

# Daily Journal

SEPTEMBER 27, 2011

## TOP 100 LAWYERS IN CALIFORNIA

### EDITORS' NOTE

From the mortgage crisis to the Gulf oil spill to virtually every major intellectual property dispute, California lawyers are playing leading roles. But they don't just clean up big messes. They secure funding and regulatory approval for cutting-edge developments in water, energy, technology and biotechnology that are the promise of the future.

We aim for this list to be a kaleidoscope of the California legal scene. There are divorce attorneys and public finance lawyers, prosecutors and criminal defenders and much, much more.

We reviewed hundreds of nominations from members of the legal community and from our own editors and reporters to compile this list. It is never an easy task — the list isn't long enough — but it is fun. Read on. We know you'll enjoy learning about these people as much as we did.

— The Editors

### LARRY W. SONSINI

In the 1960s, Silicon Valley was a completely different landscape from what it looks like today. Only a small handful of notable tech companies had headquarters in Palo Alto, Mountain View, and Santa Clara, which collectively have become a mini Mecca of innovation.

Sonsini, fresh out of UC Berkeley School of Law in 1966, recognized the potential in the industry and joined McCloskey, Wilson & Mosher, a firm that was at the time helping to pioneer legal services for the region.

Today, Sonsini continues to influence the industry as chairman of the firm, which has been known as Wilson Sonsini Goodrich & Rosati for the past 43 years.

"I've been doing this a long time," Sonsini said.

Sonsini is a well-known lawyer and advisor to technology companies. His decades-long tenure began representing semiconductor companies like LSI Corp., National Semiconductor Corp., and Cypress Semiconductor Corp. He has since moved headlong into the Internet space, representing giants like Google, Inc. and Netflix Inc.

"Right now, we see a lot of business activity in social media and social networking," he said. "We've seen the return of a market for technology initial public offerings."

Sonsini helped Google make its IPO in 2004, which he has referred to as the "offering of a decade." The company raised \$1.7 billion for its offering, and has gone on to become an Internet powerhouse, gobbling up dozens of companies like YouTube, Android Inc., and most recently, Zingat Survey.

Sonsini has played his part offering advice on tech acquisitions, which he said is a segment of the industry that continues to be a strong revenue generator for Wilson Sonsini Goodrich & Rosati.

"I think right now the firm is firing on all cylinders," he said.

But even after so many years on the job, he still finds it challenging to balance practicing law and being the firm's chairman.

"As chairman, I'm looking at strategy and vision, communica-



S. TODD ROGERS / DAILY JOURNAL

### LARRY W. SONSINI

Wilson Sonsini Goodrich & Rosati  
Palo Alto

Practice type: Corporate  
Specialty: Technology Law

tion and culture. But 80 percent of my time is spent in the practice," he said. "I think the biggest struggle is the balance."

Sonsini said right now the firm can afford to be "very selective" about new clients, and that his interest is more in maintaining existing relationships with clients.

"Our client base is very large, and they're growing very fast. They're having expanded legal budgets," Sonsini said. "I still think we're focused more on keeping the current client base than finding new ones."

— Saul Sugarman

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### JEFFREY D. SAPER

Saper, vice chairman of Wilson Sonsini, advised LinkedIn Corp. on its \$352.8 million initial public offering, the largest IPO by a U.S. technology company since Google Inc. went public in 2004. The Google IPO? Also handled by Wilson Sonsini.

"Last year was amazing and next year could be far better," Saper said. "It's extraordinary how much business has come into the firm generally and I'm fortunate to get a lot of it myself."

Saper has worked on over 200 public offerings in his career, and right now he's working at different stages on 10 more.

This past year he advised LinkedIn and ServiceSource International Inc. on the company side and Amyris Inc. and Pandora Media Inc. on the underwriter side on its \$234.9 million initial public offering.

Many of his clients are with the firm for the duration of their life cycle, from incorporation to sale or IPO.

"Because we're such an enterprise-focused firm, while we'll compete for business that is transactional in nature, we strive to be what's called very sticky with clients," he said. "We provide a range of services that would enable them to continue to grow alongside us."

Two of Saper's longtime clients were purchased within the last year, Arizona-based Go Daddy Group Inc. and Santa Clara-based McAfee Inc. The later was sold to Intel Corp. for \$7.68 billion. And though terms weren't disclosed for the Go Daddy buy, it was reportedly as high as \$2.25 billion.

Saper said a firm needs to have a "deep bench" for transactions such as the McAfee deal, in which antitrust support is needed as well as securities litigation that emanates from public company mergers and acquisitions.

The ability to adapt is important in the fast-paced world of technology companies. And with Saper at the helm of the firm, Wilson Sonsini is poised to pick up even more business while keeping long-time clients.

"We've significantly expanded in Asia; we've significantly expanded in antitrust," he said. "Those strategic moves have enabled



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### JEFFREY D. SAPER

Wilson Sonsini Goodrich & Rosati  
Palo Alto

Practice type: Corporate  
Specialty: Capital Markets

us to maintain a very long life cycle with our clients."

While he predicts the lion's share of capital markets work at the firm will be for U.S. companies, Saper

is watching international developments. He took the first Indian company public in the U.S. and has taken three Israeli companies public as well.

Looking to the future, Saper expects there will be a boom of work from cleantech companies, software makers and cloud computing providers.

"We all feel very fortunate to be where we are right now," he said. "Despite a lot of the economic volatility, we see a lot of green lights, and we're optimistic about the future."

— Robert Pierce

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## KATHARINE A. MARTIN

In the decade social networking sites like Friendster, MySpace and Facebook sought to bring friends and family together on the Internet, LinkedIn was waging a quiet crusade to win the hearts and minds of the professional community.

When it came time to go public in May, the company knew it could turn to Martin. A partner at Wilson Sonsini Goodrich & Rosati, Martin has spent more than 11 years with the firm forging alliances with some of the biggest names in Silicon Valley. She was more than happy to step up to the plate when LinkedIn approached her to be lead outside counsel for its \$352.8 million initial public offering.

"[Katie] has a unique technical knowledge of the law. She's quick to grasp the business issues, and she's able to provide business judgment," said Erika Rottenberg, who has been general counsel at LinkedIn since 2008.

Martin's strategy with clients can be boiled down to a simple motto: Think big. Part of that means working with big, publicly traded companies, which, over the years, have included Juniper Networks Inc., Plantronics Inc., Epicor Software Corp., Nuance Communications Inc., and Coherent Inc.

"I have 24 years of experience representing public companies," she said.

— Saul Sugarman



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### KATHARINE A. MARTIN

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