

CHAMBERS & PARTNERS

LEGAL PUBLISHERS

# CHAMBERS GLOBAL

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2014

The Client's Guide

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**is ranked in Chambers Global 2014 as follows:**

## **BAND 1**

### **LEGAL PROCESS OUTSOURCING – GLOBAL**

QuisLex is highly regarded by market commentators and peers for its experience and expertise in litigation and corporate work, including M&A due diligence and discovery services. The provider's typical clients are international law firms, including major British and US law firms, in addition to multinational corporations in the technology and financial services industries. QuisLex is headquartered in New York, with a Chicago delivery centre capable of providing nearshore services and work in a range of languages, whilst the provider's larger operation in Hyderabad offers offshore coverage and capacity for larger projects.

#### **SOURCES SAY**

*"They really are fabulous. They have good communication and provide excellent value for money."* (Chambers Global 2013)

*"Their work has been outstanding. Their analysis is accurate and timely, and we would not have been able to complete this large project without their assistance."* (Chambers Global 2013)

*"The attention to detail is unparalleled – they care about the end results."* (Chambers Global 2012)

*"Clients expressed particular appreciation for the team's 'ability to scale up quickly' for major projects."* (Chambers Global 2012)

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**Chief Executive Officer:** Ram Vasudevan

**Chief Operating Officer:** Sirisha Gummaregula

## FIRM OVERVIEW:

QuisLex is the preeminent Legal Process Outsourcing (LPO) firm, specialising in executing complex document review and contracts management projects for Global 500 corporations and Am Law 100 and magic circle firms. QuisLex's LPO services are among the most sophisticated in the industry and it is the partner of choice for clients on their bet-the-company matters. The company has reviewed billions of pages in support of litigation, investigatory, and regulatory requests, and drafted, negotiated, and reviewed hundreds of thousands of contracts for compliance, pre- and post-merger M&A support, due diligence, and lifecycle management.

## MAIN AREAS OF PRACTICE:

### Litigation:

The company's litigation services focus around its core managed document review service, which includes complete end-to-end project management and quality control and seamlessly integrates with outside counsel. The company's managed review portfolio has now expanded beyond the review of documents for responsiveness, significance and privilege to include a number of complex, value-added services including: deploying proprietary search methodologies and empirical algorithms to assist clients in early case assessments/intelligent document reduction, integrating new developments such as technology-assisted review into its processes, and helping clients to prepare for Rule 26(f) or other meet and confer sessions at the start of the review. Additionally, QuisLex prepares privilege logs and performs redactions for privilege, trade secrets and confidentiality. The company further leverages its institutional knowledge of its clients and their industries to provide end-to-end trial and witness preparation assistance such as detailed pattern/trend analysis, chronologies and deposition analysis/comparisons.

To date, QuisLex has reviewed over three billion pages, created privilege logs running into tens of thousands of entries in highly compressed timeframes, worked on matters before most major jurisdictions and regulatory agencies worldwide and is the partner of choice for many of the world's leading law firms. The company's clients trust it with complex, highly visible bet-the-company matters, be it global investigations in the financial services industry, defending against multi-national allegations of price fixing in the media industry or IP matters and class actions

### Regulatory & Internal Investigations:

QuisLex has assisted numerous clients in responding timely and efficiently to high-profile, high-stakes investigations by the Securities and Exchange Commission, Department of Justice, Federal Trade Commission, FINRA and OFAC in the US and the Financial Services Authority, Serious Fraud Office and Office of Fair Trading in the UK. It has also assisted in regulatory and internal investigations throughout the EU and before the European Commission. The company has developed a sophisticated specialisation in financial services investigations, including on

surveillance audits. It also has significant experience in antitrust, competition related matters and FCPA investigations.

The company has been asked on multiple occasions to represent both sides in an HSR Second Request based on the company's demonstrated ability to effectively execute on similar large-scale matters.

### Compliance:

QuisLex has vast experience designing and implementing contract compliance programs. Assessing existing contracts and contractual relationships, the company performs third-party due diligence, revises and renegotiates contracts and establishes processes to ensure prospective compliance, and speeding time-to-market. QuisLex works closely with clients' internal compliance teams to provide vendor due diligence and FCPA compliance support, whereby QuisLex teams review raw intelligence reports on potential vendors, flagging compliance risks and generating summary reports.

### Contracts Lifecycle Management:

QuisLex assumes end-to-end management responsibility for a wide spectrum of commercial contracts through their entire business cycle and manages billions of dollars' worth of sales and procurement contracts on behalf of its clients. QuisLex's dedicated teams provide end-to-end contract management support to the legal departments of its Global 500 clients, including creation and management of contract databases, contract drafting, preparation of negotiating guidelines, creation of contracts playbooks for exception identification and analysis, escalation process mapping and ongoing contracts maintenance. QuisLex provides contracts services to clients on six continents and across 16 time zones.

### Contracts Analysis:

As part of its contracts analysis services, QuisLex identifies material rights and obligations, captures deviations from standard terms and conditions, provides substantive classifications of contracts, captures key metrics required for business purposes, and creates standards and best practices for contracts management. QuisLex creates additional value for its clients by capturing operational metrics and contract content to identify process improvements and other efficiencies and enhance its clients' substantive negotiating positions.

## OFFICES:

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## CLIENTS:

- leading global financial institutions;
- insurance companies;
- major technology, pharmaceutical and manufacturing companies;
- Global 500 corporations and worldwide industry leaders;
- Am Law 10, Am Law 25, Am Law 100 and Magic Circle law firms.

## CERTIFICATIONS:

- ISO 27001:2005 Certification for Information Security;
- ISO 9001:2008 Certification for Quality Management;
- SSAE 16 (formerly SAS 70 Type II) Certification for Compliance;
- EU Safe Harbor Self Certified;
- HIPAA compliant.

## M&A:

QuisLex provides support for pre- and post-merger phases on both the buy and sell sides. Specialised teams perform quick reviews of relevant contracts required for due diligence and help prepare disclosure schedules, set up data rooms, redact sensitive data and prepare target company profiles. QuisLex teams also assist in postmerger integration review and support, analysing the acquired entities' contracts as against client standards to assist in identifying integration strategies involving renegotiation, termination and renewals, in addition to preparing and sending renewal and termination notices. In addition to its overall expertise in analysing complex contracts, QuisLex has also developed an array of best practices specifically related to spin-off/restructuring transactions.

## Contracts Management:

QuisLex currently manages billions of dollars' worth of sales and procurement contracts on behalf of its clients. QuisLex's dedicated teams provide end-to-end contract management support to the legal departments of its Global 500 clients, including creation and management of contract databases, contract drafting, preparation of negotiating guidelines, creation of contracts playbooks for exception identification and analysis, escalation process mapping, and ongoing contracts maintenance. ■