



FLI NET NEWSLETTER

Edition 61: October 2014

For the busy, successful lawyer on the go

Message from the FLI NET Partners

Dear Friends,



FLI's participation at the ACC conference in New Orleans (October 28 – 31) has proven to be another opportunity to capture the attention of multi-national companies to showcase FLI's innovative legal solutions proposed through our business model.

With the trend of continuous globalization of the economy, companies are increasingly developing cross border operations. Businesses are subject to various types developments, both domestic, and regional. While some are experiencing an economic growth cycle, others may still be in the recession; some enjoy stable legal environments while others are going through important legal reforms. Differences in business culture and in domestic laws are to be taken into consideration as well. Amid all these challenges, multi-national companies still require (more than ever) efficient legal solutions cross-border.

The FLI NET business model is proving to be just the perfect solution to the current challenges. With partners being among the strongest law firms in their local jurisdictions, clients are guaranteed efficient legal solutions. Through impressive global Practice Groups that keep adding value to both clients and FLI NET Partners by frequently discussing and exchanging information on hot legal topics; and by following FLI's FCPA & Anti-Bribery compliance training certification, in-country, FLI continues to forge strong relationships with its multi-national clients who feel confident and in good hands. The best is still ahead for our fellow FLI NET Partners and its business model!

Bavon Kakisingi, D.Masongo & Associates, FLI NET Partner, DRC

FLI NET at ACC Conference in New Orleans



What better opportunity to share FLI story than by being front of 3,300 in-house counsel?

ACC Conference in New Orleans (Oct 28-31) has proven to be a perfect stage to show-case what FLI business model is about and how it adds value to numerous multi-national companies.

FLI Principal, Orlando Casares, accompanied by US-based partner, Pete Larsen, as well as FLI NET partners from the US ([Gray Reed & McGraw](#)) and UK ([Wragge Lawrence Graham & Co.](#)) and three prospective South American firms from Costa Rica, Paraguay, and Peru spent three intense days tirelessly sharing FLI story with 'the world.'



Reinforcing FLI's international scope of expertise, FLI was invited to participate in speaker panel on the topic of "Transnational Enforcement of International Arbitral Awards and Foreign Judgments." The honor was bestowed to Mr. Tom Price ([Wragge Lawrence Graham & Co.](#)) who represented FLI & WLG well through his insightful remarks.

Numerous in-house counsel were interested in learning about FLI's unique value proposition, global coverage, international expertise, and strength of Practice Groups. A number of prospective clients had already expressed great interest in participating at the FLI NET Fall regional conference in Tokyo.



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FLI Tours Latin America

As Central and South America remain an important market for FLI NET, Orlando Casares recently completed a very productive LATAM tour.

He covered much ground as he visited following countries: Costa Rica, Peru, Paraguay, Chile, Argentina, and Brazil.

This tour had two primary objectives:

- i) interview new prospective FLI NET Partners (i.e. Costa Rica, Paraguay)
- ii) conduct FCPA training with a number of FLI NET Partners (Argentina, Chile)

INTERVIEWING NEW PROSPECTIVE FLI NET PARTNERS

In order to 'beef up' FLI's presence in South America, and given recent interest in FLI network expressed by a number of regional firms (through their initiative of approaching FLI HQ), FLI arranged on-site meetings with leading firms in

- Costa Rica and
- Paraguay.

The meetings with each firm's management teams proved to be very successful in terms of the firms' great interest in joining FLI NET growing network.

FLI Board has been provided a report on the prospective candidates and will consider each one as part of the standard affiliation process.

CONDUCTING FCPA TRAINING

As previously informed the our network Partners, FLI HQ is pursuing the implementation of the Best Ethical Practices and Compliance Training among FLI NET members. In addition to the previously certified countries (*mainly Asian and African FLI NET partners*), Mr. Casares conducted the full training with our partners from Argentina ([Zang, Bergel & Viñes Abogados](#)).

Due to time constraints, FLI NET Chilean team – [Prieto & Cia](#) (*who recently joined FLI and attended the FLI NET Houston Conference*), received a more compact and generic overview of recent developments/cases concerning anti-corruption laws in USA and Europe.

Mr. Casares also met with FLI NET Brazilian team ([CBSG](#)) and held fruitful business development discussions, as Brazil plays a critical role in the development of FLI NET South America.





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FLI NET Partners in the **Media**

Spain – Rousaud Costas Duran, Best Lawyers® / ISO 9001:2008

FLI is proud to announce that the lawyers from Rousaud Costas Duran (FLI NET Spain) have been listed (once again) in *The Best Lawyers in Spain* — a total of ten lawyers, including three who are being listed for the first time:

Biotechnology
Ignasi Costas

Criminal Defense
Diego Artacho

Litigation
Ignacio Benejam

Corporate and M&A
Adolf Rousaud
José María de Paz

Venture Capital
Carles Ros
Ignasi Costas

Privacy & Data Security
Rafael Beneyto

Insolvency and Reorganization
Jordi Albiol

Tax
Diego Artacho
José María Durán
Jorge Sarró

Announcement of ISO 9001:2008 Certification

FLI is also very proud to announce another milestone for RCD. The Firm has been awarded ISO 9001:2008 Certification for Quality Management, successfully completing a rigorous and lengthy evaluation process, as well as a series of external audits.

Published by the International Organization for Standardization (ISO), the ISO 9001:2008 is an internationally recognised quality standard that sets out the criteria for a quality management system. This includes elements such as a continually improving process-approach implemented throughout the entire Firm, fully documented, and verified by an independent third party.

A big congratulations to the entire RCD team for demonstrating the Firm's uncompromising commitment to providing the highest quality services to its clients!

No Mile Too Far For FLI NET

One of FLI's long-standing global clients has requested very specific telecommunication support in Turkmenistan. Given the peculiarities of the existing regulations, FLI HQ's careful due-diligence of the Turkmen market to secure proper expertise on a tight timeline has proven successful.

That goes to demonstrate that FLI NET will not shy away from any obstacles in providing sound solutions to FLI NET clients.

