

Imagination Leads to Creative Client Solutions

Whether it's through a novel [independent sponsor initiative](#) or powerful "trial team roundtable" strategy sessions, McGuireWoods is setting the pace in the rapidly changing legal market.

Finding creative ways to exceed clients' expectations isn't new for the firm, which has been honored on [Financial Times' Most Innovative LawFirms in North America](#) list for the past three years — most recently ranking No. 1 in the business of law and third overall.

In addition, this year *FT* recognized McGuireWoods seven times in the following categories: Strategy and Changing Behaviors; Rule of Law and Access to Justice; Collaboration; New Business and Service Delivery Models; Managing and Developing Talent; and Technology.

FT announced the latest awards at a Dec. 10, 2018, event in New York City. In an [article](#), the publication highlighted McGuireWoods' efforts to expand the traditional role of lawyers, putting them at the heart of business deals and connecting their expansive network.

To compile the report, *FT* research partner RSG Consulting evaluated more than 500 submissions from law firms and legal services providers and conducted hundreds of interviews with clients, senior lawyers, executives and experts.

McGuireWoods was honored for numerous innovations:

- a nationwide initiative to connect [independent sponsors](#) with capital providers for specific private equity deals;
- trial team roundtables that bring together the firm's most accomplished [trial lawyers](#) to work with clients on case strategy;
- a pro bono win and [innovative strategy](#) securing the [largest known single-plaintiff human trafficking award](#) in American history;
- teaming up with JPMorgan Chase and Sullivan & Cromwell to develop an initiative that calls for diverse lawyers to lead at least half of JPMC's matters handled by outside counsel by 2020;
- institutionalizing a business development strategy that enables transactional lawyers to pitch for deals quickly and effectively;
- building a proprietary system to track and share the availability of associates and counsel in real time; and
- creating a time-saving auditing algorithm to analyze invoice or "task" codes entered into the firm's budget management tool.

"Our lawyers and staff understand that innovation is essential to being trusted advisers for our clients, and they embrace the challenge of finding new and creative ways to help them meet their business needs," McGuireWoods Chairman [Jonathan Harmon](#) said. "We are grateful that *Financial Times* continues to recognize us as a leader in developing innovative approaches to client service."

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