeted approach," he said. "We fight hard but fair for our clients. We don't file a lot of B.S. motions."

—LISA HOLTON

TRIAL TIPS

■ I learned this from my old boss John B. Quinn: From the moment you get a case, you've got to start thinking about every element of it in depth immediately, from discovery to jury instruction.

■ We believe in holding mock trials. You're risking malpractice without them.

■ Juries are smarter than you think they are, and if you're caught doing something you can't back up, that's going to negatively reflect on your client.

—K. LUAN TRAN

FIRM FACTS

Founded: 2003 ■ Based: Los Angeles ■ Total No. of Attorneys: 24 ■ Partners: 8 ■ Associates: 12

ABOUT US

AV-rated by Martindale-Hubbell, we started in 2003 as the first spin-off of trial powerhouse Quinn Emanuel Urquhart & Sullivan, LLP. Our practice is devoted to trials, litigation and counseling in the areas of intellectual property, commercial disputes and employment. With over 35 attorneys across offices in California (Los Angeles and San Francisco), we serve global clients with their most complex matters throughout the country.

LTL has recently been recognized for its outstanding client service and innovative legal work. We were named as One of the Best Firms at Developing and Implementing Alternative Fee Arrangements and as one of the 2016 Client Service A-Team (BTI Consulting); we were named as the 2015 Law Firm of the Year by the National Asian Pacific American Bar Association; we were selected to the 2014 National Law Journal Litigation Boutiques Hot List (one of ten firms nationally); and we received the 2013 Client Service Award from the California Minority Counsel Program. Our attorneys have been honored as among the “Top 20” in California, “Best Lawyers...in America” and “Super Lawyers” by leading legal publications and organizations. Clients and opposing counsel have referred to us as “the finest trial lawyers in the country,” “outstanding, tenacious, and cost effective,” and “creative.”

Our professional and academic credentials are second to none. Our attorneys practiced at leading international law firms and graduated from top law schools. We are privileged to serve successful entrepreneurs and businesses as well as recognized global industry leaders.

WHY US?

Winning Record.

We have tried more cases than most firms many times larger, and our winning record is the envy of our peers. We regularly – and successfully – litigate against the largest and best known law firms in the world. We have obtained multi-million dollar verdicts and settlements, and have achieved complete defense verdicts in bet-the-company cases.

Not Your Typical Lawyers.

We do not simply “handle” cases for the sake of going through the “motions.” We are think-out-of-the-box types, sophisticated, yet street-savvy. We do not waste time on unfruitful billing exercises, but focus on things that matter. We like to share the risks and rewards with our clients. But most of all, we focus on solving problems.

Cost-effective.

Our rate structure is much more cost-effective than those of comparable attorneys at the large firms. But more importantly, we employ the latest technological and case management tools available to level the playing field against any opponent. In appropriate matters, we also offer a number of alternative fee options including contingency, hybrids, caps, and fixed fees.

INTELLECTUAL PROPERTY

We realize that intellectual property often represents the primary component of a company's value and reputation. As such, we provide practical advice to our clients on how best to protect their intellectual property, and how to defend against infringement assertions. When litigation is certain, we have successfully litigated numerous patent, trademark, trade dress, and copyright matters across the United States including California, Texas, Delaware, and New York.

We are proud to serve clients in diverse industries, including entertainment, computer technology, biotechnology, consumer electronics, internet, financial services, automotive, cosmetics, toy, and retail sectors. We have the technical background necessary to understand and effectively try cases involving complex technical issues (which often arise in intellectual property disputes). For example, our attorneys have served as general counsel of technology companies, worked as a chemical engineer prior to attending law school, and practiced as an Associate Solicitor at the United States Patent and Trademark Office. LTL's broad range of practical, hands-on experience provides our clients with an added advantage.

REPRESENTATIVE MATTERS

PATENT DISPUTES

- Successfully defended a leading athletic shoe and apparel manufacturer in trademark and design patent case where plaintiff sought over \$60 million in damages; obtained summary judgment; affirmed on appeal by the Federal Circuit.
- Successfully represented Microsoft, Oracle and Microsemi against patent infringement suit brought in the Northern District of California. Obtained dismissal.
- Successfully represented Microsoft against patent infringement suit brought in the Southern District of Florida. Case settled under favorable terms.
- Obtained favorable settlement for world's leading entertainment and media company in patent infringement and idea theft case.
- Successfully represented leading Taiwan chip manufacturer in patent infringement and breach of contract case in the Central District of California. Case settled under favorable terms.
- Obtained numerous victories (dismissals, summary judgments, settlements) for VIZIO in patent infringement suits in Texas, Delaware, California, and the International Trade Commission (ITC).
- Successfully represented Amazon.com against patent infringement suit filed in N.D. Cal. Case was settled under very favorable terms.

- Successfully represented NETGEAR against patent infringement suit brought in the District of Delaware and the Eastern District of Texas.
- Successfully represented MySpace against patent infringement suit brought in the District of Delaware. Case settled under favorable terms.
- Obtained complete victories for clients in numerous *Markman* hearings.
- Enforced patent portfolio for NASDAQ-listed company against several Fortune 100 companies, including Google.
- Successfully represented a leading Asian semiconductor company in a patent suit brought by industry leading giants.

TRADEMARK/COPYRIGHT DISPUTES

- Prevailed before the 9th Circuit on trademark appeal after substituting in as counsel for oral argument.
- Successfully represented Jo-Ann Stores against trademark infringement suit in the Central District of California. Case settled favorably.
- Successfully represented Easton-Bell Sports against trademark suit brought by DuPont Corporation.
- Secured stipulated judgments on behalf of Pinkberry, Inc. in numerous trademark and trade dress infringement matters across the U.S.
- Obtained favorable rulings from foreign trademark and patent offices on behalf of Pinkberry, Inc. in numerous opposition matters.
- Obtained summary judgment for two leading manufacturers of interior tiles in copyright and trade dress infringement case.
- Successfully represented Costco Wholesale against copyright infringement suit in the Northern District of California.
- Obtained significant confidential settlement in trademark cases on behalf of client on contingency fee basis.
- Represented the Academy of Motion Picture Arts & Sciences in trademark and cyber-squatting lawsuit against Godaddy.com. Case was called the “Trademark Case of the Year” in 2010 by a leading legal publication.

COMMERCIAL LITIGATION

We provide aggressive and cost-efficient representation in complex commercial disputes at every level of the state and federal court systems. We have successfully litigated disputes involving breach of contract, business torts, construction, unfair competition, intellectual property, securities, and "bad faith" insurance disputes. We do not believe in a one-size fits all approach. Our attorneys firmly believe that understanding and appreciation of the client's business operation and goals are critical to effective legal representation. Client resources should not be expended simply for the sake of "building the case." Litigation and, if necessary, trials are only necessary when extenuating business circumstances demand them or when business diplomacy fails.

Our lawyers also have extensive experience representing major corporations in both domestic and international arbitration proceedings. Our attorneys have participated and prevailed in several high-profile arbitration proceedings before the American Arbitration Association, the International Chamber of Commerce, the NYSE, the NASD, JAMS, the London Court of International Arbitration, and the Stockholm Chamber of Commerce.

REPRESENTATIVE MATTERS

- Represented Reginald Brown in ownership claim over social media app Snapchat. Settlement obtained on mutually agreeable confidential terms to all parties.
- \$27 million – Obtained full contract value for client in a bad faith/breach of contract dispute.
- \$20 million – Represented a public utility in a \$20 million real estate dispute. Obtained dismissal of action on demurrer.
- \$18 million – Defense side arbitration award in breach of contract claim brought by subsidiaries of a publicly traded \$1.4 billion Japanese conglomerate.
- \$6 million – Obtained complete defense verdict in a rare two-month RICO trial in which plaintiff was seeking over \$6 million.
- \$4 million – Settlement in breach of buyout agreement against a NASDAQ-listed company.
- \$4 million – Enforcement of judgment for the Estate of Elvis Presley.
- \$3 million – Obtained arbitration award in a joint venture dispute.
- \$2.7 million – Obtained victory before the Court of Appeal in connection with the 1998 landslide in Orange County.

- \$2.6 million – Successfully represented a NASDAQ-listed company in commercial dispute.
- \$1.6 million – Arbitration award in complex shareholder's dispute.
- \$1.5 million – Represented entertainment conglomerate in contract disputes and obtained over \$1.5 million against a leading internet company.
- \$1.4 million – Obtained Federal trial verdict for VIZIO Inc. in a breach of contract dispute against a Taiwanese supplier for providing defective HDMI components.
- \$1.4 million – Settlement in a commercial fraud case. Firm retained just weeks prior to trial.
- \$1.2 million – Obtained settlement in Ponzi-scheme case against international bank.
- Obtained walk-away settlement on behalf of public utility in a trade secrets misappropriation case.
- Successfully represented Chrysler in several breach of contract/commercial disputes.
- Successfully defended KIA Motors in a breach of contract involving dispute over employee benefits.
- Successfully defended Southern California Edison in numerous real estate and commercial litigation matters.
- Currently representing Wal-Mart in numerous litigation matters, including various commercial class action and employment disputes.

EMPLOYMENT LITIGATION

We have successfully handled matters involving wrongful termination, race, gender and disability discrimination, wage and hour law, sexual harassment, medical and disability leave, and compensation and termination. Whether it is a single-plaintiff matter or a purported class action, we resolve problems quickly and cost-effectively. While many law firms over-litigate claims, we use efficient tactics and strategies to obtain timely and favorable results. We have successfully represented employers and employees in administrative proceedings before state and federal agencies (including the Equal Employment Opportunity Commission, the California Department of Fair Employment and Housing, and the U.S. Department of Labor), state and federal courts, and all leading arbitration institutions (AAA, JAMS, et al.).

REPRESENTATIVE MATTERS

Class Action Matters

- Successfully defended Wal-Mart Stores against wage & hour class action lawsuit alleging unpaid overtime pay related to off-the-clock activities. Obtained dismissal with prejudice.
- Obtained complete dismissal of all class allegations (for unpaid overtime, meal and rest periods) as to current employees, before any discovery was conducted and before the filing of any class certification motions. This unusual and creative victory was covered by the Los Angeles Daily Journal on August 1, 2012.
- Defeated class certification in wage & hour class action. LTL represented a recycling and manufacturing facility against claims for unpaid overtime, missed meal and rest breaks, failure to provide accurate wage statements, etc.
- Defeated two separate class certification motions in wage & hour class action for chain of nursing care facilities.
- Successfully marshaled favorable settlements in several wage & hour class action matters, including matters for Smart & Final, Trumpet Behavioral Health, Green Diamond Resource Company, Performance Credit Corporation, and Shurgard Storage Centers.
- Successfully represented an insurance claims administration company against a class action lawsuit alleging employee misclassification. Case settled under favorable terms.
- Successfully defended Southern California Edison against wage & hour class action lawsuit alleging unpaid overtime and related claims related to off-the-clock work. Case settled under favorable terms.
- Successfully represented a national property management company against class action lawsuits involving overtime, rest and meal breaks, etc. Case settled under favorable terms.

Single-Plaintiff/Non-Class Matters

- Successfully represented Taco Bell Corporation in employment lawsuit dealing with disability discrimination, wrongful termination, and retaliation. Case settled under highly favorable terms, with minimal discovery.
- Successfully defended Newegg against employment lawsuit involving wrongful termination. Obtained Summary Judgment.
- Obtained complete defense arbitration award on behalf of Hana Financial, Inc. in several lawsuits dealing with sexual harassment, age discrimination, wrongful termination, and retaliation.
- Successfully represented California State University (various campuses) in numerous employment lawsuits involving discrimination, wrongful termination, sexual harassment, retaliation and other causes of action.
- Successfully represented KIA Motors against suit involving employee benefits.
- Obtained complete defense verdict after two-month trial for former employee of Payday Loan and others in one of the few civil RICO cases in history that went to trial.
- Successfully represented Home Depot against numerous employment lawsuits. Obtained highly favorable settlements.
- Successfully represented Taco Bell Corporation against suit involving alleged unpaid overtime. Case settled under favorable terms.
- Successfully represented O'Reilly Auto Parts against employment lawsuit involving wrongful termination.
- Successfully defended Panda Restaurant Group against wrongful termination claims. Obtained complete dismissal.
- Currently defending Wal-Mart, the Home Depot, Kaiser, and others against various employment lawsuits throughout Southern California. These cases involve claims for wrongful termination, discrimination, unpaid wages, reasonable accommodations, etc.

PARTNERS**DAVID AMMONS** – Managing Partner

Education: University of Michigan (J.D., 1994); University of Southern California (B.A., *Political Science & International Relations*, 1991). **Former Affiliations:** San Francisco City Attorney's Office; Schiff Hardin; Manatt Phelps; Baker & Hostetler.

HEATHER AUYANG – Partner

Education: Tulane Law School (J.D., *cum laude*, 1997); UC San Diego (B.S., 1994). **Former Affiliations:** Associate Solicitor, USPTO; Clifford Chance; Roper & Quigg.

PRASHANTH CHENNAKESAVAN – Partner

Education: Columbia Law School (J.D., Harlan Fiske Stone Scholar, 2011); Finalist, Harlan Fiske Stone Moot Court Competition; Editorial Board, *Columbia Human Rights Law Review*, University of Southern California (B.A., 2007). **Former Affiliations:** Quinn Emanuel Urquhart & Sullivan, LLP.

JAMES M. LEE – Co-Founder

Education: Stanford Law School (J.D., 1997), Editor, Stanford Journal of Law & Policy; USC (B.S., *cum laude*, 1993). **Former Affiliations:** Quinn Emanuel Urquhart & Sullivan LLP; Morgan Lewis & Bockius LLP. **Activities:** Judge Pro Tem, LA Superior Court (2004-present); Criminal Law & Procedure & Civil Rights Instructor, LAPD; Named "SuperLawyer Rising Star."

ENOCH H. LIANG – Partner

Education: Columbia Law School (J.D., 1999), Harlan Fiske Stone Scholar; The Ohio State University (B.S., *summa cum laude* 1996). **Former Affiliations:** Lovells (Beijing, China); Quinn Emanuel Urquhart & Sullivan LLP. **Activities:** Board of Governors-SCCLA; Advisory Board-Asia Society of So. CA; Named "SuperLawyer" each year since 2011.

CALEB H. LIANG – Partner

Education: UC Davis School of Law (J.D., 2008); UCLA (B.A., 2004). **Former Affiliation:** Kingsley & Kingsley, and Junhe Law Offices, China.

PAUL W. MOSKOWITZ – Partner

Education: University of Virginia School of Law (J.D., 1990); University of Virginia (B.A., 1985). **Former Affiliations:** Bird Marella Boxer Wolpert Nessim Dooks Lincenberg & Rhow, P.C.; Fidelity Federal Bank; Jones Day.

VINCENT M. POLLMEIER – Partner

Education: Loyola Law School, Los Angeles (J.D., 2000); University of Texas (M.S., Aerospace Eng., 1988); Iowa State University (B.S., Aerospace Eng., 1986). **Former Affiliations:** Karish & Bjorgum, P.C.; Quinn Emanuel Urquhart & Sullivan, LLP; Knobbe Martens Olson & Bear, LLP.

MICHAEL J. SONG – Partner

Education: George Mason University School of Law (J.D., 2004); Thomas Jefferson University (M.S., *Biomedical Chemistry*, 2001); Johns Hopkins University (B.S., *Biomedical Engineering*, 1999). **Former Affiliations:** Perkins Coie LLP; Foley & Lardner LLP.

THOMAS D. SUH – Senior Adviser

Education: University of California, Hastings College of Law (J.D., 1998); UCLA (B.A., *cum laude, college honors*, 1994). **Former Affiliations:** Morgan Stanley; Deloitte & Touche LLP; DestinationRx, Inc. (General Counsel). **Activities:** Board of Directors, California Minority Counsel Program.

JOE TUFFAHA – Partner

Education: UCLA, School of Law (L.L.M., 2009); University of California, Hastings College of the Law (J.D., 2007); Tufts University (B.A., 2003). **Former Affiliations:** Herbalife International of America, Inc.; Severson & Werson, P.C.; Los Angeles County Superior Court.

WILLIAM W. YEN – Partner

Education: Loyola Law School, Los Angeles (JD, 2011); University of California, Los Angeles (Post-Bacc., 2005); University of California, Berkeley (B.A., 1999). **Former Affiliations:** Sapient Law Group, P.C.; Wilson Sonsini Goodrich & Rosati.

COUNSEL/ASSOCIATES**DAVID CRANE** - Associate

Education: UCLA School of Law (J.D., 2015); George Wythe University (B.A., *summa cum laude*, 2012).

LIZZIE DINH - Associate

Education: University of California Berkeley School of Law (J.D. 2019); University of Southern California (B.S. 2014).

TIFFANY S. HANSEN - Senior Counsel

Education: Golden Gate University (J.D., *with Honors*, 2013); Washington State University (B.A., 2008). **Former Affiliation:** Bartko, Zankel, Bunzel & Miller (San Francisco, CA).

BLAKE E. GUERRERO - Associate

Education: University of California at Berkeley (J.D. 2018), UCLA (B.A. 2014, *Summa Cum Laude*)

DAVID M. GRIMES - Associate

Education: University of Southern California, Gould School of Law (J.D. 2018); Sarah Lawrence College (B.A. 2007).

TRAVIS T. HALL - Associate

Education: UCLA School of Law (J.D., 2014); UCLA (B.A., 2011). **Former Affiliations:** Rader, Fishman & Grauer; Quinn Emanuel Urquhart Oliver & Hedges LLP.

STEVEN R. HANSEN - Special Counsel

Education: Harvard Law School (J.D., *magna cum laude*, 1998); University of Michigan (B.S.E., *Chemical Engineering summa cum laude*, 1988). **Former Affiliations:** Rader, Fishman & Grauer; Quinn Emanuel Urquhart Oliver & Hedges LLP.

KEVIN KELLY - Associate

Education: University of Southern California, Gould Law School (J.D., 2010); University of California, Irvine (B.A., *cum laude*, 2007).

JOSHUA T. LE - Associate

Education: University of California, Berkeley, School of Law (J.D., 2019); San Francisco State University (B.A., 2013).

JULIA LEVITSKAIA - Associate

Education: Golden Gate University School of Law (J.D. Specialization in Litigation and Intellectual Property Law, 2012); Rutgers University (B.A., Psychology & Criminal Justice, 2006).

DAT NGUYEN - Associate

Education: University of Southern California (J.D., Gouldie Scholarship Recipient, 2011); University of Maryland (B.S., Mechanical Eng., Honors Program, 2006). **Former Affiliations:** Sagewise, Inc. (VP of Special Projects); Milbank, Tweed, Hadley & McCloy LLP; Omick, Hemmington & Sutcliffe LLP; United States Patent and Trademark Office (Patent Examiner).

MICHAEL PEARLSON - Associate

Education: University of California Berkeley School of Law (J.D. 2019); Columbia University, Graduate School of Arts and Sciences (M.A., 2014); University of California, Berkeley (B.A., 2011)

OMAR TUFFAHA - Associate

Education: Fordham University School of Law (J.D., *cum laude*, 2012); Tufts University (B.A., 2006).



LTL has served Chrysler in several commercial disputes and their responsiveness, approach and efficiency are impressive.

- Chris Zammit / Senior Counsel, Chrysler Group

LTL has worked on many patent cases for VIZIO including several on-going matters. They are a dependable team and very cost effective.

- Jerry Huang / VP Legal Affairs, VIZIO

We engaged LTL on contract/commercial disputes, which they resolved successfully. But in particular, they did so with utmost efficiency—something that we know is a result of experience and creative lawyering—which we value tremendously at Live Nation."

- Richard Patti / SVP & Associate General Counsel, Live Nation

For a number of years, Southern California Edison often operated under the belief that the retention of the large, well-known law firms was necessary to receive top-tier legal representation. Having worked with [LTL] for almost five years, we now understand that smaller firms can provide equally effective representation.

- Leon Bass, Jr. / Director & Managing Counsel, Southern California Edison

The attorneys at [LTL] are top quality trial attorneys, able to provide big firm strategic advice and case handling with an eye towards efficiency and affordability. They recognize the business side of their legal matters, ensuring that a legal victory doesn't come at the expense of their client's economic interests.

- Mark Goldzweig / Assistant General Counsel, KIA Motors America

"We continue to expand and defend our IP all over the world. LTL's expertise is critical to our company's success...We consider them a crucial, trusted business partner that cost effectively does an exceptional job."

- Michael Don / SVP, Chief Financial Officer, Pinkberry

[LTL] is our go-to counsel for litigation and day-to-day advice. [LTL] understands and appreciates our business objectives whether in a litigation or business context. The firm's experienced trial team provides result-oriented services in a very cost-effective manner.

- Christine Chong / Senior Vice President, American Golf Corporation

Partial Client List

- Academy of Motion Picture Arts & Sciences
- Allstate
- AU Optronics
- City of Long Beach
- Corelogic
- Costco Wholesale
- Easton-Bell Sports
- FCA US LLC (Fiat Chrysler)
- Herbalife
- Home Depot
- KIA Motors
- Lafayette Life
- Live Nation Entertainment
- Mediatek
- Microsoft
- NETGEAR
- NBC Universal
- Newegg
- Oracle
- Panda Restaurant Group
- Pinkberry
- Public Storage
- Razor USA
- SanDisk
- Sempra Energy
- Sony Computer Entertainment America
- Southern California Edison
- Symantec
- Taco Bell
- VIZIO
- Wal-Mart Stores

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