Bridging success.
“Wiley Rein is now Wiley. We’ve shortened our name because we’re more focused than ever – with a single location, an elite lineup of practices, and a total mastery of all things DC.”

— PETER SHIELDS MANAGING PARTNER
Wiley Rein is now Wiley.

In the nearly four decades since its founding, Wiley Rein has become a Washington, DC institution and a household name among some of the world’s largest companies, business groups, and associations. The firm has grown and diversified significantly over the years, and in 2019 we set out to design an engaging new brand that would best communicate our collaborative culture, our contagious energy, and our innovative leadership across countless industries.

We couldn’t be prouder of our legacy and all the game-changing achievements that have made Wiley the firm it is today. And now we’re building on that exceptional history with a future-facing brand that tells our full story and more effectively conveys our value proposition and unique culture. Our firm has evolved considerably, and our new brand, website, and striking visual identity reflect our character and mindset, our interdisciplinary focus, and the unwavering commitment – to our clients, our community, and each other – that unites and inspires all of us every day.

We are pleased to introduce you to our new “Wiley” brand, with a fresh new logo, complementary monogram, and leading-edge website. With a redesigned look and a signature “.law” domain, our new website empowers us to lead the way for the future of law firms. Our new wiley.law address reflects more precisely what our firm does, and the website is optimized for a seamless experience for clients – including a mobile-friendly content strategy. Ultimately, wiley.law showcases the work we deliver on behalf of, and in collaboration with, our clients – all powered by 16 core practice areas and more than 240 attorneys and advisors.

Please enjoy reading this report, which we offer as part of our rollout of the new brand. It offers a brief snapshot of our firm in 2019 and highlights some of the core ideas, practices, and values that define us and carry us forward. As we help our clients navigate an increasingly complex legal, policy, and regulatory environment in developing innovations that will shape the future, we encourage you to visit our new (and memorable!) wiley.law website to see the initial roadmap.

Let’s get started.

Peter D. Shields
Managing Partner
Wired into Washington.
We are unified by a single location, squarely located in the heart of the most complex city in the world. Challenges here cross agencies, disciplines, and industries. So do we.

More than just possessors of knowledge, we are a nexus. We know how to move levers across all branches. We know the players and how the parts and processes come together. We have strong relationships on both sides of the aisle, and nuanced insights into the mindsets of agencies, regulators, and lawmakers.

Our single location allows us to connect disciplines seamlessly and adapt quickly to meet challenges that extend far beyond law. We see problems from multiple perspectives and can take very different approaches to solving them. Through it all, we continue to innovate and help our clients achieve success.
Felt across the world.
Our location may be focused, but our impact is felt everywhere. It reverberates in headlines and is quoted in precedents.

Our clients spend a great deal of their time in uncharted territory, and we help them navigate it. A new world is forming, and we are shaping the legal and regulatory landscapes for transformative markets and game-changing technologies that are writing the rules for what’s next.

Our work creates legal and policy ripples wherever we go, which is why we are often seen as the go-to firm, and called in when everything is at stake. And being independent means we can assemble the right team under one roof to solve a client challenge, no matter how far it reaches.
A mastery of DC.

We know how to get things done in this city. Respected on both sides of the aisle, we know which committees are being formed and what investigations are underway. Most importantly, in the era of uncertainty, our well-established position here helps us see what’s around the corner.

Wiley operates at the intersection of politics, law, government, business, and technological innovation.

Our wide range of global clients includes more than 400 government contractors, many top communications companies, and the largest global insurance and finance organizations. Our clients include Fortune 1000 companies, thousands of midsize and small businesses, and more than 130 business groups, nonprofits, and major trade associations.

Many of the firm’s attorneys have held high-level positions in the White House, on Capitol Hill, and in federal agencies including the U.S. Department of Defense, the U.S. Patent and Trademark Office, the Federal Communications Commission, the U.S. Department of State, the U.S. Department of Commerce, the Federal Election Commission, and the U.S. Department of Justice. This experience enables us to provide clients with the comprehensive representation they need to successfully navigate Washington's complex policy, legal, and regulatory environment.
Forward-facing.

We are the best-kept secret in DC for many of the most innovative and transformational companies, business groups, and nonprofit organizations. From autonomous vehicles to blockchain technologies, we combine our focused industry knowledge and unmatched understanding of Washington to anticipate challenges, craft policies, and formulate solutions for emerging innovators and industries.
Unparalleled clients.

Our clients are at the core of all we do and who we are. They include many of the most innovative businesses in the world, as well as companies, organizations, and individuals who are essential to our nation’s prosperity.

A new world is emerging, and we are shaping the legal and regulatory landscapes for transformative markets and game-changing technologies that are writing the rules for what comes next. We are honored to have long-standing relationships with our clients and help them make distinctive, long-lasting, and important impacts on our country and local communities.

We represent more than 130 business groups, nonprofits, and trade associations; thousands of midsize companies and startups; and numerous individuals – in virtually every industry, including:

- broadcasting, cable, construction, energy, entertainment, government contracting, health care, franchising, manufacturing, new media, real estate, satellite, telecommunications, transportation, and wireless.
Wiley is the **GO-TO referral Washington, DC firm** for some of the country’s largest law firms.

More than 60% of our new clients come from referral sources (i.e., other law firms, current and former clients, alumni, and consulting firms).

Wiley routinely represents clients before more than 40 federal agencies.

**Chambers USA ranks 9 of our practices among the best in the country.**
We represent:

33% of the 100 biggest government contractors

40 Fortune 100 companies

10 of the top 40 insurance companies

8 of the top 20 broadcasting companies

6 of the top 10 telecom companies

3 of the largest steel companies in the world

Representative clients:

- AECOM
- Alpha Media USA
- AT&T
- BAE Systems
- The Boeing Company
- Booz Allen Hamilton Inc.
- Call2Recyle
- Capital One
- Century Aluminum
- The Coca-Cola Company
- CropLife America
- General Dynamics Corp.
- General Motors
- HP Enterprise Services, LLC
- iHeartMedia
- IMS Health
- Microsoft Corporation
- National Association of Broadcasters
- Nucor Corporation
- PricewaterhouseCoopers LLP
- SolarWorld Americas, Inc.
- U.S. Chamber of Commerce
- USTelecom
- Verizon
A focused mindset.

Through our focused approach, we have become a household name among some of the world’s largest companies, while defining the legal frameworks for emerging markets and never-before-seen technologies. In an industry often measured by head counts and global offices, we remain squarely at the forefront of impact.
Forge the path.

Operating from a single, strategically located office, we make an impact that is felt everywhere. It reverberates in headlines and is quoted in precedents.

At Wiley, we seek out people who share our view that a workplace should be measured not only by professional achievement, but also by personal satisfaction. In return, we’re committed to providing our attorneys with unparalleled professional development and advancement opportunities.

More than 40 attorneys served as judicial clerks

100% of our practice leaders have received legal industry recognitions and awards

More than 55% of our partners started as associates with the firm

Wiley has 2 Emmy award-winning attorneys

Recipient of the Radio Television Digital News Foundation’s Prestigious First Amendment Leadership Award
Partners as educators.
Our partners hold the following roles in academia at these institutes:

- **Duke University School of Law**
  - Senior Lecturing Fellow, International Business Transactions

- **William & Mary Law School**
  - Adjunct Professor

- **The Catholic University of America Columbus School of Law**
  - Lecturer

- **The Catholic University of America Columbus School of Law, Law and Technology Institute**
  - Adjunct Professor of Communications

- **Antonin Scalia Law School at George Mason University**
  - Adjunct Professor for Government Contracts
  - Assistant Adjunct Professor, International Trade Law and Regulation

- **Georgetown University Law Center**
  - Adjunct Professor, Complex Securities Investigations
  - Adjunct Professor, International Trade Law and Regulations

- **University of Virginia School of Law**
  - Adjunct Instructor in Trial Advocacy

- **American University, School of International Service**
  - Adjunct Professor, American University, School of International Service

- **University of New Hampshire School of Law, Franklin Pierce Law Center**
  - Adjunct Professor of Intellectual Property Law

- **U.S. Army Judge Advocate General’s School**
  - Professor

- **Johns Hopkins University Carey Business School**
  - Professor
True interdisciplinary depth.

We have an exceptional depth of knowledge regarding all the industries in which our clients operate. We also understand how industry challenges today often cut across disciplines and involve multiple areas of law. Our experience and agility mean we can quickly assemble the right team under one roof, each and every time.
Our practices

- Appellate
- Corporate
- Election Law & Government Ethics
- Employment & Labor
- Environment & Product Regulation
- Food & Drug
- FTC Regulation
- Government Contracts
- Health Care
- Insurance
- Intellectual Property
- International Trade
- Litigation
- National Security
- Privacy, Cyber & Data Governance
- Public Policy
- Telecom, Media & Technology
- White Collar Defense & Government Investigations
A culture of collegiality.

The level of trust and collegiality we foster firmwide is integral to our culture and inspires us every day. We believe that when one of us advances, we all do. Every attorney here could practice anywhere they want – and we choose to practice at Wiley because we enjoy working together and we are energized by what we accomplish.
Pro bono initiatives.

The firm invests in initiatives that focus on nurturing our firm culture and activities that influence and enhance our community.

In 2019, the firm contributed more than $1.5 million to more than 450 nonprofit organizations.

We have a strong pro bono culture. In 2019, our attorneys conducted more than 11,000 hours of pro bono work.

For three consecutive years, Wiley was the ONLY law firm named to the Washington Business Journal's “corporate philanthropy list” for midsize companies.

Wiley has 9 affinity groups:

African American/Black Lawyers
American Constitution Society
Federalist Society/RNLA
Latino Lawyers
LGBT & Allies
Minority Lawyers
Parents-in-the-law
Veterans
Women's Forum
Wiley received a score of **100%** on the Human Rights Campaign Foundation’s 2019 Corporate Equality Index.

**2019**

**100 Best**

Wiley was named to *Law360’s 2019 list for “The 100 Best Law Firms for Minority Attorneys”*

- More than **50%** of Wiley’s associates are women
- Women lead **85%** of our committees
- Women lead **5** practice groups

**named to Working Mother’s List of “Best Law Firms for Women”**
We are a nexus.

In keeping with the dynamic and nimble firm that Wiley has always been, we have embraced the challenges of the future, working with our next-generation leaders to innovate and expand our services to best meet the complex, diverse, and evolving needs of our clients. We have an exceptional depth of knowledge about the industries in which our clients operate, and we understand the many ways in which today’s industry challenges cut across disciplines and touch multiple areas of law and public policy.

Our experience and agility mean we can quickly assemble the right team under one roof, each and every time. These exciting, collaborative efforts have resulted in a significant number of new Wiley clients, attracting innovative technology and life science companies, as well as pioneering startups that are launching many new industries and changing the 21st century landscape.

The following pages summarize our practices and detail our unique value proposition.

Appellate

Described by The Legal 500 US as “hugely effective,” Wiley’s Appellate Group has a tremendous record in courts at all levels throughout the country. Our “elite cadre of appellate lawyers” (Legal Times) is frequently called upon for “bet the company case[s]” or to reverse a lower court, regulatory, or legislative defeat, as we have done many times. The Group often takes the lead for an entire industry on a critical issue in litigation across the country. Wiley’s Appellate Group also has extensive experience acting as a “private solicitor general” for its clients, moving issues across forums and finding the correct venue and timing for victory. Wiley can also keep clients outside Washington up to date on the latest decisions that may affect them from the Supreme Court and the DC and Federal Circuits.
Corporate

Our Corporate attorneys have completed hundreds of deals involving billions of dollars throughout the country in recent years. We represent clients in a variety of industries, including broadcasting, cable, satellite, new media, wireless, telecommunications, real estate, construction, energy, transportation, banking, manufacturing, entertainment, government contracting, health care, and franchising. Our successful track record has been guided by principles of responsiveness, efficiency, and creativity, with an emphasis on finding paths and eliminating obstacles to achieve our clients’ business goals.

Election Law & Government Ethics

The firm has the premier election law and government ethics practice, representing more than 300 U.S. and foreign corporations and trade associations. We counsel dozens of Fortune 500 companies on lobbying, political contributions, political action committees (PACs), ethics, and the use of corporate facilities for political purposes and corporate guidelines on related issues. Clients also include high-profile federal officeholders, candidates, and political parties. In 2015–2016, we served as outside counsel to a presidential campaign and several congressional campaigns.
Employment & Labor

Wiley’s Employment & Labor Practice consists of nationally recognized lawyers with extensive litigation and regulatory experience. The Practice often involves dealings with the federal government on both an adversarial and a collaborative basis. We represent companies facing civil actions, including class and collective actions, and administrative charges brought by current and former employees. Our clients range from Fortune 1000 companies to startups and small consulting firms. To best meet the unique needs of our clients, we form multidisciplinary teams that are equipped to handle a wide range of legal problems and offer innovative and cost-effective solutions.

Environment & Product Regulation

Uniquely positioned to address the most nuanced environmental and consumer product issues facing businesses today, the Environment & Product Regulation Practice is deeply embedded in Washington. Our multidisciplinary team comprises lawyers, consultants, and regulatory analysts who are ideally suited to assist with legal and business challenges across every single phase of the lifecycle of a consumer product.
Food & Drug

Wiley’s Food & Drug Practice has the depth of experience and breadth of resources to effectively handle complex legal and regulatory challenges, as well as the more routine but crucial regulatory tasks required of U.S. Food and Drug Administration (FDA)-regulated companies in the pharmaceutical, biotechnology, food, and dietary supplement industries. Our team members include attorneys who have worked at the FDA and as in-house counsel at large consumer product companies, and who have received independent recognition from numerous organizations as leaders in food and drug law.

FTC Regulation

We are unmatched in representing clients who deal with the broad range of the Federal Trade Commission’s (FTC) work, and have a deep bench of attorneys with experience serving a wide array of companies and business groups who deal with FTC and consumer regulatory issues across industries. We have deep knowledge of the agency and effectively advocate for our clients’ interests. We leverage our cross-disciplinary teams to assemble the most effective representation for every client matter.
Government Contracts

The Practice has represented more than 400 top government contractors – including more than a third of the 100 largest US government contractors (based on total contracting dollars in 2016). Practice members include former US Department of Defense attorneys and a deep pool of attorneys who work on classified matters within the defense and intelligence communities. Because of our successes and reputation for client service, Wiley is consistently ranked by Chambers USA, Law360, The Legal 500 US, and many other publications in the top tier of the nation’s government contracts practices.

Health Care

For more than two decades, Wiley attorneys have represented entities seeking to contract (or that have contracted) with federal and state governments to provide services in connection with a government health care program, such as Medicare, or needing guidance on statutory and regulatory requirements impacting commercial and/or government health care programs, such as the Affordable Care Act (ACA), HIPAA/HITECH and the Medicare Secondary Payer statute. Our engagements have spanned the health care continuum – from emerging health care issues and programs to legal and operational obligations that over time have become the expectations of regulators, beneficiaries/members, and indeed the health care industry.
Insurance

Consistently ranked at the forefront of the best in the country by Chambers USA and The Legal 500 US, the Insurance Practice is a force of legal capabilities as well as business strategy for its clients across the country. Our tight-knit team is focused on providing succinct solutions to elevated insurance challenges across a wide variety of industries and layers within the climate of commerce, from appellate matters to cyber breaches to directors & officers liability, and everywhere in between.

Intellectual Property

The Practice’s clients span many industries, including pharmaceuticals, wireless technology, microprocessor hardware, navigation software and systems, medical devices, aerospace and defense, among others. We are known for our sophisticated infringement litigation capabilities, licensing expertise, analysis and valuation of IP assets, and dealings with relevant government agencies. Our attorneys have litigated cases in all major patent jurisdictions, including appearances before the Supreme Court of the United States; U.S. Courts of Appeals; numerous U.S. District Courts with special emphasis on the Eastern District of Virginia, the Eastern District of Texas, and the District of Delaware; the U.S. Court of Federal Claims; and the United States Patent and Trademark Office (USPTO).
International Trade

From regulation matters to market access concerns to dispute resolution, the International Trade Practice leverages legal skill, strategic relationships, and business strategy at the local, federal, and global levels. From novel solutions on niche matters to sweeping wins for clients transforming trade on the world stage, we have capabilities across a broad spectrum of client challenges.

Litigation

Our litigation strength is considerable – more than half of the firm’s 240+ attorneys are seasoned litigators, forming a group that includes three former clerks to the Supreme Court of the United States; more than 40 former clerks to courts of appeals, district, and other courts; former United States prosecutors; former general counsels of federal agencies; and senior government officials. We have successfully briefed and argued cases in the Supreme Court, every federal circuit, and many district courts and in numerous state supreme courts as well as before Congress, in the Executive branch, and at various agencies.
National Security

The practice combines our government contracts, international trade, technology and telecom proficiencies, unparalleled relationships in DC, and insights to provide a unique level of service, strategy, and outcomes to national security matters. Our preeminent team is unmatched in representing clients in anticipating and responding to national security business threats and administrative proceedings. We have a deep bench of unique and focused capabilities, strong relationships at numerous government agencies, and extensive experience serving a wide array of clients in every industry that is impacted by national security challenges and liabilities.

Privacy, Cyber & Data Governance

Our attorneys provide clients with a thorough understanding of the current and potential rules and risks that are associated with privacy, data security, and cybersecurity principles, along with a broad range of compliance and strategic advice. We offer legal solutions that harmonize client needs with policy, best practices, and emerging information access restrictions across the full range of privacy and security laws. We provide daily guidance to our clients to ensure compliance with data security rules, prevent breaches, and respond effectively in the event that a data breach occurs. The Practice is annually recognized by Chambers USA, and was named as one of the best privacy consultancies by Computerworld magazine.
Telecom, Media & Technology

One of the most distinguished groups in the country with more than 60 attorneys, the Practice encompasses virtually all aspects of the federal, state, and international laws governing the telecommunications, media, and technology industries. Our professionals include a former Chairman of the FCC, three former FCC Commissioners, and a former FCC General Counsel, as well as the former U.S. Coordinator for International Communications and Information Policy (Ambassador). Others have had firsthand experience working in telecommunications firms, media companies, and the advertising industry. The Practice is annually recognized by Chambers USA as top-tier nationally, and in Washington, DC.

Public Policy

Our lobbyists and public policy advisors are advocates for trade associations, startups, publicly traded companies, and many of the largest companies in telecommunications, health care, energy, transportation, and international trade. The Practice works closely with Congress, the Executive branch, and federal regulators on issues involving the Environmental Protection Agency, Federal Aviation Administration, Federal Communications Commission, Food & Drug Administration, Department of Agriculture, Department of Commerce, Department of Defense, Department of Energy, Department of Health and Human Services, Department of Homeland Security, Department of Transportation, and Department of Veterans Affairs.
White Collar Defense & Government Investigations

Our elite team is regularly called upon to advise Fortune 500 companies, small and medium companies, business executives, and public officials when they are confronted with criminal and civil government enforcement actions and investigations. The Practice is composed of former Assistant United States Attorneys, former congressional investigative counsel, former U.S. Department of Justice and U.S. Securities and Exchange Commission attorneys, and a deep pool of home-grown talent specializing in government investigations and white collar litigation.

Signal

In addition to providing the highest-quality legal representation through Wiley’s premier practices, we offer our clients the expertise of our wholly owned subsidiary, Signal Group.

Signal provides world-class services in government relations and strategic communications. A fixture in Washington, Signal advises clients across the globe, including industry-leading companies, CEOs, governments, and nonprofits, who want tailored strategies for solving high-stakes challenges. Signal comprises a unique team of top professionals in their fields – including lobbying, PR, public affairs, and digital media – all focused on delivering transformative outcomes for clients.

Signal’s Practices

- Government Relations
- Strategic Communications
- Public Affairs
- Digital