

Bartlit Beck Attorneys Named Client Service All-Stars

January, 2010

Two Bartlit Beck partners, Jason Peltz and John Phillips, were named by clients as deserving of the BTI Client Service All-Star Award. This award is given to a small group of lawyers nationwide who are identified by corporate counsel as providing exceptional:

- Client focus;
- Understanding of clients' business;
- Delivery of efficient, value-added service;
- Results; and
- Legal skills

In its January 26, 2010 article entitled, *In-House Counsel Name Favorite Litigators*, Law360.com reported as follows:

Litigators named by corporate counsel in a new report for providing excellent client service all seem to share one trait: a profound knowledge of their clients' businesses and goals. At least 36 of the 165 lawyers identified in the report, published by the BTI Consulting Group Inc. (Wellesley, Mass.) identified litigation as a primary practice area. The Client Service All-Stars 2010 is based on interviews with 240 corporate counsel who were asked to identify lawyers that excel in client service.

Of course, some clients also prefer billing arrangements that prize the value of the work done instead of the hours expended on a case. Since the founding partners of Bartlit Beck Herman Palenchar & Scott broke off from Kirkland & Ellis LLP about 16 years ago, they have never charged by the hour but instead have used fixed monthly fees with some bonuses for successful outcomes. "I believe our billing model has aided our ability to provide exceptional client service," said litigation partner Jason L. Peltz, adding that clients quickly began insisting on the arrangement with other firms across the country.

Peltz, who has represented United Technologies Corp., DuPont Co., Bayer and other companies across a range of industries and practice areas, was nominated for the survey by a Fortune 100 high-tech manufacturing company. "Our clients no longer feared calling us or e-mailing us with small issues here and there, concerned that they're going to be billed a quarter of an hour or one-tenth of an hour," he said. "The model has allowed us to become true teammates," he said.

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