



NEWSLETTER

for the busy, successful lawyer on the go

Edition 37: August 2012

Message from our President

Dear Friends,

Back at work with a vengeance – that’s summarizes the attitude of many FLI NET attorneys after their July holidays. For the successful, multi-taskers who managed to combine work with extended, leisure family time, I salute you. As you can see, August was a very busy month for FLI. Strategic expansion in sub-Sahara Africa and Middle-East and Arab-speaking North Africa remains an endeavour FLI has taken as a priority in partnership with key multinational clients who keep encouraging us to take bold steps to achieve true global bandwidth. More and more clients are requesting cross-border multijurisdictional mandates for ease of coordination and management of the projects. FLI’s single point of management value proposition continues to be among the most appreciated features in our business model. Thanks in great part to the successful, timely and qualitative execution of FLI NET, FLI continues to attract both new clients and repeat business.



FLI NET US Panel expands – Top Litigation Firm: **Payne & Fears LLP**

Payne & Fears LLP is a regional West Coast law firm with five offices now comprised of almost 50 highly skilled lawyers. Payne & Fears LLP has a reputation for delivering outstanding legal services in a cost-efficient, flexible and client-friendly manner.

The firm was founded in 1992 in Orange County. In 2003, Payne and Fears LLP opened its doors in downtown Los Angeles and in 2004, the firm established its office in Las Vegas, Nevada. In June 2006, the firm opened its San Francisco office to serve clients in Northern California and in 2012 opened an office in Salt Lake City to serve our clients in the Intermountain West.

Payne & Fears LLP today has a thriving practice in employment and labor law, business litigation, business transactions and insurance coverage litigation which represents a diverse range of businesses and industries, including Fortune 100 companies, financial institutions, health care companies, developers and manufacturers, construction companies and local start-ups. Despite their growth, Payne & Fears LLP maintains great flexibility to meet their clients’ varied needs.

Each of the firm’s attorneys is experienced in handling sophisticated, high-stakes matters, with most attorneys having formerly practiced with large national law firms. Each has the skill, experience and education necessary to thoughtfully analyze client’s legal issues and to bring about a successful resolution of any dispute. In addition, they have experienced trial attorneys who will confidently take a matter to trial when appropriate.

P&F’s core principles of legal excellence and commitment to client service remain unchanged from the date of founding 20 years ago.





FLI Principal attends **key meetings in Bangkok** with US multinational client in the energy industry.

After having worked for this client in over 50 jurisdictions, FLI was asked to introduce its FLI NET Partner in Thailand in anticipation of local complex legal assistance.

Accompanied by FLI Executive Management member from Tokyo, John Shanahan, and FLI NET Thai member, Marcus Collins, (DFDL Thailand Managing Partner) FLI presented its regional capabilities through our local Thai partner (DFDL) who has significant local presence in the greater Mekong delta region.

FLI continuous expansion in Africa: **Uganda, Tanzania, Democratic Republic of Congo**

As part of FLI's strategic relationship with a leading worldwide freight forwarding company, FLI Principal accompanied our client's chief legal counsel for Africa for an entire week to conduct a series of interviews of carefully pre-selected leading law firms.

During the tour, FLI interviewed the managing and senior partners of leading law firms in the Democratic Republic of Congo (Kinshasa); Uganda (Kampala) and Tanzania (Dar es Salaam) to vet the short-listed candidate law firms.

Following the onsite vetting process, FLI's strict affiliation procedure will require a series of additional steps including final interviews by FLI Executive Board before the firms are invited to join FLI as our designated representative law firm in their respective jurisdiction.

As part of this process, once the firm is officially welcomed to FLI, Compliance Training will be scheduled and once certified, FLI's clients will engage the firms for ongoing local support.

One of FLI's most active cross-border clients in the energy sector meets with FLI NET Partners in Dubai and discusses **strategy in KSA.**

FLI's long-standing global client in the telecommunications for the energy industry attended a summit meeting with an FLI NET Partner in the United Arab Emirates to review strategy in providing services in the region.





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During the meeting, FLI’s correspondents in Saudi Arabia joined via conference call to discuss how to further leverage the client’s presence in the region by relying on satellite services through the KSA.

FLI NET Americas continued expansion – Mexico



FLI Principal, Mr. Orlando Casares, travelled to Mexico City on August 28th & 29th to interview a number of top-ranked, short-listed local firms, including a significant firm with whom FLI had already established a successful working relationship.

Given the increase in demand for legal services in Mexico originating both from FLI global clients and requests from fellow FLI NET Partners, timing is now right for securing a major local partner.

FLI will report in due course on the development of the selection process.

FLI NET Philippines – Team restructuring



FLI NET Philippines Partner - SyCip Salazar Hernandez & Gatmaitan - is pleased to announce the appointment of **Ricardo Ma. P.G. Ongkiko** (who represented the firm during the FLI NET 10th-year anniversary conference in Lyon) as the new head of the firm’s Litigation Department.

Mr. Ongkiko joined the firm in 1988, and has been a partner since 1997. His practice areas include international and domestic arbitration, construction arbitration, mediation, civil and commercial litigation, corporation law, and contract law. He has handled and tried a broad range of cases involving contract disputes, corporate restructuring, debt recovery, infrastructure and engineering disputes, intra-corporate controversies, insurance cases, and tort. He also has extensive experience in international and domestic arbitration dealing with commercial and construction disputes.

Mr. Ongkiko earned his Bachelor of Arts in Economics (1984, *magna cum laude*) and Bachelor of Laws (1988, *cum laude*, class salutatorian) from the University of the Philippines. He then went on to obtain his Master of Laws (1992) from the University of Michigan.

He is a member of The Chartered Institute of Arbitrators (East Asia Branch) and the Makati Chapter of the Integrated Bar of the Philippines. He was appointed as Director of the latter from 1997 to 1999, and then Secretary from 1999 to 2001. He is a trustee and current vice president for development, and accredited arbitrator of the Philippine Institute of Arbitrators and a trustee, assistant corporate secretary, and accredited arbitrator, of the Philippine Dispute Resolution Center Inc. He is also an accredited arbitrator of the Intellectual Property Office of the Philippines and the Construction Industry



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Arbitration Commission, and is a Supreme Court-accredited mediator for the Philippine Court of Appeals.

FLI NET Partner-to-Partner requests for cross-border support:



South Korea – Mexico: Corporate / Labour matter:

FLI NET Korean Partner's client, a renowned Korean company that is currently operating an office in Mexico City approached FLI's local Mexican correspondent requiring assistance with company law and employment-related matters.

