

CORPORATE DEPARTMENT OF THE YEAR



IN-HOUSE IMPACT AWARDS

GAME CHANGERS

GIANT SLAYERS

GROUND BREAKERS

WEEK OF MAY 23, 2016

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TRUSTED ADVISORS

John Bautista, Orrick, Herrington & Sutcliffe

Is the Valley a unique legal market, and if so, why?

You have similar markets in New York and in London, and maybe Beijing, but the Valley is unique in that it is still where the majority of venture capital is. It's where I think every company wants to have some kind of presence, and I think the overall view is that of you can succeed in the Valley, you can succeed anywhere. It's the standard bearer for companies. You need to be successful competing against Valley companies, competing for Valley talent, competing for top tier venture capital.

This is where you have the most lawyers who are practicing in tech company law. It's where innovation is occurring not only with their companies, but with how law is practiced. We believe we are the leading firm because we are the global firm with a significant practice in the Valley

What do you see coming in your area of specialty that will shock everyone?

What I would say will shock people in a very general way is the amount of innovation that will occur in the legal in-



JASON DOY

dustry in the next several years in terms of how lawyers and law firms interact with their clients: how law firms and lawyers interact with their clients on billing, how clients pay for legal services, how they interact with their lawyers.

The part that is always important that I don't think will go away will be the trusted advisor piece. I think that just as Y Combinator has positioned itself as the leading incubator and you see

companies attracted in a very magnetic way to senior advice and one of their major competitive advantages is how they advise companies, I think that you'll see more and more companies view lawyers in the same way. They will place tremendous value on the trusted advisor.

John Bautista is a partner in Orrick's Silicon Valley and San Francisco offices.

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