

10 Boutiques Giving Big Firms A Run For Their Money

By **Andrew McIntyre**

Law360, New York (September 30, 2014, 3:18 PM ET) -- Large firms are increasingly faced with various forces pushing against their model, and boutiques — whether small- or mid-size, specializing in one area or offering a wide spectrum of services — have become particularly attractive to clients, given their lower billing rates, analysts say.

While many such firms have found their niche by specializing in complex litigation, some boutiques have been successful by carving out expertise on white collar, employment, real estate, intellectual property, banking, international trade and financial services matters.

Here, Law360 looks at 10 such boutiques that analysts say are competing for a share of the work with big firms.

Bartlit Beck Herman Palenchar & Scott LLP

With offices in Chicago and Denver, Bartlit Beck has found its niche in complex litigation, building its firm by keeping its focus narrow, analysts say.

"The firm is widely known for being a go-to for bet-the-company, complex litigation," Zimmermann said. [Kent Zimmermann is a Chicago-based member of search firm Zeughauser Group LLC.] "Bartlit has an unparalleled track record of success and [is] worthy of being litigation boutique of the year every year, year in and year out."

Earlier this year, the firm assumed representation of a Tyco International Ltd. subsidiary shortly before a retrial of a case in which a prior jury had said the company failed to detect burglars who looted and burned down a warehouse. Plaintiffs claimed damages of more than \$50 million, but Bartlit managed to achieve \$2.75 million in theft-related damages for the plaintiffs, and no fire damages.

--Editing by Katherine Rautenberg and Patricia K. Cole.