



NORTH-AMERICA • 2018

## Collaboration

Law firms

Organisation	Award and Comment	Originality	Leadership	Impact	Total
<a href="#">McCarthy Tétrault, Uber, Revenu Québec</a>	<b>STANDOUT</b> - In the sharing economy, tax liability frequently falls on the individual suppliers, who might lack the resources to comply. The firm facilitated a first of a kind tax compliance agreement negotiated between Uber and Revenu Québec to enable Uber to become fully tax compliant in the province. New technology integrated into an app takes the burden of tax collection and remittance from the drivers and eliminated tax leakage for Revenu Québec. The agreement has since been replicated for Airbnb.	8	9	9	26
<a href="#">LawWithoutWalls</a>	<b>STANDOUT</b> - The programme, a collaboration between academics, private practice law firms, in-house legal departments and the University of Miami, creates interactive and virtual innovation projects for law students. Now in its ninth year, the 16-week programme enables students to develop business ideas to improve the profession. Commended: Michele DeStefano	6	9	9	24

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<a href="#">Womble Bond Dickinson, BOMA Investments, ADAP Capital</a>	<b>STANDOUT</b> - Created a new model targeting the investors in the impact economy. The structure allows for more predictable returns, and in the case of early-stage companies, the investor can often get a complete return of investment before having any taxable income.	8	8	8	24
<a href="#">Baker McKenzie</a>	<b>HIGHLY COMMENDED</b> - Collaborated with companies such as Google and Disney on the production of the Homeless Youth Handbook, an accessible resource that is available both online and in print. The handbook compiles resources to help homeless youth with legal issues, and ensures those resources remain up to date.	7	8	8	23
<a href="#">Orrick, Integra Ledger</a>	<b>HIGHLY COMMENDED</b> - With Integra Ledger, the team behind a utility blockchain developed for processing legal data, the firm worked to found the Global Legal Blockchain Consortium. The GLBC is an international body comprising approximately 140 companies, law firms and universities which have united to further standards governing the use of blockchain technology in the business of law. Note: RSG Consulting, research partner for this report, served as a judge for the Global Legal Hackathon	7	8	8	23
<a href="#">JP Morgan Chase, McGuireWoods, Sullivan &amp; Cromwell</a>	<b>COMMENDED</b> - The bank challenged its external law firms to make sure that at least half of the matters they handled for it were led by a female lawyers. Among some of the firms to meet the bank's challenge were McGuire Woods and Sullivan & Cromwell.	7	8	6	21

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<a href="#">Seyfarth Shaw, 7-Eleven</a>	<b>COMMENDED</b> - The firm's consulting arm, SeyfarthLean, collaborated with 7-Eleven's property department to optimise its processes to help it achieve its target of doubling the number of stores in the US by 2027. The collaboration has cut the percentage of failed contracts for new stores from 25 per cent to 1 per cent.	6	7	7	20