

Fall 2016

## Welcome!

Welcome to the inaugural issue of Dentons' Alumni Newsletter. We hope you will find this a valuable resource to stay connected and to keep up-to-date with what's happening at Dentons and with your fellow alumni. If you have news to share with your fellow alumni, and would like to see it in the next newsletter, please let us know, at [alumni@dentons.com](mailto:alumni@dentons.com)

In this first issue, Clarissa Cerda, General Counsel of Pindrop Security, is featured in a Q&A in the Alumni Spotlight. She talks about a mentor, a milestone and a necessary skill for a lawyer.

We also bring you news about Dentons joining the BTI Fearsome Foursome, new offices in California and Europe, a slate of exciting Dentons events and a number of new initiatives, including NextLaw Labs, a high-tech business accelerator.

We encourage you to use our alumni resources—this newsletter, the Dentons Alumni LinkedIn group and the Dentons website—to stay connected with your friends and colleagues. We would love to hear from you!

The Alumni@Dentons Team

## In this issue...

Alumni spotlight.....2

News.....3

Upcoming events.....5

New initiatives.....7



# Alumni spotlight



Since July, **Clarissa Cerda** has been general counsel of Pindrop Security, a voice-fraud prevention and authentication firm. She was an attorney at Dentons predecessor firm Sonnenschein Nath & Rosenthal LLP from September 1995 to January 2008, during which time she was a Corporate and Securities partner.

## Q: Who was a significant mentor for you during your time at the firm?

I was very lucky to have many mentors at the firm. As the first female Hispanic partner in the 100-year history of the firm, I understand it is not always easy to find someone that “looks like you” to mentor you in your chosen field, so a collection of different mentors is advisable—especially for women and minority lawyers. My most significant mentor was the legendary [former Sonnenschein Partner] Paul Miller, who looked the most “not-like-me” at the firm. We were opposites when it came to gender, cultural backgrounds, preferred working hours and political parties, but we had similar negotiation styles on which we bonded and became fast friends. He will always hold a very special place in my mentor collection.

## Q: Describe an important milestone in your career from your time at the firm.

This one is easy: the day [former Sonnenschein Chairman] Harold Shapiro talked me into adding a specialization in technology law to my corporate and securities background. According to him, it was going to be the next big legal specialty of the future, and I had a chance to get in on the ground floor. So, I went to those original “First Tuesdays in Tech” with him, and 20-plus years later, I am a four-time general counsel of cutting-edge, hyper-growth technology companies—utilizing every bit of my technology licensing, data privacy and cybersecurity expertise on a daily basis alongside my corporate transactions and public securities background. Thank you, Harold!

## Q: What are some of the most important skills lawyers must develop in order to succeed and stand apart from competitors?

One of the most important skills a lawyer needs to truly stand apart is the ability to navigate the gray. For me, that means not just being an aggressive lawyer (from his or her perspective everything is white) or a conservative lawyer (from his or her perspective everything is black), but rather being a good enough lawyer from a technical perspective that you can be an aggressive lawyer when the law is white, a conservative lawyer when the law is black, and a really creative lawyer when the law is gray.





## Dentons joins Fearsome Foursome

Dentons has earned top honors in seven categories and has been selected as a member of an exclusive group of just four law firms in the most recent survey on litigation trends by BTI Consulting. For the first time, Dentons has been included among the “Fearsome Foursome,” an honor bestowed upon four elite law firms for their intense approach and fierce tactics in today’s competitive legal market.



## Dentons expands in California with new San Diego, Oakland and Sacramento offices

Dentons has enhanced its presence in California—the world’s sixth largest economy—with the opening of new offices in San Diego, Oakland and Sacramento.

In San Diego, the new office is located at 4655 Executive Drive. Situated in the heart of San Diego’s technology hub in North County, the office will provide local clients access to Dentons’ expansive global reach, and global clients entry to San Diego’s robust economy.

The new San Diego office occupies more than 45,000 square feet on two floors. Two former offices located in the downtown and North County areas are consolidated at this new location.

Dentons has also expanded its presence in the San Francisco Bay Area with the opening of an office in Oakland, at 1999 Harrison Street. The Oakland office, located in the Lake Merritt Plaza in the Oakland Business District, occupies more than 29,000 square feet on the 12th and 13th floors.

Most recently, Dentons has opened an office in Sacramento, at 1415 L Street. Located in the heart of the state capital, the office will support the regulatory and public policy needs of clients, and will serve client requirements when they meet with government officials.

The opening of these offices further extends the Firm’s reach in the Golden State. Dentons also maintains offices in Los Angeles, Orange County and Silicon Valley.



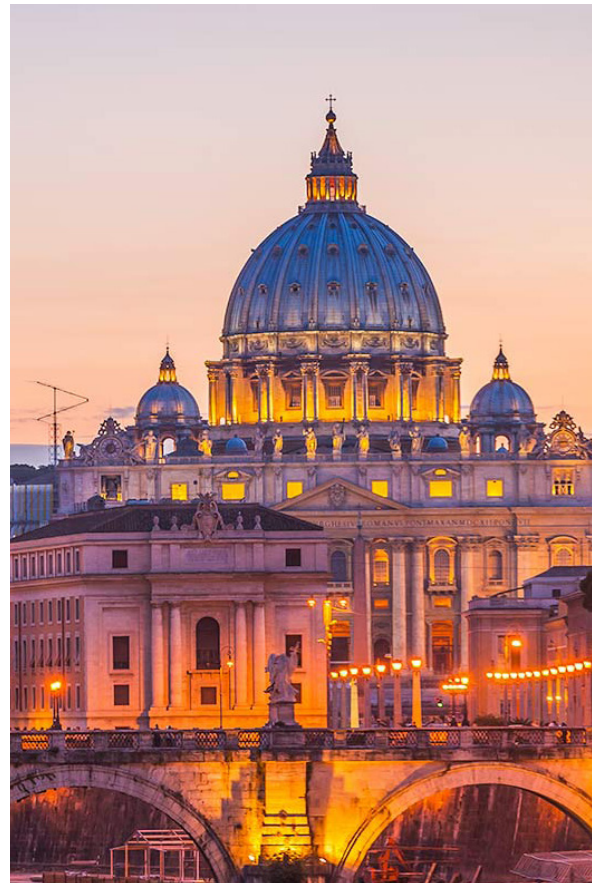
## Dentons opens two new offices in Europe: Rome and Munich

Building on the momentum of the Firm's noteworthy growth in offerings to clients in Europe during the last 12 months, we are pleased to announce that Dentons has opened an office in Rome.

Since the opening of our Milan office last October, our work and our capabilities in Italy have grown steadily. This goes to show the benefits of serving Italy's largest legal market and main business and finance center. Our Milan office has doubled in size in the last year.

Extending our presence to Rome is a logical next step to serving both our European clients and clients from around the world with business in Italy. Rome is Italy's largest city and the second largest legal services market. As the nation's capital, it is also the seat of the national government and the Supreme Court.

The Rome office will be managed by Italy **Managing Partner Federico Sutti**. Our team in Rome will include **Antitrust Partner Michele Carpagnano** and our new **Corporate Partner Aian Abbas** and her M&A team. Several of our Milan-based partners already serve clients in Rome and will split their time between the two offices.



Dentons is now also open for business in Munich. This is our third office in Germany, adding to our significant presence in Berlin and Frankfurt.

We welcome on board our new Munich team of nearly 20 lawyers, including six partners. They offer core capabilities in Corporate, Mergers and Acquisitions, Insurance, Litigation, Competition and Tax to complement our full-service offering in Berlin and Frankfurt.

As the largest economy in Europe, Germany is a strategic market for companies around the world. The opening of the Munich office is an exciting milestone that will enable Dentons to deliver even more value to our clients. **Dr. Alexander von Bergwelt** will serve as Dentons' Managing Partner for the Munich office.



# Upcoming events

Alumni are more than welcome to attend our events. For more information about these and other events, visit [www.dentons.com](http://www.dentons.com) and click on Events at the top.



## 2016 Financial Forum Series

CLE event

November 8, 2016

Join Dentons' Government Contracts lawyers for a Public Contracting Institute (PCI) webinar series involving the most current industry analysis in government contract cost accounting, delivered by a team of in the field with unparalleled experience.



## Legal Update Seminar: Modern Slavery Act – One Year On

CPD event

London, United Kingdom

November 17, 2016

The Modern Slavery Act came into force in October 2015 and introduced a new obligation on businesses to report what they are doing to combat slavery and human trafficking. A year on, please join us for a panel discussion to consider lessons learned and top tips for MSA compliance.



## The New US President: What it Means for Canada

Vancouver, Canada

November 18, 2016

On November 8, 2016, the United States will go to the polls to elect its 45th president. This decision will profoundly shape American policy for the next four years. And that, of course, will have an impact on the rest of the world, particularly on America's neighbor to the north.



## Capco and Dentons Regulatory Breakfast

Frankfurt, Germany

November 24, 2016

Dentons and Capco cordially invite you to our fifth jointly organized Regulatory Breakfast. The topic this time: "Update MiFID II – recent developments, in particular the 2nd FiMaNoG."



## Courageous Counsel Leadership Institute

New York, NY

November 29, 2016

Please join us on Tuesday, November 29, for the Third Annual Courageous Counsel Leadership Institute—a day-long professional and business development event for senior women who are in-house lawyers.



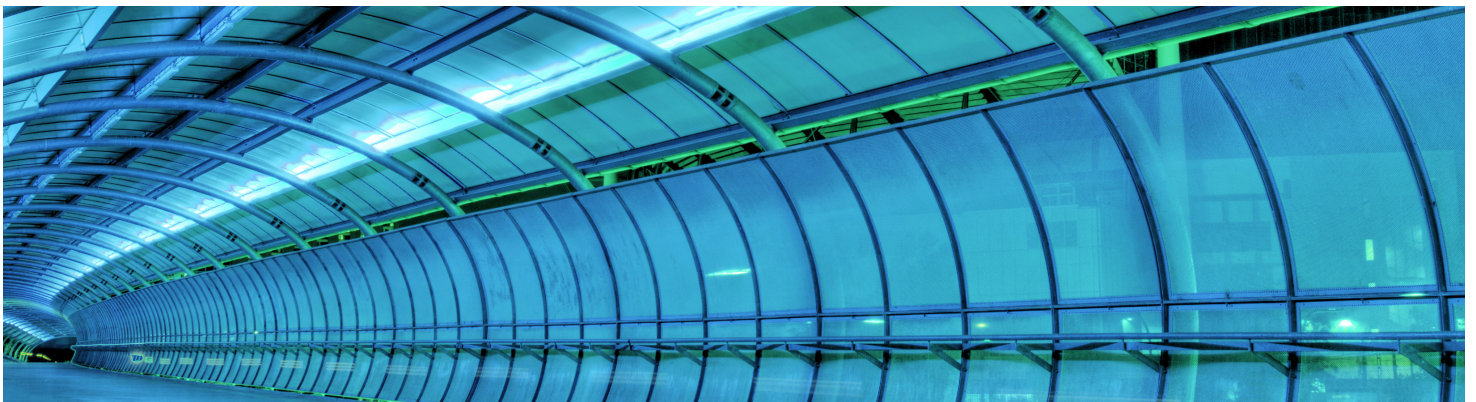
## CPD Bootcamp 2016

CPD Event

Toronto, Canada

Wednesday, November 30, 2016

Join Dentons' lawyers for the sixth annual CPD bootcamp. Earn your credits and gain invaluable insights from legal professionals in various practice areas. This unique program is designed exclusively for general counsel, corporate counsel and legal department managers.





# New initiatives

## NEXTLAW Labs

**Nextlaw Labs** is a business accelerator focused on investing in, developing and deploying new technologies to transform the practice of law. It is an autonomous, wholly owned subsidiary of global law firm Dentons, with physical and virtual locations in technology centers worldwide. Through complementary and strategic partnerships with leading technology companies, startups, other business accelerators and established legal vendors, Nextlaw Labs will invest in promising companies and develop a suite of new technologies that fundamentally change the practice of law, improving client service and enhancing client solutions.

[www.nextlawlabs.com](http://www.nextlawlabs.com)

## NEXTLAW Global Referral Network BY DENTONS

**Nextlaw Global Referral Network** is a legal referral network unlike any other, created in partnership with Dentons, the world's largest law firm. Developed to connect clients with the top legal talent in the world, it provides unprecedented business opportunities to its members—with no pay-to-play entry—allowing quality law firms, regardless of size, to be recognized as such at no cost.

[www.nextlawnetwork.com](http://www.nextlawnetwork.com)

## DENTONS 50

**Dentons 50**, a full-service, 50-state public policy and advocacy network, offers unrivaled reach and depth in state capitols across the nation for clients in all industry sectors. Dentons 50 leverages top-tier government and public affairs resources to offer project management and on-the-ground support of multistate public policy and advocacy matters. Dentons 50 is a force multiplier—offering clients the ability to quickly mobilize, organize and activate public policy campaigns, and providing bespoke nationwide legislative tracking; visibility and relationship-building in new markets; and real-time analysis of state, federal and local issues.

To learn more about Dentons 50 visit [www.dentons.com](http://www.dentons.com) and click on Issues and Opportunities at the top.



# About Dentons

Dentons is the world’s largest law firm, delivering quality and value to clients around the globe. Dentons is a leader on the Acritas Global Elite Brand Index, a BTI Client Service 30 Award winner and recognized by prominent business and legal publications for its innovations in client service, including founding Nextlaw Labs and the Nextlaw Global Referral Network. Dentons’ polycentric approach and world-class talent challenge the status quo to advance client interests in the communities in which we live and work. [www.dentons.com](http://www.dentons.com).

## Our locations

