

FINANCIAL REVIEW

Legal Conference 2011

The future of law:
Responding to dynamics of the new reality

Thursday, 31 March 2011
Sofitel Sydney Wentworth

Key themes:

- The future of law
- Innovative business models
- Alternative billing
- Managing partnerships

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While the legal industry had begun to face the need for change before the economic downturn, the post-crisis trends will alter the structure and operations of law firms for the future.

The Financial Review Legal Conference 2011 is especially designed for in-house counsels, lawyers, barristers and other legal experts to provide a complete picture on managing partnerships, deliver on clients' expectations, government regulation and an outlook on the future of law.

The conference will illustrate innovative pricing structures, winning work from major institutions, positioning your firm in the global market and much more. Key industry leaders will share their experiences and insights on how to stay ahead of the pack. This conference is an exclusive opportunity to learn, network and interact.

Who should attend:

- In-house counsels
- Lawyers
- Barristers
- Partners
- Other legal experts
- Solicitors
- Senior associates
- Young lawyers
- Regulators
- Associates

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Speaker profiles



Don Boyd, Group Deputy Chief Executive and Managing Partner, Norton Rose

Don Boyd is the Group Deputy Chief Executive of Norton Rose Group and the Managing Partner of Norton Rose Australia. Prior to becoming Group Deputy Chief Executive of Norton Rose Group in 2010, Don was Chief Executive Partner of Deacons Australia and was for several years its Chairman. Don recently celebrated 40 years with Norton Rose Australia and its antecedent firms.



David Cohen, General Counsel, Commonwealth Bank of Australia

David joined the Commonwealth Bank Group as group general counsel in June 2008. He advises the CEO and the board on legal matters and leads the group's legal team. Before joining the group, David had been general counsel of AMP since 2003. He has extensive knowledge of the financial services industry and wide-ranging legal experience. He was a partner with Allens Arthur Robinson for 12 years before joining AMP.



John Carrington, Managing Partner, Blake Dawson

John was appointed managing partner of Blake Dawson in October 2008 and has driven the firm's expansion into Asia and focus on the energy and resources sectors. He has led initiatives to enhance Blake Dawson's financial services, tax and litigation practices, and played a key role in developing the firm's remuneration structure. John is a member of the Business Council of Australia and the Committee for Economic Development of Australia (CEDA).

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Speaker profiles



Anthony Dempsey, Director, WISDOMdr

Tony began his career specialising in banking litigation with national law firm Clayton Utz in 1990. Tony was the founding President and CEO of the Rugby Union Player's Association ('RUPA') in 1995. He negotiated and secured on behalf of its members (the Wallabies and Super Rugby players) in 1997, 2001 and again in 2004 Collective Bargaining Agreements ('CBA') with their employers. These agreements regulated the employment conditions of the players. The 1997 CBA was world rugby's first and represented a watershed in industrial relations in professional rugby worldwide.



John W. H. Denton, Partner and Chief Executive Officer, Corrs Chambers Westgarth

In addition to his full-time role at Corrs, John is one of three prime ministerial representatives on the APEC Business Advisory Council (ABAC), chairman of ABAC's finance and economics working group, board member of the Business Council of Australia and chairman of its global engagement taskforce. Professionally, John is recognised as a leading Australian lawyer, most recently being acknowledged as one of the best labour law lawyers in the Asia-Pacific by Asialaw Leading Lawyers Survey and one of Australia's best government and trade lawyers in the Best Lawyers peer survey. He continues to advise clients in workplace relations, international trade law and investment in Australia, and global regulatory affairs.



Grant Fuzi, Managing Partner, Allen and Overy

Grant is one of the founding partners of the Australian practice which formally opened in May 2010. He has extensive experience in the Asia-Pacific region, having been part of Allen & Overy in London and a partner with them in Asia. Grant's expertise is in leveraged finance, project and infrastructure financing, public-private partnerships, syndicated financing, leveraged finance and privatisations.



Danny Gilbert, Managing Partner, Gilbert + Tobin

Danny holds a number of directorships, including: chairman of the National Museum of Australia, chairman of the Cape York Institute for Policy and Leadership, non-executive director National Australia Bank Limited and director of the Australian Indigenous Minority Supplier Council. In 2005, he was honoured with the Order of Australia (AM) for his services to the law and the community, particularly Australia's Indigenous people.



Will Irving, Group General Counsel, Telstra Corporation

Will is responsible for the provision of legal services to Telstra's board and leads a team of lawyers who provide strategic advice and counsel to business units across the company. He joined Telstra in 1997 and headed legal services in a number of business units including wholesale, international and infrastructure services. In 2001 he was appointed deputy group general counsel. Before joining Telstra, Will was a member of the telecommunications and trade practices (anti-trust) group at leading Australian law firm Mallesons Stephen Jacques.



Sanjay Kamlani, Chief Executive Officer, Pangea3

Sanjay is a co-founder and co-CEO of Pangea3, which Thomson Reuters acquired in 2010. Pangea3 is the leader in legal and patent services outsourcing and has more than 600 lawyers and engineers in Mumbai and Delhi providing corporate, litigation, risk management and compliance, and intellectual property-related legal services to law firms and in-house legal departments across the US, Europe, Asia and the Middle East. Pangea3 became a Sequoia Capital portfolio in 2007 and has been recognised as a market leader by Time Magazine, Inc. magazine, Frost & Sullivan, the India Business Law Journal and The Black Book of Outsourcing.



Elizabeth Kelly, Deputy Secretary, Civil Justice and Legal Services, Attorney-General's Department

In her role at the Attorney-General's Department, Elizabeth is responsible for a wide range of matters including the provision of legal services to the Commonwealth, federal court administration, family law, administrative law, human rights, indigenous justice, legal assistance, native title, legislative drafting, bankruptcy, classification, copyright, international law and territories. Before her appointment to the department in 2006, Elizabeth served in the ACT Department of Justice and Community Safety, the Northern Territory Attorney-General's Department and with the Commonwealth Director of Public Prosecutions after a period of private practice in NSW.



Tony O'Malley, Managing Partner, Mallesons Stephen Jacques

Tony is based in Sydney and is responsible for the mergers and acquisitions practice. Before being appointed a managing partner, he was a practice team leader and specialist in competition, telecommunications and general corporate law, with experience in a broad range of industry sectors including telecommunications, energy, industrial, financial services and insurance. Tony chairs the business law section of the Law Council of Australia.



Stuart Westgarth, President, Law Society of New South Wales

Stuart is the President of the Law Society of New South Wales for 2011. Stuart has been a partner in the National Litigation Group of HWL Ebsworth since 2008. Prior to this he was a partner, including managing partner, Sydney at Corrs Chambers Westgarth. Stuart has had extensive trial and appellant experience in courts in Australia and overseas. He is also highly experienced in resolving disputes by mediation. He has acted for banks, finance companies and manufacturers on a range of finance, commercial and product liability disputes.

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Conference Agenda	
08:00	Registration: Coffee and light breakfast
08:40	Welcome from the chairman James Eyers , Legal Editor, <i>The Australian Financial Review</i>
08:45	Opening address Stuart Westgarth , President, Law Society of New South Wales
THE FUTURE OF LAW	
08:50	Ministerial address: Outlook for Australia's legal sector in the next decade <ul style="list-style-type: none"> World trends Harnessing the government's agenda to change legal cultures The Hon Robert McClelland MP , Attorney-General
09:20	Discussion panel: The law firms of the future <ul style="list-style-type: none"> Legal process outsourcing (LPO) The secondment law firm model International speaker: Sanjay Kamlani , Chief Executive Officer, Pangea3 Jamie Prell , Director and head of Corporate, Advent Lawyers Ken Jagger , Managing Director, Balance Legal Questions from the audience – 10 minutes
10:00	Morning Tea
LAW GOES GLOBAL	
10:20	Discussion panel: Globalisation of the legal profession <ul style="list-style-type: none"> Growing presence of big national brands in the market Moving forward with global clients and into new markets Grant Fuzi , Managing Partner, Allen and Overy Tony O'Malley , Managing Partner, Mallesons Stephen Jaques Mark Pistilli , Founding Partner, Chang, Pistilli & Simmons Michael Rose , Chief Executive Partner, Allens Arthur Robinson Don Boyd , Group Deputy Chief Executive and Managing Partner, Norton Rose
11:00	Discussion panel: Does the legal profession need a new business model? <ul style="list-style-type: none"> Developing, implementing and monitoring responses to new business dynamics Dunstan de Souza , Partner, Colin Biggers & Paisley John Carrington , Managing Partner, Blake Dawson John Denton , Partner and Chief Executive Officer, Corrs Chambers Westgarth Tim L'Estrange , Chairman, T I L'Estrange Group
AUSTIN LEGAL	
11:40	Stage interview with James Eyers , Legal Editor, <i>The Australian Financial Review</i> Can commercial lawyers be both accurate and creative? Dr Robert Austin , Senior Lawyer - Corporate Division, Minter Ellison
12:00	Lunch
ALTERNATIVE BILLING	
13:00	Innovative forms of alternative billing Will Irving , Group General Counsel, Telstra Corporation

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Conference Agenda	
13:20	<p>Discussion panel: Hourly billing – alternatives to the hourly fee</p> <ul style="list-style-type: none"> • Assess value in billing • Transforming your prices processes to meet the challenges of the new market • General counsel's perspective <p>Danny Gilbert, Managing Partner, Gilbert + Tobin Michael Bradley, Managing Partner, Marque Lawyers Robert Ishak, Solicitor Director, William Roberts Lawyers Ted Dwyer, Director, Dwyer Consulting Will Irving, Group General Counsel, Telstra Corporation</p>
ALTERNATIVES TO THE COURTS	
14:05	<p>Discussion panel: Innovative models to manage and resolve disputes</p> <p>Joanne Rees, Chief Executive Officer, Ally Group Mary Walker, Mediator/Barrister, The University of Sydney; Chairman, The Law Council of Australia, expert standing committee on alternative dispute resolution Andrew Rogers QC, Acting International Legal Consultant, Endispute Anthony Dempsey, Director, WISDOMdr</p>
14:50	Afternoon tea
WHAT CLIENTS WANT	
15:05	<p>Discussion panel: Winning legal work from major corporations</p> <ul style="list-style-type: none"> • What corporate general counsels look for in their service providers • How to prepare yourself to win new work • The changing role of the general counsel • Growth areas <p>Brian Salter, General Counsel and Company Secretary, AMP David Cohen, General Counsel, Commonwealth Bank of Australia Mike Ferraro, Partner, Freehills Rashda Rana, General Counsel, Bovis Lend Lease</p>
	Chairman: Stuart Westgarth , President, Law Society of New South Wales
15:45	<p>Improving legal services procurement</p> <p>Roger Wilkins AO, Secretary, Attorney-General's Department</p>
16:00	<p>Discussion panel: Winning legal work from government</p> <ul style="list-style-type: none"> • Tendering for government work • Getting on to government panels • How to present, prepare for and win work from government • Maximising work won <p>Belinda Lyus, National Barristers' Clerk, Lyus LeGal Don Markus, General Counsel, Broadband, Communications and the Digital Economy Department Elizabeth Kelly, Deputy Secretary, Civil Justice and Legal Services, Attorney-General's Department Roger Wilkins AO, Secretary, Attorney-General's Department</p>
16:40	<p>Concluding remarks – James Eyers, Legal Editor, <i>The Australian Financial Review</i> Conference close</p>
16:45 – 18:00	Cocktail reception

