

Managing Litigation Partnering with Outside Counsel

Presented By:

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Brian D. Walters

- Matthews International Corporation – ***Senior Vice-President and General Counsel***
- Founded in 1850, Matthews is one of Pittsburgh’s oldest continually operating businesses, with over 11,000 employees and operations in over 25 countries
- Served in current role for over 14 years, during which time the annual revenue of the company has tripled to over \$1.6 billion
- Responsible for all day-to-day legal matters, both nationally and internationally, and reporting directly to the CEO
- Has led and supported over 70 acquisition initiatives since 2005
- Member of Matthews’ ten (10) person executive leadership team





Eugene A. Giotto, Esq.

- Cozen O'Connor - Vice Chair, Commercial Litigation & Chair of Long -Term Care Practice Groups
- Co-Founder of Cozen O'Connor's Pittsburgh Office
- Litigates complex matters, business disputes, commercial disputes, products liability, health care disputes, and restrictive covenant matters regionally and nationally
- Serves as in-house general counsel for Mission HealthCare which has 60 communities in 5 states
- Has tried over 100 arbitrations and jury trial case throughout the country of multi-million dollar disputes





Laura L. Reinhart, Esq.

- Cozen O'Connor – Counsel in Commercial Litigation
- Prior Co-Founder of boutique law firm serving as Union Pacific Railroad Company's National Counsel
- Litigated and/or tried complex, class, and mass tort cases in notoriously difficult jurisdictions across the country
- Counsel to several cross-functional strategic quality improvement teams in the rail industry, advising on operational, commercial, safety and health, compliance, and labor issues
- Developed and led a centralized discovery and eDiscovery process for Union Pacific Railroad Company







What are the Key Factors for Selecting Outside Counsel?



How Do You Partner with Outside Litigation Counsel to Achieve Strategic Objectives?



What's the Framework for Establishing Expectations in Managing Litigation?



How Do You Meet Your Client's Expectations?



How Do You Define Success with Various Stakeholders?



Is Legal Spend the Central Driving Factor in Decision-Making in Managing Litigation?





How Important are Diversity, Culture, and Fit when Partnering with Counsel in Litigation?



How Do You Define Value?



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