



FLI NET NEWSLETTER

Edition 60: September 2014

For the busy, successful lawyer on the go

Message from the FLI NET Partners

Dear Friends,



Each of us being among the best national law firms in-country, our common challenge is to become the best global network. With technology evolving so fast, financial crisis here and there, our clients need more than ever a solid legal team to back them up. We are doing our best to solve problems before they start, and to create tailor-made solutions. To achieve our goals, we invest in common knowledge with the Practice Groups. But as you will discover in this letter, we invest in our young lawyers who are enthusiastic to travel and meet each other's. The Partners from proximate parts of the world are more than welcome to duplicate this enriching experience.

Over the years, Lamy Lexel grew up with FLI, and we are proud to have been part of FLI success. What is the best global network? It is not just a matter of size, number of partners, turnover... For me, my best reward (not to mention some FLI awards of course!) is when my clients feel so at home and confident when served by my fellow FLI Partners that they do not notice any difference.

Jerome Saleur, Lamy Lexel, FLI NET Partner, France

FLI NET Junior Academy



FLI network is not only a network of seasoned attorneys who gathered valuable experiences through the years of serving their clients. It is also a network that invests in younger attorneys who aspire to leave their marks in the legal profession.

To reinforce this drive, FLI NET UK partners – Wragge Lawrence Graham & Co. – took the initiative to host the first ever FLI NET Junior Academy session at their London offices, at the request of FLI NET Dutch Partner, Pels Rijcken who did most of the organization to bring this event to fruition.

Joining the hosts, FLI NET Partners from France, Spain, Belgium and Germany gave the stage to each of the firm's junior attorneys to introduce themselves, their firm and their individual legal practices as part of their individual presentation about doing business in their respective markets. This exciting venue allowed each associate the opportunity to be in the spotlight by featuring firms' competencies, but more importantly, to learn about different nuances in being engaged in cross-border matters.

Under the motto 'the stronger the bonds between FLI NET Partners firms, the stronger the FLI network' the Junior Academy initiative provides an excellent opportunity to engage fellow FLI NET Partners in not only sharing local know-how, but also collaborating on various cross-border business opportunities.



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FLI Holds Meetings with **Legal Zoom**

In FLI's continuous efforts to identify practical ways to collaborate with Legal Zoom, FLI NET Principal, Legal Zoom's CEO (who attended and presented at the FLI NET Berlin Spring Conference), and Wragge Lawrence Graham & Co. team members held meetings in London (at Legal Zoom's request).

Given Legal Zoom's UK presence, they were interested in learning about patent work in the UK, and how FLI platform could be used in providing patent work across the board.

FLI HQ extends its gratitude to Wragge's team to affording their offices for the meetings and being gracious hosts.

The Real Value of FLI NET Practice Groups

Over the past twelve months (following successful bid on a cross-border Marketing Material Review project) FLI has demonstrated the client in the medical sector the value of working through FLI model.

FLI NET Partners provided unified legal support across EU countries in a very time- and cost-efficient matters.

Being pleased with the results, FLI's global client is now in process of increasing the scope of this project to allow more FLI NET Partners to be part of it.

FLI has been officially requested to present to client's overseas management on nuances of US/EU advertising of medical products. The Head of FLI NET Life Sciences PG is working with a selected number of other partners on the respective presentation.

The presentation will take place mid-October. FLI will provide you further updates in that regard.

FLI NET Partners in the **Media**

Belarus – Vlasova, Mikhel & Partners, 'Best Lawyers'

Being the market leader in one's jurisdiction is an achievement, which requires continuous hard work by all members of a team.

FLI NET Belarus partner firm has earned this reputation as recently evidenced through 4th of Best Lawyers publication, which recognized **Ekaterina Zabello** (main FLI relationship partner) for excellence in her respective practice area. Congratulations!



Ekaterina Zabello

Best Lawyers®
Lawyer of the Year
2014

Real Estate Law - Minsk



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Data Protection Practice Group Leads the Way

Keeping the recent momentum of strengthening FLI NET global practice groups going, FLI NET Data Protection Group held its 4th group conference call.

FLI NET German and Irish teams both presented to the group. While Germany's presentation focused on upcoming ruling in relation to the dynamic IP addresses being regarded as personal data, the Ireland gave a brief recap of the Data Protection break-out session that took place during the FLI NET Conference in Houston.

Additionally, the group discussed FLI's participation at the upcoming ACC conference in New Orleans, where FLI will be heavily emphasizing the emerging trends in rendering global legal support through well working practice groups.

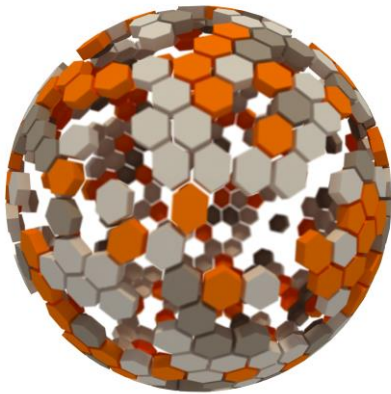
Next and final group call for this year will be held in Q:4 and everyone will be invited to attend accordingly.

FLI has also been asked to bid on data privacy project in Asia. FLI's value proposition was to structure this project by having the Head of the Practice Group lead and manage it in collaboration with the local team on the ground. That way, through joint efforts, FLI will be able to achieve much better work product through efficient time and costs management.

The required support would entail the steps of:

- i) pre-audit data-gathering and auditing of client's existing business and work processes in relation to the collection, use, disclosure, protection and retention of data and related activities;
- ii) Developing a data protection policy which aims to comply with the requirements of the PDPA while balancing to the greatest degree possible IM Singapore's business requirements; and
- iii) Conducting the train-the-trainer training session

Further update will be provided after receiving the results of the bid.



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