

## Office Snapshot: Wilson Sonsini Debuts New London HQ

By **Hanna Vioque**

Law360, London (March 20, 2024, 4:48 PM GMT) -- The antique-looking American flag and the collection of weathered baseball bats are impossible to ignore in the main conference room of Wilson Sonsini Goodrich & Rosati PC's new London offices.

The firm recently completed its move to the building at Eden House in Spital Square, close to Liverpool Street station in the City, after six years at its Old Street base a 25-minute walk away.

"Most of this is mine," Dan Glazer, the firm's London managing partner, joked as he pointed out the baseball memorabilia on the back wall.

Two of the baseball bats in the conference room are signed by Dave Winfield, a Hall of Fame right fielder, and Glazer's favorite player. But Glazer is most interested in a picture depicting the first organized visit of American baseball players to London in 1874.

"The American baseball club in England," Glazer said, reading the description out loud.

That's exactly what Wilson Sonsini strives to be — the American club in England, he told Law360.

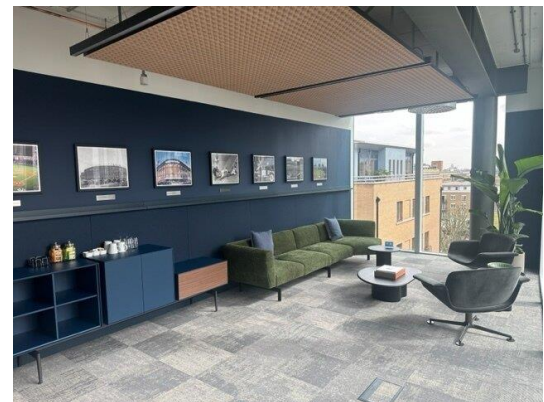
### The Leader

Daniel Glazer is a technology lawyer and a founding partner of the London office.

His lifelong passion for America's pastime prompted him to spearhead the firm's new decor.

Glazer was part of the Shearman & Sterling team that helped ink the \$660 million acquisition in 2002 of the Boston Red Sox on behalf of New England Sports Ventures, an investment venture now known as Fenway Sports Group Holdings LLC.

In London, he has shifted to advising high-growth U.K. and European companies in



The New York-themed office, with reproduction images of baseball stadiums and legends from the city, provided thanks to the firm's partnership with the National Baseball Hall of Fame and Museum.



Daniel Glazer

the technology and life sciences sector that are seeking to gain access to the U.S. capital markets.

### **The Location**

The new office has more than 3,000 square meters of space to accommodate Wilson Sonsini's ever-growing team, marking a big jump from its beginnings six years ago.

When the firm's London outpost first opened in 2018, it was just Glazer and another colleague. Now the firm has around 40 lawyers, a level of growth which Glazer attributes to reacting quickly to clients' needs.

"The feedback from clients is that they were looking for a blended team that understands the commercial and market norms on both sides," Glazer said.

"The fact that we've been able to scale to that size is a response to this feedback," he added.

Each conference room is named after an American city in which Wilson Sonsini has an office and displays local baseball legends. The Boston meeting room has pictures of Fenway Park stadium and Babe Ruth, while the Los Angeles room showcases the Dodger stadium and Don Drysdale, a pitcher and broadcaster better known as "Big D," as well as other sports stars.

The firm has found a way around the fact that Austin, Texas has no Major League Baseball team by choosing a room with almost no wall space and plenty of windows to bear the city's name.

The firm has also recently put up a series of images from what was known as the Negro Leagues — where Black stars played when baseball was segregated in the first half of the 20th century — and the All-American Girls Professional Baseball League memorialized in "A League of Their Own."

### **The Team**

52 total employees

11 partners

26 associates/of counsel/senior counsel

15 other staff

### **The Work**

Having a blended, transatlantic focus is a big part of the firm's brand.

As Glazer puts it, the firm has "one foot in one camp, one foot in the other," a mantra that is visible in the baseball images that line the hallways and conference rooms, as well as the firm's name at the entrance. On one side, visitors can see London's Tower Bridge, with San Francisco's Golden Gate Bridge shown on the other side.

This focus makes sense for the firm because of its emphasis on the technology and life sciences sector, where "the U.S. and U.K. connection is the essential relationship," Glazer said. Wilson Sonsini's U.S. headquarters are in the heart of Silicon Valley in Palo Alto.

The firm helps U.K. and European companies "through the U.S. life cycle," from launch, scale-up, to

raising venture capital and exiting through a merger and acquisition or an initial public offering, Glazer said.

The firm advised on more than 120 deals with a total value of more than \$60 billion this year, according to its website.

Most recently, the firm advised HealthQuest Capital on its investment in Alcresta Therapeutics — an American maker of enzyme-based products to help patients who are fed through the gut — following its acquisition by Linden Capital Partners, a Chicago-based private equity firm focused on healthcare.

### **Comings and Goings**

The international firm hired three new partners in January. Fleur Benns, who joined from Pinsent Masons LLP, has particular experience supporting U.S. companies on incentive issues arising from acquisitions and investments into the U.K. She is now the employee incentives and benefits partner.

Sarah Lane is now a tax partner, and has experience leading tax work on multiple M&A transactions both in law firms and in consultancy, with 12 years under her belt as a partner in a Big 4 firm.

Martin Luff is a U.S. and U.K. qualified employment lawyer moving over from Vinson & Elkins LLP, and will serve as employment partner, which Glazer noted would be "very helpful" if clients have questions during U.K. morning hours.

While the firm plans to expand further, Glazer is clear that Wilson Sonsini is focused on addressing client demands.

"Now, we will see what the market tells us," he said.

--Editing by Helen Corbett.