

NEWS RELEASES

PUBLISHED: NOVEMBER 19, 2013

## Industries

Education

Energy & Natural Resources

Financial Services & Capital Markets

Food Systems

Healthcare

Life Sciences

Manufacturing

Real Estate, Development & Construction

Technology

Transportation

## Professional

MAURICE A. WATSON

KANSAS CITY:

816.983.8164

MAURICE.WATSON@

HUSCHBLACKWELL.COM

# BTI Consulting Names Husch Blackwell One of America's 30 Best Law Firms for Client Service

## Corporate Counsel Recognize Husch Blackwell as a 'Leader in Anticipating Client Needs'

The level of service Husch Blackwell provides its clients is among the best in the country, according to an independent study issued today. BTI Consulting, a leading market researcher of professional services firms, reports that corporate counsel rank Husch Blackwell No. 30 on the BTI Client Service A-Team out of 650 law firms that they measured. This year marks the firm's first appearance on The BTI Client Service 30.

Now in its 13th year, BTI's study is based solely on client feedback. The BTI Client Service A-Team includes those law firms that receive good feedback from clients in the 17 activities proven to drive superior client service. Husch Blackwell was specifically honored as being "a leader in anticipating client needs." The firm was also recognized in 15 additional areas, including the four deemed most important by corporate counsel:

"Understands the client's business,"

"Client focus,"

"Provides value for the dollar," and

"Commitment to help."

Husch Blackwell Chairman Maurice Watson said the firm is laser-focused on delivering value to its clients. "This recognition is a direct result of our attorneys' everyday commitment to client service excellence," he said. "Our ability to deliver that level of specialized counsel comes not only from

# HUSCH BLACKWELL

understanding the law, but also from having a deep understanding of our clients' specific industries and their issues — which helps us anticipate client needs.”

In early 2013, Husch Blackwell reorganized into six industry-focused, cross-discipline groups:

Energy & Natural Resources

Financial Services

Food & Agribusiness

Healthcare, Life Sciences & Pharmaceuticals

Real Estate, Development & Construction

Technology, Manufacturing & Transportation

“As a result of this organizational realignment, we are able to deliver deeper insight and thus greater value to our clients, which sets Husch Blackwell apart,” Watson said.