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# Womble Carlyle & Lex Mundi: *World Ready*

**JUNE 2015**



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Womble Carlyle Sandridge & Rice, LLP is the exclusive member firm in North Carolina for Lex Mundi – the world’s leading network of independent law firms with in-depth experience in 100+ countries worldwide.

- On-the-ground lawyers in more than 100 countries.
- The bench strength of 21,000 attorneys worldwide.
- Seamless access to quality-tested local counsel across the globe.

These are the benefits to clients of Womble Carlyle’s partnership with Lex Mundi, the world’s largest association of independent law firms. Lex Mundi provides clients with local market knowledge throughout the world, with the ease of working through a single law firm. Lex Mundi members also collaborate in multi-jurisdictional teams to solve clients’ cross-border problems and meet their international business goals.

Womble Carlyle is an active member of Lex Mundi on many levels. The firm is Lex Mundi’s member firm for North Carolina. Keith Vaughan, Womble Carlyle’s Chairman since 2002, currently serves as Chairman of Lex Mundi, having assumed that role in May 2014. He also is Chair Emeritus of Lex Mundi’s Managing Partners Committee. Other Womble Carlyle attorneys and professionals also serve in Lex Mundi leadership roles.

In 2013, Womble Carlyle was honored as the North American winner of the Lex Mundi Pro Bono Foundation Award. The Lex Mundi Pro Bono Foundation Awards are given annually to one firm in each of the following regions: North America, Latin America, Europe, Africa/Middle East and Asia/Pacific.



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*The answer is simple – Lex Mundi law firms know your markets.*

Business today is moving faster than ever. It is more complex than ever. And it knows no borders. For organizations operating across borders, it is essential to have a trusted legal partner with the in-depth knowledge and market-specific understanding necessary to navigate this ever-changing business terrain.

Lex Mundi, the world's leading network of premier independent law firms, provides you access to more than 21,000 top-tier lawyers from 160 member firms in 100+ countries. Each is a leader in its local jurisdiction, delivering the on-the-ground market expertise and indigenous insight you need to meet, manage and overcome business challenges around the globe.

The Lex Mundi World Ready network provides Womble Carlyle clients with access to:

- » Premier member firms that have been vetted for their leadership, expertise and capabilities for handling complex matters and disputes
- » Global reach of unmatched breadth and depth
- » Market- and industry-specific knowledge and strong connections to decision-makers and influencers at the local, national and global levels
- » Seamless client service for cross-border matters
- » Legal resources to effectively and confidently deal with legal issues virtually anywhere in the world

If legal issues span multiple jurisdictions, Lex Mundi member firms can assemble a team that is focused on securing the best possible results in cross-border matters, transactions and disputes. Because Lex Mundi recognizes the importance of collaboration, Womble Carlyle clients can be confident that working with a Lex Mundi legal team will deliver the experience of working with a single firm while still providing the expertise and local knowledge of our entire network.

The Lex Mundi World Ready network offers solutions to help companies meet the challenges of doing business in virtually any market, virtually anywhere in the world.

*Lex Mundi – the law firms that know your markets.*

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To perform globally, companies need to have an edge locally. To succeed in today's ever-changing global marketplace requires an in-depth understanding of local cultures, economies, laws, governments, trends and business climates. This kind of edge allows businesses to anticipate – and even influence – changes in the market, and to react quickly and effectively.

Through Lex Mundi's World Ready network, Womble Carlyle clients are connected to the resources of experienced and knowledgeable law firms around the world.

**What does World Ready mean for Womble Carlyle clients?**

It means that Womble Carlyle clients can rely on the Lex Mundi network of 160 premier member law firms in more than 100 countries for:

**Indigenous Insight**—All Lex Mundi member firms are territory experts in their jurisdictions. Each has broad knowledge and understanding of their respective markets – how those markets were developed, their peculiarities, their drivers and their rules and regulations. With the Lex Mundi World Ready network, Womble Carlyle clients can navigate local legal and business landscapes around the world.

**Innovative Solutions**—Womble Carlyle collaborates closely with other Lex Mundi firms to provide innovative thinking that keeps clients one step ahead of market trends and allows them to anticipate and influence changes in the market in order to react quickly and effectively.

**Smart Resourcing**—With 160 member firms in more than 100 countries, Womble Carlyle clients have seamless access to a global resource of unmatched breadth and depth.

**Cross-Border Connectivity**—Womble Carlyle and other Lex Mundi member firms work together fluidly and efficiently across borders, often in tight timeframes. When the call comes in, we can mobilize cross-border teams with the combined local perspectives needed to quickly interpret a client's specific opportunities and challenges.

*Womble Carlyle and Lex Mundi are World Ready, providing the insight, innovation, resources and cross-border connections to help clients meet the challenges of doing business in virtually any market, virtually anywhere in the world.*



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Lex Mundi member firms are top-tier law firms in their respective jurisdictions, and among the most experienced and knowledgeable in the world. They deliver indigenous insight, a market-specific focus and global connections to a diverse range of domestic and international clients.

Each member firm is admitted only after substantial due diligence and must undergo regular quality and peer review procedures in order to retain membership in the exclusive Lex Mundi network.

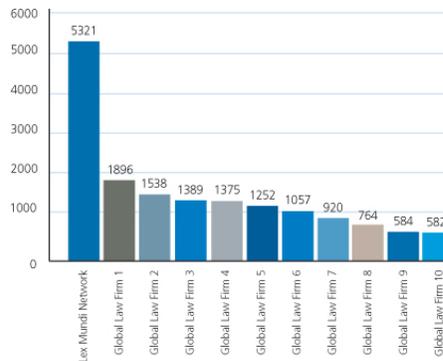
Lex Mundi member firms:

- » Are well-established, premier law firms;
- » Offer the full range of legal services commercial clients need;
- » Have extensive local industry sector capabilities;
- » Have in-depth knowledge of local markets, politics, cultures, business communities and economies;
- » Are leaders in the use of technology in their practices as well as in the management of their firms; and
- » Are among the largest in their jurisdictions.

Global and large international law firms, while they may have scores of offices worldwide, do not have access to the depth and breadth of the legal resources available through Lex Mundi. This is underscored by the Practical Law Company’s aggregated rankings of Lex Mundi member firms and the 10 highest-ranked global firms, a comparison that clearly demonstrates the unmatched quality, experience and expertise of Lex Mundi member firms.

**PLC Which Lawyer?  
2012 Aggregated Rankings  
Lex Mundi and Global Firms**

The PLC Which Lawyer? Yearbook 17<sup>th</sup> edition ranks law firms in all major practice areas across 90+ jurisdictions based on comments of general counsel at many of the world’s leading companies and interviews with private practitioners. The chart shows the aggregate rankings of each top global firm compared to the aggregate rankings of Lex Mundi member firms.



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### Local Market Knowledge and Industry Sector Experience

Lex Mundi members are full-service law firms and leaders in their local markets. They have developed local industry sector capabilities and have in-depth knowledge of the customs, policies, economies, laws, business climates, cultures and politics of their respective jurisdictions. With their on-the-ground expertise, indigenous insight, and extensive local and global connections, Lex Mundi member firms are World Ready with the resources to support the global business challenges facing Womble Carlyle clients.

Unlike the branch offices of international law firms, Lex Mundi member firms are locally entrenched. They have forged strong ties with their governments at all levels and have a broad, deep understanding of their business communities. This enables them to help clients successfully navigate the local legal and business terrains and focus on achieving optimum results. In addition to being fully versed in the local landscape, our members are also internationally oriented, representing their clients' interests around the world.

Because they are leading firms, Lex Mundi member firms have assembled top-tier lawyers with significant experience and diverse educational backgrounds, many with LLMs and advanced degrees. Member firms serve a broad base of local and international clients as well, and offer both native language and English language service capability.

Through an exclusive network of more 160 premier member firms – representing about 21,000 lawyers in more than 100 countries – Lex Mundi is a global resource of unmatched scope that delivers high-quality, highly responsive service to clients worldwide.



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With 160 member law firms in more than 100 countries, Lex Mundi's global network is an unrivalled resource for clients seeking cross-border solutions. Member firms understand the importance of collaboration, and frequently work together to seamlessly coordinate cross-border matters, transactions and disputes across multiple jurisdictions.

Guided by seamless service protocols – which provide basic guidelines, procedures and best practices for how members work together for a common client – the firms in the Lex Mundi World Ready network can assemble experienced client teams to deliver streamlined multijurisdictional solutions. These teams allow Womble Carlyle clients to work with a single member law firm while benefiting from the broad, deep local expertise, know-how and connections of multiple Lex Mundi member firms.

The cross-border solutions member firms offer include matters related to:

- » Mergers and acquisitions
- » Global anti-corruption compliance
- » Global data privacy and security issues
- » Global workforce management issues and labor and employment advice
- » Global product liability defense
- » Multijurisdictional merger filings and competition issues
- » Environmental due diligence and regulatory issues around the world
- » Management and protection of intellectual property assets around the globe.



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The hallmark of Lex Mundi is the quality of its member firms, who are among the most experienced and knowledgeable in the world and leaders in their local markets. As a condition of membership, each Lex Mundi member adheres both to a general philosophy of providing excellent service and to the Lex Mundi Service Standards.

Through the Service Standards, as well as Lex Mundi's recruiting standards and membership review policy, clients and referring member firms can have continuing confidence in the quality of service of individual member firms.

The Service Standards set forth procedures that member firms put in place to ensure rapid and effective responses to requests from clients and from members; consistency and well-managed handling of matters; and effective uses of technology for delivering client service.

**The Lex Mundi Service Standards are as follows:**

1. Lex Mundi member firms commit to provide excellent service in accordance with these standards.
2. Lex Mundi member firms recognize that rapid response times are essential to client service. In recognition of this:
  - » Lex Mundi contact persons shall be available by telephone or email seven days a week, or their telephone system or email replies shall offer alternative contacts who are available during periods when the contact persons cannot be available.
  - » The first response to a request shall be made the next business day or sooner and shall establish a timetable for providing the information or advice requested.
  - » Requests for assistance shall either be fulfilled or the requester shall be given a viable alternative within the time period relevant to the request.
3. Lex Mundi member firms commit to provide the following technologies:
  - » Technology and software to remain compatible with technology generally used by the legal industry;
  - » Websites that are up-to-date with respect to firm personnel and firm capabilities;
  - » Technology or other resources to perform rapid turnaround conflict checks;
  - » Individual e-mail addresses for all lawyers and the software necessary to support Blackberry or other PDA devices for, at a minimum, all contact persons
  - » Electronic billing, if requested; and
  - » Voicemail with English language prompts before and after normal business hours.

4. Lex Mundi member firms commit to:
  - » Provide engagement letters upon request;
  - » Provide fee estimates upon request and to consider requests for alternative fee arrangements; and
  - » Provide timely bills and render detailed bills upon request.
5. Lex Mundi member firms commit to discuss with the client material deviations from project scope or fee estimates as promptly as possible once the deviation becomes apparent.
6. Lex Mundi member firms commit to provide status reports, formal or informal, as reasonably requested by the client.
7. Lex Mundi member firms commit to provide primary and backup lawyers (and, where appropriate, staff) on appropriate matters and to avoid unnecessary personnel changes on referred matters.
8. Lex Mundi member firms commit to:
  - » English-speaking receptionists and operators;
  - » Lawyers and staff fluent in written and spoken English; and
  - » An up-to-date and readily accessible list of firm personnel who speak and/or read languages in addition to the local language and English.
9. Lex Mundi member firms commit to address promptly client satisfaction concerns involving the service of their own firm and to communicate promptly to other Lex Mundi member firms to which referrals are made any client satisfaction concerns arising out of those referrals.
10. Lex Mundi member firms commit to having an emergency plan covering:
  - » Reestablishing contact with lawyers, and
  - » Preservation and rebuilding of electronic databases.

*Lex Mundi periodically and systematically reviews its member firms for continued adherence to our standards of excellence. Member firms commit to periodic reevaluation of their personnel and service performance as a condition of continued membership in Lex Mundi.*



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