

## Overview

The iconic images of Washington, DC, tell only part of the city's story and the prominent role Dentons plays in it. The Congress, the White House, the Supreme Court—each edifice evokes strength, purpose and stability.

But there is an even richer tapestry. More than 200 countries have embassies and representation in Washington. The world's leading international financial institutions—the World Bank, the International Monetary Fund, the Inter-American Development Bank, the International Finance Corporation and many others—are based in Washington. Every major media organization covers what happens here 24 hours a day, every day. Many of the country's leading think tanks, universities and colleges, medical institutions and other major organizations are based here. The region is an economic powerhouse—it is the fourth largest metropolitan economy in the US, with a gross product of US\$463 billion in 2014.

The Washington office of Dentons traces its roots to 1939, when President Franklin D. Roosevelt's attorney general returned to private law practice to form his own firm. Since that time, this office has grown dramatically to perform groundbreaking work for clients large and small on a wide range of matters. Among the capabilities of the Washington, DC, office are the following:

The first Government Contracts law practice in the nation originated in the Firm's Washington, DC, office. It remains one of the largest and most comprehensive practices of its kind in the United States, serving virtually every area of government contracting, including information technology, aerospace and defense systems, homeland security and biodefense and General Services Administration (GSA) contracting.

The Public Policy and Regulation team offers strategic advice and advocacy based on many years of experience as members of Congress, high-level congressional staff, senior officials in the executive branch and veterans of corporate and association public affairs. Additionally, the team is bolstered by our on-the-ground capabilities in a number of state capitals and includes a number of former state attorneys general.

The Washington, DC, office claims a large Intellectual Property practice, focused on patent preparation, patent protection and litigation, along with related licensing and technology transfer and due diligence services. The IP team, many of whom have advanced engineering or science degrees, represent pharmaceutical companies, computer and IT firms, financial institutions and other major companies and institutions from across the globe.

Our Health Care practice counsels hospitals, health plans, pharmaceutical companies, pharmacies, physicians' organizations, insurance exchanges and others with regard to regulatory compliance, public policy, reimbursement and coverage, transactions, fraud and abuse matters, governance, privacy and other issues. The Health Care team offers many years of experience as senior federal and state officials, private sector executives and seasoned health care lawyers.

The Washington, DC, Energy team provides strategic support worldwide to clients throughout the industry, from major oil companies and independents, power generators and utilities, to solar, wind, hydro, biomass and cogeneration companies; from transportation operators, financial firms and energy users, to investors interested in the development of renewable and alternative energy sources.

The Washington, DC, Corporate team has represented corporate entities from their startup phase through their initial public offering or acquisition and is involved in structuring deals and developing and executing financing strategies domestically and internationally. Our corporate clients also benefit from our business intelligence services.

The Litigation and Dispute Resolution team in Washington is integrated with the other components of our nationally recognized Litigation and Dispute Resolution practice. The team in Washington handles a wide variety of litigation and dispute matters in courts and other tribunals, with a particular focus on handling litigation arising in connection with the office's substantive regulatory disciplines.

Our International Trade team is a key component of the Firm's global International Trade group, representing business interests and government entities from around the world in trade disputes, anti-dumping and countervailing duty cases, customs matters, export control and sanctions cases, and other cross-border and regulatory issues.

The Native American Law and Policy practice helps tribal governments and businesses confront an increasingly complicated legal, political and business dynamic.

The Insurance team represents global insurers on their most significant coverage claims, financial litigation and regulatory investigations.

The office's international capabilities include lawyers who are internationally qualified and who have lived and practiced in many countries outside the US, including Canada, Russia, the CIS states, China, Romania, the Philippines, and throughout Africa, Latin America and the Caribbean.

Working with our colleagues across the country and in offices around the world on diverse projects with diverse industry players, our lawyers and other professionals offer a depth of skills and experience to help you realize opportunities and meet the challenges at the intersection of law, business and government—whether in Washington, across the nation or around the world.

## Representative Experience

- **Fortune 100 Insurance Company:** Representing long-time client on a wide range of regulatory, public policy and legislative issues at the federal and state level. Dentons' legal and lobbying team has worked with lawyers and government affairs executives at the client's headquarters on a multiyear flood insurance bill, teen driving safety legislation, Medicare secondary payer legislation and enactment of a provision in Dodd-Frank to require the Federal Insurance Office to release a study on state-based insurance regulation in the United States. After these bills became law, Dentons' legal and regulatory team has worked with Administration officials and attorneys to achieve positive rulemaking for the company and its insurance agents. We continue to advise the client on pending issues and legislation including a national insurance backstop for catastrophic insurance, building code legislation, credit scoring, cybersecurity and privacy issues.
- **Bakken Oil Express:** Advising in a first-of-its-kind multiple-shipper operation in North Dakota for loading crude oil onto unit trains. This will be a strategic asset for the industry, as North Dakota crude oil production continues its strong growth over the next few years.
- **The Clare at Water Tower Place Creditors' Committee:** Representing the Official Committee of Unsecured Creditors in this continuing retirement community facility case. The Committee consists of five residents and two trade creditors, who played an active role in the going concern sales process and auction for this facility, as well as the confirmation of the related Chapter 11 plan and other aspects of the case. In a successful conclusion, the residents' deposits and other arrangements were assumed, and the trade creditors received a recovery in the case.
- **Council of the City of New Orleans, LA:** Serving as lead regulatory counsel for nearly 30 years, we have defeated significant class action litigation against the city of New Orleans, and as part of an interdisciplinary regulatory advisor team have achieved an unprecedented fourth consecutive rate reduction for the city's ratepayers, and assisted in the massive effort to rebuild the city's entire electric and natural gas system following the Hurricane Katrina disaster. Our team is currently handling more than 50 matters at the Federal Energy Regulatory Commission, Courts of Appeals and at the retail regulatory level, including the divestiture of Entergy Corporation's entire transmission system and the company's decision to join the Midwest Independent Transmission System Operator, Inc.
- **Energy infrastructure equipment and services leader:** Providing one of the world's leading energy infrastructure equipment and services leader with a sophisticated analysis clarifying open corporate and cross-border tax issues arising from the company's then-existing capital structure. We designed and implemented a sophisticated reorganization of select members of the client's European and Latin American operating structure to maximize operational efficiencies and reduce US taxation of ongoing operations while also realizing significant local tax savings for the company.

- **Hospitals and health systems, physicians and physician groups and their trade associations:** Providing a wide array of regulatory and public policy services including counseling related to the extensive regulations governing the health services industry, securing health care authorizations and appropriations, creating partnerships with federal health care agencies, assessing clinical research compliance, structuring public policy advocacy solutions, and developing successful hospital-physician alignment strategies. In the increasingly regulated and competitive health care market, our extensive experience in public policy and regulatory affairs give our clients a competitive edge.
- **International Finance Corporation:** Assisting a member of the World Bank Group and the largest global development institution focused exclusively on the private sector in developing countries, in implementing a loan granted by Cairo Investment and Real Estate Development and its 11 subsidiaries.
- **Major clean energy generating companies:** Representing as respondent intervenors in defense of the Environmental Protection Agency's Cross-State Air Pollution Rule in the DC Circuit, including through a successful merits briefing in the Supreme Court where the rule was upheld. The matter is now back on remand in the DC Circuit. This high-profile case involves one of the Obama administration's most complex and significant regulations to date addressing air emissions from power plants.
- **Medicare health plans, drug plans and accountable care organizations and their trade associations:** Counseling physician groups, health plans, hospitals, pharmaceutical benefit management firms, and chain drug stores in the development, planning and operations of Medicare Advantage plans, Drug Plans, and Accountable Care Organizations (ACOs). We represent Medicare plans and ACOs and their associations before Congress and the Executive Branch, including the White House, the Centers for Medicare & Medicaid Services and the Department of the Treasury.
- **One of the largest health systems in the Mid-Atlantic region of the US:** Counseling on multiple complex government and internal investigations and reviews involving its numerous hospitals, clinical research institutes, physician organizations, surgery centers and other providers. The vast majority of our work relates to assisting the client to navigate and resolve matters involving alleged violations of the federal healthcare program anti-kickback statute, the federal physician self-referral law (commonly known as the "Stark Law"), the federal False Claims Act and various alleged overpayment situations.
- **Native American tribes:** Assisting tribal governments and tribal businesses navigate the kinds of legal and policy issues which require a thorough understanding of the complicated intersection of tribal governments, the federal agencies, the federal courts, and the United States Congress. Our clients benefit from a deep-bench of lawyers and other professionals with key federal government experience, including former high ranking officials from the Department of the Interior (Office of the Secretary, Bureau of Indian Affairs and Office of the Solicitor), from the National Indian Gaming Commission (former acting Chairman, and former head of Enforcement), from the Department of Justice (Indian Resources Section, Environmental Enforcement), and from several key congressional offices. What makes the depth of this federal expertise unique, however, is the complimentary depth of our tribal government expertise, brought to the practice by a former elected leader and former in-house tribal counsel.
- **One of the largest brand pharmaceutical companies:** Serving as US regulatory and compliance counsel and as anti-corruption, FCPA and product protection counsel on a global basis for one of the largest brand pharmaceutical companies on the globe.
- **Sony Electronics:** Defending in a putative class action in the US federal court alleging violations of state unfair competition laws and false advertising laws. The plaintiff sought to represent two classes: a California class of purchasers of our client's computer; and a nationwide class of purchasers of that same product. The case settled on an individual basis following a search of the named plaintiff's computer to determine whether the computer was being used for business or computer purposes.
- **T-Mobile USA:** Acting as lead counsel in several patent infringement lawsuit suits multiple venues. Each of these cases either resulted in T-Mobile obtaining a dismissal with prejudice with no payment of money to Plaintiff ("Plaintiff took nothing"), or resulted in a favorable settlement for T-Mobile.
- **US and international companies in the aerospace sector:** Providing comprehensive export controls counsel to US and international aerospace companies. We represent clients before the US Department of Commerce's Bureau of Industry and Security, the US State Department's Directorate of Defense Trade Controls, and the US Census Bureau on the full range of export controls issues that are often critical to the commercial viability of our clients' businesses. We help clients identify, investigate, and address situations in which a voluntary disclosure may be appropriate, as well as circumstances where government authorities, other regulators, or the media present allegations of impropriety. Our full-service practice encompasses advice and counsel on product classification, licensure, and compliance, including development and implementation of policies, procedures, internal controls, and transactional safeguards.

- **US manufacturer:** Assisting with US Consumer Product Safety Commission (CPSC) compliance, notification and product defect and hazard analysis. The representation included negotiation and filings with the CPSC, Underwriters Laboratory and Health Canada. We also provided counsel on a vast array of engineering failure analyses and corrective action testing to support the preparation and implementation of a CPSC approved recall and corrective action plan. We worked the manufacturer to create effective consumer notification and messaging documents, including direct mail pieces, recall notification posters and consumer level recall website messaging to ensure compliance with CPSC notification requirements.

## Your Key Contacts

### United States



**Michael E. Zolandz**

Office Managing Partner,  
Washington, DC

D +1 202 408 9204

M +1 202 441 3901

[michael.zolandz@dentons.com](mailto:michael.zolandz@dentons.com)