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WINNING LITIGATORS

Our 2020 honorees are conquerors
of the courtroom



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■ **TELL US ABOUT YOUR BIGGEST WIN FROM JANUARY 2019 THROUGH JUNE 2020 AND HOW YOU ACHIEVED THE RESULT FOR YOUR CLIENT.**

I led a major defense victory for Cisco Systems, convincing a federal judge to invalidate a virtual networking patent for which the plaintiff sought more than \$400 million in damages.

The case was particularly challenging because all of the fact witnesses were current or former employees of the plaintiff and were represented by plaintiff's counsel at trial.

We pursued an aggressive trial strategy of calling multiple hostile witnesses (patent co-inventors) adversely in

our case-in-chief to undermine their credibility before presenting the testimony of our technical expert witness.

The judge agreed with us and not only invalidated the patent but referred to the co-inventors' testimony as "historical revisionism" in his decision.

■ **SHARE TWO TRIAL TIPS THAT HAVE BEEN KEY TO YOUR SUCCESS.**

1) There is only so much information a judge and jury can absorb at trial, so don't be afraid to streamline your case and drop peripheral arguments.

2) Trials, especially large ones, are a team sport. Make sure your whole team knows the playbook, so you run like a well-oiled machine. ■