



NEWSLETTER

for the busy, successful lawyer on the go

Edition 27: August 2011

Message from the President

Dear Friends,

August has been a very busy month for FLI and our FLI NET Partners. Many of you were involved with our Headquarters in a number of joint presentations to clients and prospective clients both in Europe, USA and Asia Pacific. I'm always impressed by our Partners' keen sense to spot business development opportunities by taking steps to optimize FLI's success. In light of our joint activities, I'm very pleased to report to you three new Multinational Clients in the Automotive, Medical Devices and Transport industries have already started instructing our FLI NET Partners in Brazil, Angola, Germany, Russia, and Australia for immediate support, as well as another client who requested a 10-Asia Pacific jurisdiction review of corporate statutory responsibility. Congratulations & thank you for continuing to flock together as we fly high.



FLI NET is showcased in Hong Kong to a multinational Medical Devices company.



At the request of an US Multinational Company (\$ 8 billion) in the medical device industry, FLI sponsored an Asia-Pacific regional client-driven showcase event on August 24th. The event was superbly hosted by our FLI NET Partners in Hong Kong, Ford Kwan & Company. In total FLI NET Partners from **Japan, China, Korea, Vietnam, Thailand, Taiwan, Philippines, Malaysia and Australia** (and of course **Hong Kong**) attended the event to present to the client FLI NET combined capabilities, region-wide. The event was chaired by FLI's Principal and a Senior Partner in attendance from the US. The conference was very well-received by the client whose entire Executive Management Team (including HR, Business Development, Finance and Legal) travelled from all over to discuss ways in which individual FLI NET Partners may be able to render assistance to their local business units. Follow-up individual meetings are expected to take place soon in anticipation or receiving instructions.

Another FLI Global Milestone: FLI opens Africa



Being a truly global network of best-in-class law firms is not an easy goal to attain. FLI's relentless commitment to drive the network become and remain a globally viable and cost-effective alternative for our growing family of blue chip clients needing support in Africa has been proven, yet again.

At the request of several multinational clients, FLI is proud to announce its first African Partner in **Angola**. FLI is currently conducting interviews with leading firms in the following countries: **Nigeria, Kenya, Gabon, and Algeria**.

On-site meetings have been scheduled for the week of Oct 2-10 to vet the short-listed firms in these countries. A report will be provided to the Executive Management following the interviews in order to continue with the selection process.



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FLI – DHL Strategic Cooperation



FLI has been asked by the legal department of DHL Express to expand its border to include Africa. Understanding the difficulties and time commitment associated with identifying, interviewing, vetting and selecting a viable network of leading autonomous national law firms, not otherwise affiliated with larger US or European law firms, DHL has nominated FLI as its strategic partner to not only secure these relationships but implement a **“Best Ethics Practice”** Training Certification process to ensure that the soon to become FLI NET Partner firms in Africa are fully cognizant of how important and extremely sensitive corporate requirements under FCPA, Anti-Corruption, SOX, and other similar Acts are for multinational clients (US, UK or US-UK parentage). Having completed the first Training Certification for the first FLI NET African Partner, the program is off to very positive start

Another US Fortune Company instructs FLI



Following a beauty-parade which lasted several months, FLI was successfully selected by a diversified multinational company in the automotive, alternative energy and battery-powered solutions industry. Competing against the traditional much larger and inflexible law firms, FLI’s innovative business model was clearly recognized as being the most responsive to the needs of the client in the current recession-plagued climate. Following the meeting with the client’s entire executive legal team, which FLI’s management attended accompanied by its FLI NET Russian Partner, FLI was informed by the client that it would start collaborating with FLI in Russia. The same client is also already collaborating with FLI in Ukraine.

FLI NET welcomes new partner firms

FLI is very proud to welcome to its growing family of leading national firms the following new FLI NET Partners:



DIBBSBARKER

Australia: **Dibbs Barker** – <http://www.dibbsbarker.com> –

DB quickly integrated into FLI and is already collaborating in a number of important transactions supporting clients in the Telecommunications, Medical Device, and Electronic Signage industries.



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Serbia: **Jankovic, Popovic & Mitic** - www.jpm.rs



Angola: **Eduardo Vera-Cruz Advogados** –
<http://www.chambersandpartners.com/UK/Firms/3962-40170>

FCB &P quickly integrated into FLI and is already collaborating in a number of important transactions supporting clients in the Telecommunications , and Global Transport & Freight industries