

FT INNOVATIVE LAWYERS 2008

Submission guidelines for European In-House Counsel

The FT Innovative Lawyers project comprises an FT Report and an FT Awards ceremony in London. Now in its third year of publication, the FT Innovative Lawyers Report has become one of the top rankings of lawyers in the legal industry. It presents a unique analysis of the European legal profession and remains the only ranking of lawyers by innovation. We base both our Report and Awards on thorough research and robust journalism.

Following on from the success of last year's project, we are pleased to invite **in-house counsel** to make submissions into the 2008 Report. This year, we plan to increase our coverage and deepen our analysis of the legal industry. The final Report will be a 64-page colour magazine which will go out with the *Financial Times* to our 400,000 readers in Europe.

Our research partner is RSG Consulting, a specialist legal research company with decades of experience in analysing the legal industry. The intensive research process will be an amalgam of in-depth interviews with referees and a suite of market research surveys. Almost 1,000 interviews were conducted for the 2007 Report and we expect this number to increase in 2008. Your submissions will help us compile the most comprehensive view of cutting edge practice in the legal market.

The research sponsor for the European In-House Counsel section of the FT Innovative Lawyers Report is Allen & Overy, the number one firm in the FT Law 50 in 2007, and winner of the most innovative law firm award. Allen & Overy is an international, legal practice.

THE REPORT

- **Content of FT Innovative Lawyers Report 2008**
 - **European private practice:**
 - **FT Law 50** – a unique index of European law firms by innovation
 - **Legal expertise**
 - **Client service**
 - **Billing and fees**
 - **Technology and know-how**
 - **Management**
 - **Human resources**
 - **Marketing and PR**
 - **Responsible business**
 - **US law firms in Europe** – a benchmark of the strategy and business of US law firms in Europe
 - **European public-private projects** - a ranking of the most innovative public sector lawyers (and their external lawyers) who have worked on ground-breaking PPP projects in Europe
 - **European in-house counsel*** – an analysis of the way in-house legal teams at Europe's top companies add value to their businesses
 - **The UK Bar** – a look at the most forward-thinking sets of chambers at the UK Bar
 - **European Judiciary** – the most innovative judges and ground-breaking judgements at the European courts
 - **Innovative Individuals** – the top ten individuals who have emerged from the research as making a significant contribution to the industry

- **European General Counsel are invited to submit into the starred * section.**
- The criteria for entry into the European In-House section will remain the same as per the 2007 Report.
- New sections in 2008 include European public-private projects and the European judiciary. This reflects the Report's greater focus on Europe.
- For editorial enquiries, please contact Paul Solman at the FT on +44 20 7775 6824, paul.solman@ft.com.
- For research enquiries, please contact Reena SenGupta at RSG Consulting on +44 20 7033 9898
- For advertising opportunities or other research sponsorship opportunities, please call Robert Grange, Head of Professional Services, at the FT on +44 (0) 20 7873 4418, robert.grange@ft.com.

THE AWARDS

- Short-lists for the FT Innovative Lawyer Awards will be drawn from the research conducted for the Report. They will comprise the 'stand-out' innovations in the section.
- Awards will be given in every section and category of the FT Innovative Lawyers Report (as outlined above), with the exception of the European judiciary section.
- The Awards ceremony will coincide with publication of the Report. Those interested in taking tables at the event should contact Craig Bethell, FT Conferences and Events, on +44 020 7873 4110, craig.bethell@ft.com.

SCHEDULE

- April 16 2008 – launch party at the *Financial Times, One Southwark Bridge, London SE1 9HL*
- **May 16 2008 – deadline for submissions**
- October 2008 – simultaneous publication of the Report and Awards ceremony in London.

IN-HOUSE COUNSEL SUBMISSIONS

- General Counsel and other legal team-members are invited to submit details on any innovative process or practice they have put into place over the last three years. Innovations can cover the whole department or a particular initiative and should ideally be supported by internal commercial referees.
- Submissions should include a brief description of the in-house team and should seek to show at least one initiative in the following areas:
 - Innovation in adding economic value to the business;
 - Innovative use of human capital, information technology or knowledge management;
 - Proactivity in the management of costs;
 - Proactivity in the management of risk;
 - Innovation as an external purchaser;
 - Innovation as an internal supplier of legal services;
 - Contribution to non-legal issues including business issues;
 - Contact details of referees (internal and external where relevant) who can support the submission.
- Submissions will be assessed on their own merits and against other submissions received in each category.
- Clarity of language and presentation will be taken into account when submissions are scored.

HOW TO SUBMIT

- Submissions should be sent in both hard and soft copies.
- Soft copies of the submissions should be emailed to ftresearch@rsgconsulting.com, clearly labelled with the name of the submitting organisation and the category to which the submission relates.
- Hard copies of the submissions should be posted to our research partner: *RSG Consulting Ltd, 103 Sclater Street, London E1 6HR*.
- If you have queries about the project or process, please contact Reena SenGupta on (+44) (0)207 033 9898, reena@rsgconsulting.com.
- Tips for submissions can be found at www.rsgconsulting.com.
- An overview of the project and downloadable copies of previous Reports, can be found at www.ft.com/innovativelawyers.

CONDITIONS OF ENTRY

- Submissions should be written in English and contain the following information:
 - The name of the submitted in-house lawyer or team;
 - Contact details, including e-mail address and telephone number, to enable the researchers to contact the relevant in-house lawyer(s) or team member(s), if necessary, to attain further information in relation to the submission;
 - The contact details of referees.
- There is no fee for entering submissions into the FT Innovative Lawyers 2008.
- The 2008 ranking will assess innovations from January 2005 to April 2008. Submissions relating to innovations outside this timeframe may be taken into account by the researchers if considered applicable to a specific category of submission.
- The FT and RSG Consulting Ltd accept no responsibility for the loss or damage of material submitted. Submissions will not be returned.
- The FT reserves the right to publish the names of the company/organisation or lawyers contained in the short-list of outstanding entries, details and description of all entries and details of winners. All entrants grant the FT a perpetual, non-exclusive licence to publish details and descriptions of entries as referred to and also agree to participate in publicity reasonably requested by the FT regarding their entry. The FT acknowledges that copyright in all entries remains vested in the entrants.
- Please do not include any confidential information in your entry that you do not wish to enter the public domain because the FT is unable to guarantee that such information will not be published as set out above. Any inclusion of confidential information in an entry is at the entrant's sole risk and responsibility and in knowledge of the FT's request not to do so.
- The FT reserves the right to cancel, postpone or suspend FT Innovative Lawyers 2008 at any time.
- By submitting an entry, entrants will be deemed to have read, understood and agreed to these terms and conditions on behalf of their company or organisation.