CONNECTING SUCCESS
WASHINGTON, DC “INSIDER”

One office by design—a dominant presence in Washington, DC

Wiley Rein operates at the intersection of politics, law, government, business, and technological innovation, representing a wide range of global clients, including more than 400 government contractors, top communications companies, and the biggest global insurance and finance organizations. Our clients generally include Fortune 1000 companies that span most industries, as well as thousands of midsize and small businesses, and more than 130 business groups, nonprofits, and major trade associations.

Many of the firm’s attorneys have held high-level positions in the White House, on Capitol Hill, and in federal agencies including the U.S. Department of Defense, the Federal Communications Commission, the Federal Trade Commission, the U.S. Department of State, the U.S. Department of Commerce, the Federal Election Commission, the U.S. Department of Justice, and the U.S. Patent and Trademark Office—and have long-standing relationships with key decision-makers and influencers in Washington, DC. We also have a deep pool of attorneys who have experience litigating and counseling clients on classified matters within the defense and intelligence communities. This experience allows us to provide clients with the comprehensive coverage required to be successful in Washington’s complex policy, legal, and regulatory environment.

"Wiley Rein represents as perfect a merging of public policy and corporate America as exists in Washington."

— LEGAL TIMES
CHAMBERS USA RANKS

OF OUR PRACTICES AMONG THE BEST IN THE COUNTRY

OUR PRACTICES

Appellate
Consumer Product Regulation
Corporate
Election Law & Government Ethics
Employment & Labor
Environment & Safety
Franchise
Government Contracts
Health Care
Insurance
Intellectual Property
International Trade
Litigation
Privacy, Cyber & Data Governance
Public Policy
Telecom, Media & Technology
White Collar Defense & Government Investigations

WE ARE TRUSTED COUNSEL TO OTHER LAW FIRMS

WILEY REIN IS THE GO-TO REFERRAL WASHINGTON, DC FIRM FOR SOME OF THE COUNTRY’S LARGEST LAW FIRMS, WHO TRUST US TO PROVIDE SOPHISTICATED “INSIDE THE BELTWAY” SOLUTIONS FOR THEIR CLIENTS

MORE THAN 65% OF OUR NEW CLIENTS COME FROM REFERRAL SOURCES (i.e., OTHER LAW FIRMS, CURRENT AND FORMER CLIENTS, ALUMNI, AND CONSULTING FIRMS)

OUR ALUMNI NOW SPAN MANY DIFFERENT GOVERNMENT AGENCIES, CORPORATIONS, AND NONPROFITS, AND WE ARE HONORED AND PROUD TO HAVE SERVED AS A SPRINGBOARD IN THEIR CAREERS.
In keeping with the dynamic and agile firm that Wiley Rein has always been, we have embraced the challenges of the future, working with our next-generation leaders to expand and innovate our services to best meet the complex, diverse, and evolving needs of our clients. These exciting, collaborative efforts have resulted in a significant number of new clients, attracting innovative technology and life science companies and pioneering startups that are changing the 21st century landscape and launching many new industries.

We believe delivering consistent and successful results is achieved through building true partnerships with our clients. We do this by understanding the industries and economic climate in which they operate and the current and potential legal issues that impact their business. Most importantly, because Wiley Rein remains a Washington, DC-based firm that largely operates out of a single office, we are able to control costs and billing rates in a manner that is nearly impossible in large, multi-office or multinational law firms.
Wiley Rein’s outstanding blend of two dozen areas of service and the unique offerings of our subsidiary, Signal Group, can only be found in one firm nationally. Our elite regulatory and litigation practices are highlighted below.

**APPELLATE**

Described by *The Legal 500 US* as “hugely effective,” Wiley Rein’s Appellate Group has a tremendous record in courts at all levels throughout the country. Our “elite cadre of appellate lawyers” (*Legal Times*) is frequently called upon for “bet the company case[s]” or to reverse a lower court, regulatory, or legislative defeat, as we have done many times. The Group often takes the lead for an entire industry on a critical issue in litigation across the country.

**CONSUMER PRODUCT REGULATION**

We offer our clients a unique, multidisciplinary “consumer product team” consisting of lawyers, consultants, and regulatory analysts who assist clients with regulatory challenges associated with product development, sourcing, manufacturing, marketing, labeling, transportation, safety, and recalls, as well as product recycling and disposal. Our internationally recognized team represents clients in policy, regulatory, and litigation matters before Congress, the courts, and government agencies at the federal, state, and municipal levels.

**CORPORATE**

Our Corporate attorneys have completed hundreds of deals involving billions of dollars throughout the country in recent years. We represent clients in a variety of industries, including broadcasting, cable, satellite, new media, wireless, telecommunications, real estate, construction, energy, transportation, banking, manufacturing, entertainment, government contracting, health care, and franchising.

**ELECTION LAW & GOVERNMENT ETHICS**

Our premier Election Law & Government Ethics Practice provides sophisticated counsel on all aspects of political law, including federal, state, and local regulation of campaign finance, lobbying, and government ethics. As one of the largest practices in the country, our unique size and strength allows us to provide highly efficient, yet comprehensive service to more than 350 clients in these complex areas of the law, including many of the country’s most prominent corporations and trade associations, as well as politically active nonprofit organizations, public officials, political parties, super PACs, and candidates.

“Recognized by Chambers USA as ‘the gold standard in this business,’ our Group’s experience in political law litigation and First Amendment advocacy is unmatched, involving landmark challenges to laws and client defense.”

- Michael Toner Chair, Election Law & Government Ethics Practice
ENVIRONMENT & SAFETY

The firm’s Environment & Safety Practice brings a unique set of skills to representing businesses and trade associations at both the federal and state levels and in international forums. Substantively, we are recognized leaders in handling pesticide, chemical competition, and regulatory matters, and battery and electronics industry issues. Our team also advises on the regulation of the transportation of hazardous products, environmentally-based land use programs such as the Endangered Species Act (ESA), and the laws applicable to product stewardship. We also assist clients on a variety of traditional pollution control, consumer product safety, and energy efficiency matters. Procedurally, we counsel, litigate, stimulate, or respond to regulatory proposals and support legislative lobbying.

"We bring to bear the full range of legal skills to address our clients' concerns, whether they require litigation, lobbying, rulemaking, contract negotiation, or counseling. As a prominent authority on environmental and safety regulatory and stewardship issues, we monitor worldwide legislative and regulatory developments affecting manufacturers, marketers, and commercial users of those products, and advocate appropriate changes in policies globally."

– TRACY HEINZMAN
Chair, Environment & Safety Practice

FRANCHISE

Wiley Rein provides a full range of legal services to meet the needs of franchisors. In addition to our expertise representing U.S. franchisors domestically, our attorneys specialize in helping clients expand internationally, having done franchise deals in more than 80 countries in the last two years, and in helping non-U.S. franchisors develop in the U.S. Chambers USA rates the Group as one of the nation’s leading franchise practices, noting that it is “a strong contender in the transactional and compliance-related areas” and “offers a wide range of services to both startup and established franchise systems.”
GOVERNMENT CONTRACTS

The Practice has represented more than 400 top government contractors—including more than a third of the 100 largest U.S. government contractors (based on total contracting dollars). Practice members include former U.S. Department of Defense attorneys working on classified matters within the defense and intelligence communities. Because of our successes and reputation for client service, Wiley Rein is consistently ranked by Chambers USA, Law360, The Legal 500 US, and many other publications in the top-tier of the nation’s government contracts practices.

“Our Group consists of a deep bench of DC attorneys with a wide array of legal, business, and government expertise that gives us a unique ability to have a real impact on regulatory, legal, and business outcomes on behalf of our clients.”

– PAUL KHOURY AND SCOTT MCCALEB Co-Chairs, Government Contracts Practice

HEALTH CARE

For more than two decades, Wiley Rein attorneys have represented entities seeking to contract (or that have contracted) with federal and state governments to provide services in connection with government health care programs, like Medicare, or needing guidance on statutory and regulatory requirements impacting commercial and/or government health care programs, such as the Affordable Care Act (ACA), HIPAA/HITECH, and the Medicare Secondary Payer statute. Our engagements have spanned the health care continuum—from emerging health care issues and programs to legal and operational obligations that over time have become the expectations of regulators, beneficiaries/members, and indeed the health care industry.

INSURANCE

Wiley Rein’s Insurance Practice is one of the largest and most prominent insurer-side practices in the United States. The team provides strategic counseling and litigation services to insurers on professional liability, general liability, property; and cyber, technology, and media insurance issues. We provide innovative, pragmatic solutions that respect our clients’ business objectives and relationships. We are consistently referred by our clients and ranked in legal industry publications—Chambers USA, Law360, National Law Journal—as a top-tier practice nationally.

“Our cohesive team is one of the most prominent insurer-side practices in the United States. We provide strategic counseling and litigation services on high-risk, high-dollar matters.”

– KIM MELVIN AND DAN STANDISH Co-Chairs, Insurance Practice
INTELLECTUAL PROPERTY

The Practice's clients span many industries, including pharmaceuticals, wireless technology, microprocessor hardware, navigation software and systems, medical devices, aerospace and defense, among others. We are known for our sophisticated infringement litigation capabilities, licensing expertise, analysis and valuation of IP assets, and dealings with relevant government agencies. Our attorneys have litigated cases in all major patent jurisdictions, including appearances before the Supreme Court of the United States; U.S. Courts of Appeals; numerous U.S. District Courts with special emphasis on the Eastern District of Virginia, the Eastern District of Texas, and the District of Delaware; the U.S. Court of Federal Claims; and the U.S. Patent and Trademark Office (USPTO).

"Whether in pharmaceuticals, which implicate people's health care needs, or in technology that people use every day, our firm has a strong record of success in patent litigation and counseling. We draw on a significant depth of legal talent, technical experience, and business acumen to advise our clients on patent litigation strategy and appeals, patent prosecution and portfolio matters, dispute settlements, and technology transfer across many industries."

— NEAL SETH Chair, Patent Practice

INTERNATIONAL TRADE

One of the largest and most diverse in the country, Wiley Rein’s International Trade Practice includes lawyers with expertise across a variety of areas, as well as dedicated international trade advisors, economic analysts, and former U.S. government officials. We are one of the leading firms in trade remedy proceedings representing U.S. producers, and are among a limited number of practices that only serve as petitioners counsel. We also distinguish ourselves from our competitors in part due to our unmatched expertise in trade matters involving China. The Practice has been named “International Trade Group of the Year” for eight consecutive years by Law360, and is recognized annually as one of the top-tier practices by Chambers USA.

"Our International Trade Practice has an extraordinary record of winning large and complex trade cases on behalf of major U.S. industries, including clean energy technologies, steel, steel-containing products, aluminum, paper, and consumer products."

— ALAN PRICE Chair, International Trade Practice
LITIGATION
Our litigation strength is considerable—more than half of the firm’s 240+ attorneys are seasoned litigators, forming a group that includes three former clerks to the Supreme Court of the United States; more than 40 former clerks to courts of appeals, district, and other courts; former United States prosecutors; former general counsels of federal agencies; and senior government officials. We have successfully briefed and argued cases in the Supreme Court of the United States, every federal circuit, and many district courts and in numerous state supreme courts as well as before Congress, in the Executive branch, and at various agencies.

PRIVACY, CYBER & DATA GOVERNANCE
Our attorneys provide clients with a thorough understanding of the current and potential rules and risks that are associated with privacy, data governance, and cybersecurity principles, along with a broad range of compliance and strategic advice. We offer legal solutions that harmonize client needs with policy, best practices, and emerging information access restrictions across the full range of privacy and security laws. We provide daily guidance to our clients to ensure compliance with data security rules, prevent breaches, and respond effectively in the event that a data breach occurs. The Practice is annually recognized by Chambers USA, and was named as one of the best privacy consultancies by Computerworld magazine.

PUBLIC POLICY
With more than 240 lawyers in Washington, DC available to meet our clients’ government affairs needs, our lobbyists and public policy advisors are industry-leading advocates for trade associations, startups, publicly traded companies, and many of the largest companies that operate in the areas of telecommunications, health care, energy, transportation, and international trade. The Group works closely with members of Congress in both parties, members of the Executive branch and federal regulators on issues involving the Environmental Protection Agency, Federal Aviation Administration, Federal Communications Commission, Federal Trade Commission, Food & Drug Administration, U.S. Department of Agriculture, Department of Commerce, Department of Defense, Department of Energy, Department of Health and Human Services, Department of Homeland Security, Department of Transportation, and Department of Veterans Affairs.

COMBINING POLICY, BUSINESS, AND LEGAL EXPERTISE HAS PRODUCED SUCCESS FOR OUR CLIENTS THAT HAS SPANNED NINE PRESIDENTIAL ADMINISTRATIONS.

OUR APPROACH AND STRATEGIC VALUE INCLUDES:

**POSITIONING**
- Creating a profile and base of support in Congress
- Opening lines of communication with federal agencies
- Monitoring and analyzing legislative and regulatory developments

**STRATEGY**
- Assisting clients in developing a public policy strategy and counseling clients on how to communicate with the media, public policy makers in Congress, and the Administration

**TACTICS**
- Negotiating legislative proposals
- Preparing witnesses for congressional testimony
- Leading industry-wide coalition building
TELECOM, MEDIA & TECHNOLOGY (TMT)

One of the most distinguished and largest groups in the country, with more than 60 attorneys, engineers, and public policy advisors, the Practice encompasses virtually all aspects of the federal, state, and international laws governing the telecommunications, media, and technology industries. Our professionals include individuals who have occupied high-level positions at the Federal Communications Commission (FCC), the Federal Trade Commission (FTC), the U.S. Department of State, and the U.S. Department of Commerce, as well as on Capitol Hill. These include a former Chairman of the FCC, former FCC Commissioners, and a former FCC Senior Counsel, as well as the former U.S. Coordinator for International Communications and Information Policy (Ambassador). Others have had firsthand experience working in telecommunications firms, media companies, and the advertising industry. The Practice is annually recognized by Chambers USA as top-tier nationally, and in Washington, DC.

"I have been fortunate to work with renowned senior lawyers who shaped telecom, technology, and media policy, and to be involved in assembling a great team to carry that legacy forward. We understand the industries we serve like few TMT practices do, and we have extensive familiarity with and deep connections within the government institutions that affect our clients’ businesses."

— KATHLEEN KIRBY Co-Chair, Telecom, Media & Technology Practice

WHITE COLLAR DEFENSE & GOVERNMENT INVESTIGATIONS

Our elite team is regularly called upon to advise Fortune 500 companies, small and medium companies, business executives, and public officials when they are confronted with criminal and civil government enforcement actions and investigations. The Practice is composed of former Assistant United States Attorneys, former congressional investigative counsel, former U.S. Department of Justice and U.S. Securities and Exchange Commission attorneys, and a deep pool of home-grown talent specializing in government investigations and white collar litigation.
In addition to Wiley Rein’s premier practices, we bring to our clients the expertise of our wholly owned subsidiary, Signal Group.

Signal offers world-class counsel in government relations and strategic communications. A fixture in Washington, Signal advises clients across the globe, including industry-leading companies, CEOs, governments, and nonprofits, who want tailored strategies for solving high-stakes challenges. Signal’s professionals are a unique collection of top practitioners from their fields—lobbying, PR, public affairs, and digital media—all focused on delivering transformative outcomes for clients. For more information, please visit: signalgroupdc.com

"In pairing our considerable regulatory, litigation, government contracts, and public policy practices with Signal’s mature advocacy and strategic communications services, Wiley Rein has become the only firm in Washington, DC to bring to market a robust integrated legal, public policy, regulatory, and strategic communications offering."

— PETER SHIELDS  Managing Partner
"I am privileged to work with such a unique and elite group of DC attorneys and public policy professionals with an impressive array of legal, business, and government experience. That expertise gives us an exceptional ability to have a real impact on not just legal, but regulatory outcomes on behalf of our clients. We know our way around Washington—we are respected in every important government forum, from Capitol Hill to the Executive branch, and the Judiciary including the Supreme Court, the Federal Circuit, the Court of Federal Claims, and the Court of International Trade."

— PETER SHIELDS  Managing Partner
UNPARALLELED TALENT

Our attorneys are as diverse as our practice areas.

Their accomplishments, unique talents, professional and personal experiences, and perspectives allow our client teams to deliver creative and innovative solutions. Creativity, collaboration, and innovation are valued at Wiley Rein and help build stronger, integrated, multidisciplinary teams that are crucial to providing clients with successful results.

- **More than 30%** of our partners and public policy advisors worked for the federal government.
- **More than 55%** of our partners started as associates with the firm.
- **2 Emmy Award-winning attorneys**
- **More than 40 attorneys** served as judicial clerks.
- **100%** of our practice leaders have received legal industry recognitions and awards.

**Attorneys include former:**
- Chairmen of the Federal Election Commission
- FEC Commissioners
- Chairmen of the Federal Communications Commission
- FCC Commissioners
- FCC Senior Counsel
- U.S. Coordinator for International Communications and Information Policy (Ambassador)

**Recipient of the Radio Television Digital News Foundation’s prestigious 1st Amendment Leadership Award**

**More than 2** Emmy Award-winning attorneys

**A former NFL football player**
DIVERSITY, EQUITY AND INCLUSION

Wiley Rein LLP embraces diversity, equity, and inclusion as core values. We will continue to undertake focused and targeted efforts as we execute our Diversity, Equity & Inclusion Strategic Plan. Our nine primary goals are:

HIRING AND ADVANCEMENT
- Engage in strategic partnerships to build a robust hiring pipeline and further our advancement efforts.
- Continue to analyze our internal diversity data to identify gaps, related initiatives, and strategies for improvement.
- Explore additional retention programs in addition to the firm’s Professional Development Partner Program.

INTERNAL EFFORTS
- Foster an environment where inclusion is central to our diversity and talent management activities.
- Promote participation for firm leaders in diversity and inclusion efforts.
- Continue to empower, embrace, unify, and solidify the firm’s culture across all practices, and re-energize efforts where needed.

EXTERNAL INITIATIVES
- Broaden firm participation in external diversity activities.
- Evaluate external measurements of success and determine how to achieve results.

EDUCATION AND AWARENESS
- Provide internal education on diversity, inclusion, and multicultural competence, including developing cross-cultural skills for international clients.
PARTNERS AS EDUCATORS

OUR PARTNERS HOLD THE FOLLOWING ROLES IN ACADEMIA:

- Adjunct Professor for Government Contracts, Antonin Scalia Law School at George Mason University
- Professor, U.S. Army Judge Advocate General’s School
- Senior Lecturing Fellow, International Business Transactions, Duke University School of Law
- Adjunct Professor, International Trade Law and Regulations, Georgetown University Law Center
- Professor, Johns Hopkins University Carey Business School
- Lecturer, Catholic University of America Columbus School of Law
- Adjunct Instructor in Trial Advocacy, University of Virginia School of Law
- Adjunct Professor, William & Mary Law School
- Assistant Adjunct Professor, International Trade Law and Regulation, Antonin Scalia Law School at George Mason University
- Adjunct Professor, American University, School of International Service
- Adjunct Professor, Complex Securities Investigations, Georgetown University Law Center
- Adjunct Professor of Communications, The Catholic University of America, Columbus School of Law, Institute for Communications Law Studies
- Adjunct Professor of Intellectual Property Law, University of New Hampshire School of Law, Franklin Pierce Law Center
UNPARALLELED CLIENTS

Our clients are at the core of all we do and who we are. They include many of the most innovative companies in the world, as well as companies, organizations, and individuals that are essential to the foundation of our nation. We are honored to have long-standing relationships with our clients and to help them make distinctive, long-lasting, and important impacts on the future of our country and our local communities.

WE REPRESENT MORE THAN 130 BUSINESS GROUPS, NONPROFITS, AND TRADE ASSOCIATIONS AND THOUSANDS OF MIDSIZE COMPANIES AND STARTUPS, AND INDIVIDUALS—IN VIRTUALLY EVERY INDUSTRY, INCLUDING:

- Banking
- Broadcasting
- Cable
- Construction
- Energy
- Entertainment
- Government Contracting
- Health Care
- Franchising
- Manufacturing
- New Media
- Real Estate
- Satellite
- Telecommunications
- Transportation
- Wireless
COLLEGIAL CULTURE

Collegiality is more than a buzzword at Wiley Rein—it is a way of doing business in an effective and sustainable manner. We are focused on synergies that benefit our clients in creative, multi-disciplinary approaches to problems and disputes. We value teamwork and truly operate as “one firm” in every sense. While we have the expertise of more than two dozen practice areas, we don’t believe that working in silos benefits our clients or our professionals.

Our attorneys’ unique talents and different perspectives not only help to build strong teams that are able to solve challenging issues, but it makes for a more interesting and enjoyable workplace. The firm embraces diversity and inclusion as core values and strives to be a leader among law firms in recruiting and retaining diverse attorneys.

HIGHLIGHTS OF OUR EFFORTS INCLUDE:

WE RECEIVED A SCORE OF 100% ON THE HUMAN RIGHTS CAMPAIGN FOUNDATION’S 2018 CORPORATE EQUALITY INDEX

MORE THAN HALF OF OUR ASSOCIATES ARE FEMALE

AFFINITY GROUPS:
AFRICAN-AMERICAN/BLACK LAWYERS
AMERICAN CONSTITUTION SOCIETY
FEDERALIST SOCIETY/RNLA
LATINO LAWYERS
LGBT & ALLIES
MINORITY LAWYERS
PARENTS-IN-THE-LAW
WOMEN’S FORUM

NAMED TO LAW360’S 2018 LIST OF “BEST LAW FIRMS FOR MINORITY ATTORNEYS”

WOMEN LEAD 85% OF OUR COMMITTEES

NAMED TO WORKING MOTHER’S 2018 LIST OF “BEST LAW FIRMS FOR WOMEN”

6 WOMEN ARE PRACTICE GROUP LEADERS
THE FIRM INVESTS IN INITIATIVES THAT FOCUS ON NURTURING OUR FIRM CULTURE AND ACTIVITIES THAT INFLUENCE AND ENHANCE OUR COMMUNITY.

IN 2018, THE FIRM CONTRIBUTED MORE THAN $1.4 MILLION TO MORE THAN 450 NONPROFIT ORGANIZATIONS.

WE HAVE A STRONG PRO BONO CULTURE. IN 2018, OUR ATTORNEYS CONDUCTED MORE THAN 17,000 HOURS OF PRO BONO WORK.

FOR FOUR CONSECUTIVE YEARS, WILEY REIN WAS THE ONLY LAW FIRM NAMED TO THE WASHINGTON BUSINESS JOURNAL'S “CORPORATE PHILANTHROPY LIST” FOR MID-SIZE COMPANIES.