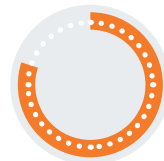
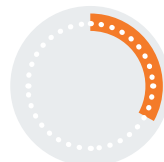


## A CULTURE OF COLLABORATION ACROSS OFFICES AND PRACTICES

Cross-office collaboration:

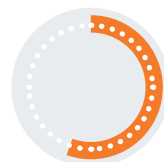


**16 out of 20** of the firm's largest clients used lawyers in **10 or more of our offices.**



For the firm's **100 largest clients**, which generated **32% of revenue**, the average number of offices engaged was **13.**

Cross-practice collaboration:



**11 of the firm's 20 largest clients** used lawyers from **19 or more firm practice groups.**



For the firm's **50 largest clients**, which generated **23% of revenue**, the average number of **practice groups** engaged was **17.**

Based on 2020 data



## COMMITMENT TO DIVERSITY, INCLUSION, AND SOCIAL JUSTICE

We are dedicated to offering our time and talents for the good of all. This core value is woven into the DNA of our firm. Recent events have unveiled a stark reminder of how important it is that we double down on our efforts to aid the most vulnerable in our communities. Some of the new ways we are addressing social justice concerns include circulating educational resources throughout the firm, hosting a **“Conversations About Race”** series featuring leaders of color, launching a new pro bono initiative to promote equal justice, seeking Mansfield Rule certification, and joining the Law Firm Antiracism Alliance.

[Learn more about our Diversity and Inclusion efforts >](#)

[Learn more about our Pro Bono efforts >](#)

- Our **strategic presence in key markets and in global financial districts** provides opportunities to serve clients and collaborate with colleagues around the world.
- We embody **partnership in every sense**, having approximately one-third of our revenue sourced by a different office or practice group than that of the working lawyer.
- **Effective business operations** that allow you to focus on practicing law.
- As a **fully-integrated firm** we maintain a single profit center across practices, industry groups, and regions, resulting in a credit system that aligns with client interests.
- Our **industry groups align lawyers across multiple offices and practices** to bring together multidisciplinary teams that deeply understand the businesses of our clients in these industries and the legal, regulatory, and other challenges they face.
- We offer a **fair and transparent compensation system** that rewards more than just client origination. The system is designed to incentivize lawyers to share ownership of client solutions in a collaborative way that syncs with a client's objective of efficiency and responsiveness.
- Our genuinely collaborative culture brings together a **client-focused** combination of high-level practice area expertise, specific industry knowledge, and global geographic reach.
- The firm has **no bank debt**—neither long-term nor short-term debt. The firm's conservative fiscal approach provides protection to the new generation of partners who will not be inheriting interest bearing debt as a mortgage on their future opportunities.
- Our well-trained and mentored **associates will help you service and grow your client relationships.**
- **Robust lateral integration and professional development programs**, such as our Strategic Partnering Program, offer a demonstrated record of success in supporting client growth efforts with our new lateral partners.
- Our **Client Growth Team** will help facilitate creative and strategic client growth approaches.
- We take an **investment-oriented approach to project management and pricing technology** with a team devoted to innovation in alternative fee agreements and client budgets.
- With our **focus on innovation**, we source and implement technology that is easy to use and effective, and maintain industry-leading and enhanced infrastructure with resilient networks, redundant data centers, and virtualized computing power.

**DISCOVER THE K&L GATES EXPERIENCE**

## GLOBAL RECOGNITIONS

For an eighth time, K&L Gates was ranked by *Law360* in the publication's latest Global 20 survey as one of the 20 leading global law firms based on international presence and the capabilities to handle complex cross-border matters.

*Legal 500* and *Chambers* consistently recognize K&L Gates and its lawyers among the world's leading practitioners in Asia, Australia, Europe, the Middle East, and the United States.

[View our full Chambers rankings >](#)

Honored as “Law Firm of the Year” at *The Changing Lawyer Awards 2020* by *Litera* in recognition of the firm's willingness to embrace and drive change as a result of our culture of innovation and client service.

[Learn more about this recognition >](#)

[SEE ALL ACCOLADES >](#)



## COLLABORATIVE CULTURE IN ACTION: OUR INDUSTRY-LEADING RESPONSE TO COVID-19

At the onset of COVID-19, our lawyers formed a worldwide task force to coordinate and collaborate on a resource center that includes alerts, guides, podcasts, webinars, and roundtable events covering a wide range of topics. More than 500 lawyers and legal professionals across practices and regions contributed more than 500 pieces of content. The resource center has become a valuable resource to our clients, who have praised the quality, clarity, and usefulness of our materials.

[View the Responding to COVID-19 Resource Center >](#)