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## **Snell & Wilmer L.L.P.** *Nationally Recognized for Commercial Litigation*



**Bet-the-company litigation requires skilled advocates with a track record of success.**

**From left: Barb Dawson, Joel Hoxie, Trish Refo, James Condo, John Bouma and Don Bivens.**

Over the past two decades, the Phoenix legal market has matured. At the center of this market is Snell & Wilmer L.L.P. Founded in 1938, it is one of the largest full-service firms in the western United States. With over 400 attorneys and an office presence throughout the region, the firm's commercial litigation team is consistently sought to provide legal representation on high-risk litigation issues for businesses in markets across the country.

"Business organizations require law firms that have a proven track record for handling multifaceted litigation in multiple jurisdictions," says John Bouma, chairman of Snell & Wilmer. "Complex commercial litigation is our stock in trade. When clients enter the courtroom with the firepower and experience we provide, they're announcing a strong commitment to fighting for and defending their business interests."

With a team of litigators who consistently appear in leading industry rankings such as *Chambers USA: America's Leading Lawyers for Business* and Woodward/White's *The Best Lawyers in America*®, Snell & Wilmer frequently finds itself "exporting" attorneys to other markets to achieve results for businesses seeking top talent. The firm's roster of clients includes leaders in key industries, such as pharmaceuticals, insurance, technology, education and retail. Clients benefit from the

firm's depth of talent and breadth of experience in these industries, particularly when dealing with rapidly expanding practice areas.

These qualifications uniquely position Snell & Wilmer to represent such market leaders as Kahala•Cold Stone, which has over 4,000 franchised locations operating under a number of different brands, including nearly 1,400 Cold Stone Creamery locations in the United States and internationally. The firm was also the logical choice to serve as counsel for GEICO, the fourth-largest private passenger auto insurer in the United States. GEICO turns to Snell & Wilmer for its experience in handling multistate, high-exposure, high-volume document cases around the country. In addition, Snell & Wilmer assists GEICO in avoiding future litigation.

"Snell & Wilmer is the firm-of-choice for businesses seeking top legal counsel and

multijurisdiction experience," explains James Condo, a partner in Snell & Wilmer's commercial litigation practice. "As a western regional firm with a national practice, our attorneys are both accomplished advocates in the courtroom and skilled in their respective disciplines. We effectively blend trial strategy with business savvy to achieve results that best serve client interests."

The firm recently made front-page news in its representation of Hypercom Corporation, one of the largest global providers of high-security electronic transaction solutions. In a patent infringement suit brought against it by a party that holds patents solely for the purpose of suing other companies for infringement, Snell & Wilmer successfully tried the case and then took the offensive by suing the original moving parties and their attorneys. The matter was ultimately settled for \$2.26 million in what is believed to be the first instance where such a patent holding company was found liable for malicious prosecution and abuse of process based upon groundless patent infringement lawsuits.

"We refused to just roll over and accept it," says Doug Reich, Hypercom's senior vice president and general counsel. "It takes a strong backbone to defend against this type of litigation. Snell & Wilmer's seasoned professionals and sound guidance provided us with the resources and confidence we needed to push back and protect our interests."

*For more information, visit [www.swlaw.com](http://www.swlaw.com).*



**Snell & Wilmer attorneys (from left:) Andy Halaby and Sid Leach, and Hypercom's Doug Reich discuss their groundbreaking victory.**