

IN THIS ISSUE

Message From The Chair1
Alumni Spotlight Interview: Marko Kipa2
Artificial Intelligence Industry Team4
Fall New York Alumni Reunion5
Alumni Moves and Notable News5
Helping Clients Succeed6
Upcoming Events8

STATS AND FACTS



MESSAGE FROM THE CHAIR

We welcomed our 2023 Fall Class of 47 attorneys, hailing from 25 law schools in 12 states, to ten of our U.S. offices on October 9th. We are incredibly proud of the diversity we achieved, as 47% are women, 40% are attorneys of color, and 15% are members of the LGBTQIA+ community. Many had careers before entering law school, giving them real world experience which provides additional value to our clients.

In addition to our traditional Fall Class orientation programming, this year we introduced Litigation and Transactional Boot Camps, which took place over three days in Orange County and Washington, D.C., respectively. Sessions included writing, research, doc review, case organizing, due diligence, signings and closing, communications, and panels with junior associates providing tips and best practices.

We are also proud to announce that our 2023 summer associates ranked us #9 nationally in The American Lawyer's 2023 Summer Associate Satisfaction Survey (and #1 in San Francisco and San Diego). This annual survey rates firms based on summer associate feedback in satisfaction with the work, benefits and compensation, interaction with partners, training, and culture, among other things.

We are excited to welcome our next generation and can't wait to see what the future holds for them.



Luca Salvi Chair Isalvi@sheppardmullin.com









ALUMNI SPOTLIGHT INTERVIEW: MARKO KIPA



Marko W. Kipa
Deputy General Counsel
Comcast
Philadelphia, PA

Former Government Contracts Associate Washington, D.C. Office, 2005-2012

We are delighted to profile former Sheppard Mullin attorney Marko W. Kipa, now Deputy General Counsel at Comcast in Philadelphia, Pennsylvania.

Career Path

Marko was raised in Allentown, Pennsylvania (about an hour northwest of Philadelphia) and received his B.A. in History, with a Political Science minor, from Muhlenberg College. He obtained his J.D. from the University of Maryland's Francis King Carey School of Law, and while clerking at the U.S. Court of Federal Claims in Washington, D.C., earned his Master of Laws (LL.M.) in Litigation and Dispute Resolution from the George Washington University Law School.

After the clerkship, Marko worked in Sheppard Mullin's Government Contracts Practice Group in the Washington, D.C. office from 2005-2012. He then served as Counsel for IBM's U.S. Federal Market from 2012-2017 as the lead lawyer for the company's work with the Department of Defense and served as co-chair of IBM's Public Sector Global Center of Excellence. From 2018-2021, he was Counsel and Trust & Compliance Officer for IBM's U.S. Public & Federal Market.

In 2021, he moved to Comcast in Philadelphia, Pennsylvania, and became Deputy General Counsel in April 2023, where he is today.

Current Roles and Responsibilities

Comcast Corporation, headquartered in Philadelphia, is a Fortune 30 company and is the largest American multinational telecommunications and media conglomerate. It's the parent company of three divisions: Cable (including Xfinity), NBCUniversal (including NBC, Telemundo, and MSNBC), and Sky (Europe's largest media company). Marko supports Comcast Cable. There are 110+ lawyers in Comcast Cable's law department, with about 185+ members of the law department overall including paralegals and compliance specialists.

Marko is a member of the Cable Legal Compliance team. He is responsible for Comcast's federal and state & local government contracts compliance. If there are government contracting questions from other parts of the business, he advises on those as well. He has two experienced lawyers working directly under him on his team, one who assists with federal work, and the other handles state and local and government grants work. Marko also handles a broad range of matters related to corporate compliance, mergers and acquisitions, and ethics and integrity, amongst other legal and compliance matters.

Importance of Outside Counsel

"Engaging with outside counsel is incredibly important. Being subject matter experts in a particular field is just the starting point. It's imperative that outside counsel understand how the business works, the business objectives, and the time constraints. It is also critical for outside counsel to adjust how guidance is communicated to various parts of the company (e.g., line lawyers, senior lawyers, and business executives). All these stakeholders may require different levels of detail and the terminology will vary, such as business versus legal terms. What works for one may not necessarily work for another."

"I've had a great working relationship with Sheppard since leaving the firm. I've worked closely with Ryan Roberts on a variety of government contracting and grants matters. Anne Perry has been a big help on questions relating to facility and personnel security clearances. And Townsend Bourne has been our point of contact on cybersecurity and data protection."

Apart from day-to-day matters, "outside counsel also should provide visibility into what is coming down the road. This allows in-house counsel to not only react to issues as they come up, but to proactively advise the business before an issue arises. It also allows the business to remain competitive so that they're not blindsided by an unexpected requirement."

Sheppard Mullin's leading Government Contracts blog has been a timely source of information. Marko chuckled, "It's funny, I just read an article on there today for something I was looking up. I certainly can't take credit for creating it, but the GovCon blog started when I was at the firm. I still have it on my resume as I've authored a number of publications."

Over his career, Marko has published extensively on topics related to government contracting, compliance, and ethics and integrity. He also has spoken worldwide on these topics. His articles have been cited in leading industry journals, law reviews, blogs, and a textbook on public procurement law.

Industry Trends

Marko sees an ever-increasing emphasis on cybersecurity and data protection. "Cyber is one area that is under constant focus. That's not only the case in the government contracts space, but across the board. Especially now, there are two new cyber rules that recently came out and there was an Executive Order two years ago, but it's always there in the background and in the forefront. And that's an area where you have to stay ahead of the curve."

Marko added, "The same goes for supply chain. It's been another area of focus and a recent new supply chain rule further adds to the myriad requirements in the government contracts space. It's no longer acceptable to say what my vendors do is their responsibility. The government expects companies to flow down requirements and, in some cases, specifically confirm or obtain certifications that those requirements are being met."

In addition, "The government has made a significant amount of financial assistance available to companies, whether it be through CHIPS, ARPA, BEAD, USDA RUS, etc. Companies that traditionally may not have participated in these grant programs are now looking to take part. But, in order to do so, these companies must comply with a whole slate of requirements they previously have not encountered. This presents challenges to commercially centric companies who may not be accustomed to the requirements or scrutiny that comes with accepting government funds."

Career Advice for Young Lawyers

Marko is frequently asked about clerkships from law students and interns. He noted, "I always recommend that they clerk right after law school. It's an experience they will not regret. Getting to see behind the curtain and what goes on in chambers stays with you beyond the clerkship. I also emphasize the benefit it will provide to their legal research and writing skills. Personally, all else aside, my clerkship will be one of the highlights of my career to the end. I will always look back fondly on the clerkship and the experience was invaluable."

Stepping into what advice he would give to a first year at a law firm, Marko emphasized that young lawyers should "take advantage of almost every opportunity that's available to you. The entire experience is a growing experience and an opportunity to work with top-notch lawyers -- both in your firm and your counterparties. New opportunities also allow you to expand your subject matter expertise, allowing you to take on even more new opportunities and to have the confidence to do so."

Marko went on to explain, "And don't overlook business development. Publishing an article or a blog post, giving a speech or participating on a panel, attending industry association events, etc. It may not seem like a big deal, but doing several of these a year, really adds up over time. Next thing you know, you've developed a full resume and are taking-on leadership roles in those organizations. It's the compound effect."

Last, but not least, "don't neglect establishing relationships with the lawyers at the firm. These are people you'll stay in contact with for the rest of your career, whether they stay at the firm or go on to other opportunities."

Preparing for His Role at Comcast

Marko emphatically stated that "I would not have my current job were it not for all my prior jobs. I would not have worked at Sheppard were it not for the clerkship. And I would not have my in-house jobs were it not for my experience at Sheppard. There is no way to recreate the Sheppard experience or the big

firm experience in a vacuum. You don't get the requirement for excellence day in and day out without actually being in the middle of it. The partners that I worked for, including John Chierichella, Jonathan Aronie, Anne Perry, and Luca Salvi, demanded excellence. I am grateful for having worked with them and for the experiences and guidance they provided."

"Now being on the receiving end of the advice, I understand why that was so important – because that's what clients demand. The reality is if we weren't doing it day in and day out, somebody else was and eventually the client is going to go to someone else if you're not at the top of your game. As our business development materials at the time stated: 'You are what you repeatedly do. Excellence, then, is not an act, but a habit.' And those were words we lived by."

Marko also developed a government contracts M&A specialty at Sheppard Mullin. When Marko joined the firm, the Washington, D.C. office had just opened two years earlier, in 2003. It was a new office with about 30 attorneys, Government Contracts being the largest group. One of the early matters that came in was an M&A government contractor transaction with Luca Salvi, who was looking for a government contracts associate to help. "So, I probably did one of the first, if not the first, government contractor deals in the DC office. Then the second time it came up, it was, 'who's done this before?' And it was me, so I was thrilled to get involved again."

"A good part of my practice was doing M&A deals with Luca and the corporate team which again, exposed me to something that I otherwise may not have seen if it wasn't for my willingness to jump in. If I hadn't taken that on, I never would've had that experience, never would've gotten to do it, never would've developed that side of my practice."

He concluded, "I've heard the phrase, 'careers are made by lawyers not picking up the phone on Friday afternoon because the client, who needs the answer by Monday, calls the next lawyer on their list.' So, this was one of those things, who's available to do it? Who can do it? And if I had missed that opportunity, it may have never come back."

Sheppard Mullin Memories

As we hear time and time again from our alumni when asked what they miss most at Sheppard Mullin, the answer is the people. Even just talking about the attorneys that Marko worked with was a "walk down memory lane."

Marko expressed that, "Anytime that I think of Sheppard DC, I still think of the 13th & I Street office and where Sheppard's offices were when I was there. Now that office is twenty years old, I still think of the firm and my colleagues at the old location. I'm going to be in the DC office in early November and it will be my first time seeing the new office space, and I'm excited to see the attorneys in person. (As an aside, I was invited to the new office opening reception. I was flying to Iceland that evening and unfortunately was not able to attend, although it was a great vacation.)"

Life Outside Work

Marko is a proud first generation Ukrainian American. His family is active in the Ukrainian American community, and Marko is a member of the Ukrainian American Bar Association.

In college, Marko was captain of the ice hockey team, and his love for the game continues today, but it's now primarily through his seven-year-old son who just started learning to play. The rink he belongs to holds family hockey sessions, so Marko's still able to get on the ice with his son.

Skiing is another activity that Marko enjoys. He also likes going to Philadelphia sporting events, especially since Comcast owns the Philadelphia Flyers hockey team.

Marko enjoys reading history, including biographies and historical fiction. He notes that "I was a history major in college, so a big

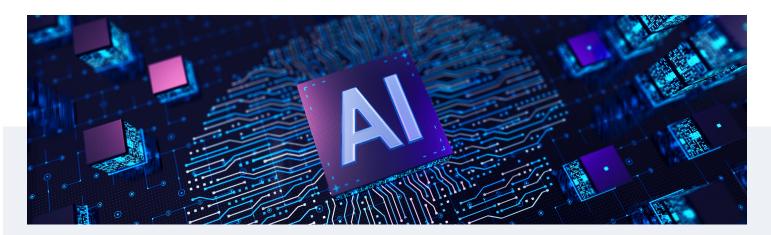
part of Philadelphia's history appeals to me. Philadelphia history is United States history. I like exploring Philadelphia's historical sections. I live right next to Independence Hall, and Carpenter's Hall, which hosted the First Continental Congress, is two blocks away. Many of the founding fathers, including Washington, Hamilton, Franklin, and Madison had homes in the neighborhood."

Finally, he touted that "Philadelphia's restaurant scene flies under the radar, but it is top notch. You can tell my Philly pride is overflowing. It's really a fantastic city to live and work."

•••

We thank Marko for taking the time to share his insights with us about his post-Sheppard Mullin career and wish him continued success.

SHEPPARD MULLIN LAUNCHES ARTIFICIAL INTELLIGENCE INDUSTRY TEAM



We recently launched a multi-disciplinary Artificial Intelligence (AI) team with more than 110 attorneys across our global platform. The team, one of the first launched in the legal industry, is at the forefront of advising clients in AI-focused legal issues, including the rapidly growing use of generative AI. The firm's expansive team and in-depth base of knowledge serves clients in a variety of industries across a broad spectrum of issues, including employee policies relating to the use of AI; intellectual property concerns; data privacy and protection; entertainment and media; advertising; and healthcare. In addition to their in-depth experience, many Sheppard Mullin AI attorneys have technical backgrounds that allow them to understand methodological workings of AI tools and component technologies such as knowledge processing, hardware, computer vision and robotics.

Our AI team, co-led by Washington D.C. partner Jim Gatto and New York partner Dan Schnapp, helps clients with an array of AI-related legal and operational issues across a wide range of practices and industries including intellectual property, entertainment and media, healthcare, transportation, labor and employment, blockchain and fintech, games, corporate and litigation, among others. In addition to advising companies who are actively utilizing or developing AI technology on the legal issues they face, the team provides strategic counseling to such companies regarding risk analyses and mitigation strategies and are intimately involved in the development and implementation of their AI go-to-market and monetization initiatives. Additionally, the team develops policies and frameworks governing the proper use of AI platforms, tools and solutions across the enterprise and conducts legal and operational audits of the same.

FALL NEW YORK ALUMNI REUNION

The Sheppard Mullin family was reunited at our inaugural New York Attorney Alumni reception on September 19, 2023, held on the rooftop terrace of the Hard Rock Hotel in New York.

We had a fantastic time with our alumni including in house counsel from Cyient, Eolis International, Excel Sports Management, Gartner, Home Box Office, Melissa Wood Health, among others. It was great to see our friends and former colleagues as part of our alumni community and we look forward to hosting regular receptions in 2024 to renew friendships.



ALUMNI MOVES AND NOTABLE NEWS

Below are recent in-house alumni moves and other notable achievements. Let us know if you have changed jobs so we can feature your move in a future edition.



Lidore DeRose is now Senior Partner, SVP Transaction Risk at Baldwin Risk Partners in Boca Raton, FL. She was a corporate special counsel in the Washington, D.C. office from 2021 – 2023.



Marc Hershberg is now Director of Business & Legal Affairs of Music Theater International in New York, NY. He was an entertainment associate in the New York office from 2021 – 2023.



Bob Hogan is now Co-Founder and CLO of Presidio Healthcare in San Diego, CA. He was a corporate associate in the San Diego office from 2020 – 2023.



Alex Kim is now Legal Counsel at PayNearMe in Orange County, CA. He was Real Estate associate in our Costa Mesa office from 2016 – 2019.



Daniel Knudsen is now Assistant General Counsel with RWE Clean Energy in San Diego, CA. He was an energy associate in the Del Mar office from 2018 – 2023.



Abby (Chenxi) Lu is now Counsel at the Alliance of Motion Picture and Television Producers in Sherman Oaks, CA. She was an employment associate in our Los Angeles office from 2020 – 2023.



Shebli Mikailli is now Senior IP Counsel at Databricks, Inc. in Mountain View, CA. He was an IP associate in our Silicon Valley office from 2014 – 2015.



Tomiye Oshita is now Corporate Counsel at Guitar Center in Westlake Village, CA. She was a labor and employment associate in our Orange County office from 2021 – 2023.



Dina Segal is now Chief Legal Officer of Gusto in San Francisco, CA. She was a corporate associate in Del Mar office from 2012 – 2015.



Dhara Sheth is now Commercial Counsel at Iterative Health in Los Angeles, CA. She was a corporate associate in our Century City office from 2019 – 2023.



Lauren Weiss is now Data Security Corporate Counsel at ServiceNow in Arlington, VA. She was a governmental associate in our Washington, D.C. office from 2021 – 2023.



Xiaobei Zhang is now Corporate Attorney at the Ullico, Inc. in Silver Springs, MD. She was a corporate associate in our Los Angeles office from 2015 – 2018.

Congrats to all our alumni! We regularly post in-house job opportunities from clients and friends of the firm on the Sheppard Mullin alumni site under "Career Opportunities." We welcome in-house job postings from you; please send to alumni@sheppardmullin.com.

HELPING CLIENTS SUCCEED

Sheppard Mullin lawyers work on a wide range of litigation and transactions to help our clients succeed. Here are just a few examples of our work over the last quarter:



AMN Healthcare – A Sheppard Mullin corporate team is advising AMN Healthcare, the leader and innovator in total talent solutions for healthcare organizations across the United States, in its agreement to acquire MSDR for \$300 million. MSDR consists of two healthcare staffing companies that specialize in locum tenens and advanced practices, Medical Search International (MSI) and Dr. Wanted Healthcare Staffing (DRW). The acquisition is expected to close in the fourth quarter of 2023. The deal team was led by Century City partner **Daniel Belzer**.



Frameless Hardware – The U.S. Patent Trial and Appeal Board ("PTAB") ruled in favor of Frameless Hardware Company in a deeply contested patent infringement, trade secret and Computer Fraud and Abuse Act case filed by a competitor in federal court seeking to shut down Frameless' competitive architectural glass hardware business. Among other things, the competitor owned a patent relating to a special spring-action clamp and clamping process used in the installation and repair of framing for glass doors, glass wall partitions, and glass curtains on buildings. If successful in asserting that patent against Frameless, the suit would have shut down Frameless' business. Los Angeles partner Darren Franklin filed two *inter partes* review petitions with the PTAB, asserting that the patent-in-suit was invalid as invalidated by prior art, and stayed litigation of the remaining claims for relief before the District Court. The PTAB, in a unanimous decision, found that the claims of the patent asserted against Frameless were indeed, invalid and unpatentable. The PTAB also rejected assignor estoppel and all other arguments raised by the patent owner. The matter was led by Los Angeles partner Polly Towill and Century City partner Kent Raygor.



Good Samaritan Hospital – We defeated class and related PAGA claims brought against Good Samaritan Hospital of San Jose, California. A well-known plaintiff's attorney who specializes in pay stub litigation, sued Good Samaritan for more than \$10 million. The case alleged violations of California's Labor Code, including claims that the plaintiff's wage statements and those of class members, did not accurately list employees' total hours worked and all applicable hourly rates of pay in each pay period. The named plaintiff admitted she was never underpaid. The case went to trial after five years of litigation. On August 28th, a Santa Clara Superior Court judge issued a statement of decision finding "against Plaintiff and for Defendant on Plaintiff's section 226(a)(2) and 226(a)(9) claims, both directly for Plaintiff's class action claims and as predicates for PAGA liability." The judge rejected the plaintiff's class and PAGA claims, thus delivering a complete victory and legal vindication to our client. The matter was led by Los Angeles partner Jason Kearnaghan, with a trial team including Los Angeles partner Hilary Habib and invaluable assistance from Los Angeles partner Richard Simmons.



Greenbacker Renewable Energy – We represented Greenbacker Renewable Energy Corporation ("Greenbacker"), a leading renewable energy asset manager, in its \$148 million tax equity financing commitment with RBC Community investments. The commitment is one of the very first tax equity deals to utilize the solar production tax credit, and it will finance one of the largest solar projects in Greenbacker's fleet: the 240 MWdc Appaloosa Solar 1 project in Iron County, Utah. The deal team was led by San Francisco partner **Christine Hourcade-Hoefliger**.

LIONSGATE

Lionsgate – We are representing Lionsgate in its acquisition of independent content platform eOne from leading toy and game company Hasbro, Inc., in a transaction valued at approximately \$500 million. Under the agreement, Lionsgate is set to acquire eOne's library that includes titles such as 1917, Atomic Blonde, Green Book, Grey's Anatomy, Criminal Minds, Renegade and Designated Survivor. eOne's scripted television business is powered by The Rookie TV franchise, now in its sixth season on ABC, the hit spinoff The Rookie: Feds, and production of Showtime's critically acclaimed horror thriller Yellowjackets. eOne's unscripted business is led by the long-running hit reality series Naked & Afraid, now in its 11th season on Discovery.

Lionsgate encompasses world-class motion picture and television studio operations aligned with the STARZ subscription platform to bring a unique and varied portfolio of entertainment to consumers around the world. Lionsgate's film, television, subscription and location-based entertainment businesses are backed by a 18,000-title library and a valuable collection of iconic film and television franchises. The transaction is expected to close by the end of 2023. The deal team is led by Century City partners Linda Michaelson and Shaun Clark.



OneWeb - We represented London-based satellite operator OneWeb in its \$3.4 billion dollar merger (one of the largest satellite transactions of the last decade) with Paris-based Eutelsat, creating one of the world's largest multi-orbit satellite fleets. The merger received shareholder approval last week and closed on September The combined company remains headquartered in Paris, and OneWeb will be a subsidiary operating commercially as Eutelsat OneWeb with its center of operations remaining in London. In particular, Sheppard Mullin lead the efforts on behalf of OneWeb to secure FCC regulatory approvals for the merger. Notably, Sheppard Mullin represented OneWeb in a related review by "Team Telecom," the national security agencies tasked with reviewing foreign investment in the U.S. telecommunications sector. This lengthy review process also involved the negotiation of a complex national security agreement with Team Telecom to which both OneWeb and Eutelsat were parties. The deal was led by Washington, D.C. partners Brian Weimer and Drew Svor.



Public Storage – We represented Public Storage (NYSE: PSA) with real estate due diligence for its acquisition of the Simply Self Storage ("Simply") portfolio from Blackstone Real Estate Income Trust, Inc. ("BREIT") for \$2.2 billion. The portfolio consisted of 127 wholly-owned properties and 9 million net rentable square feet across 18 states. Approximately 65% of the properties are located in high-growth Sunbelt markets, allowing our client to deepen its presence in fast-growing markets. The deal was led by San Diego partners Domenic Drago and Michael Leake.



Reynolds and Reynolds Company – The Northern District of Illinois recently granted partial summary judgment to client Reynolds and Reynolds Company ("Reynolds"), eliminating over \$100 million in potential antitrust liability. Plaintiff Motor Vehicle Software Corporation ("MVSC"), a provider of electronic vehicle registration and titling services for automobile dealers, alleged that Reynolds, a provider of data management systems for automobile dealers, conspired with its competitor CDK to deny MVSC access to data it needed in order to service customers. The court's summary judgment order eliminated most of MVSC's case. The matter is led byWashington, D.C. partner Leo Caseria.



Sempervirens Fund We represented Sempervirens Fund pro bono with the sale of six properties totaling 222 acres to the state of California to expand Castle Rock State Park in mountains of the Santa Cruz, California. The sale includes the 33-acre Robert C. Kirkwood Entrance, which features a parking lot, trail connections, restrooms, amphitheater, and picnic area. The firm also represented the client pro bono in its acquisition of the entrance parcel, the subsequent construction of the improvements by Sempervirens and the lease of the completed entrance parcel in 2019 to the California State Parks Department. The sale is the first state park expansion in Santa Cruz County since 2011, and the first state park acquisition in all of California since 2021. Sempervirens is California's oldest non-profit, formed in 1900 and dedicated to the protection and preservation of the old growth redwoods and its habitats in the Santa Cruz Mountains. The team included San Francisco of counsel Joan Story and partner Alex Merritt.



UPCOMING EVENTS



Upcoming events where our lawyers are speaking include, among others:

November 9, 2023, 10:00-10:30 a.m. PT

"Emerging Claims Involving Insurance Class Actions" Class Action Threats in 2023 Hosted by Sheppard Mullin Webinar

November 9, 2023, 10:00-11:00 a.m. PT

"10 Ways to Screw Up Your (Healthcare) Deal" Hosted by Sheppard Mullin and Jarrad Inc. Webinar

November 9, 2023, 11:15 a.m.-12:00 p.m. CT

"What's New with HIPAA: Enforcement Trends, Recent Guidance and Proposed Rulemaking"

IAHA 41st Annual Health Law Symposium Hosted by Illinois Association of Healthcare Attorneys In Person in Chicago, IL

November 9, 2023, 1:00-2:00 p.m. ET

"CC&Rs and Easements for Mixed-Use Projects: Best Practices for Developers"

Hosted by Strafford Webinar

November 9, 2023, 1:00-2:00 p.m. ET

"Al in Healthcare: Navigating Regulatory Challenges, Legal Considerations, Minimizing Risks When Using Al" Hosted by Strafford Webingr

November 15, 2023, 9:35-10:35 a.m. ET

"'Rogers' Panel"

2023 Fall Training Conference - What is Fair and Reasonable? Hosted by Coalition for Government Procurement In Person, Falls Church, VA

November 15, 2023, 10:30 a.m.-12:00 p.m. PT

"2023 Government Contracts Review & Outlook"

Update on the Civil False Claims Act, Fraud Focus on Fraud and FCA

Hosted by Federal Publications In Person, La Jolla, CA

November 15, 2023, 3:45-4:45 p.m. ET

"Navigating the Data Privacy and Protection Landmines that Plague Telehealth"

Advanced Legal, Regulatory and Compliance Forum on Telehealth Hosted by ACI In Person, New York, NY

November 15, 2023, 5:00-6:00 pm CET

"Al at Work - Taking the "Human" out of Human Resources?" Hosted by Taylor Wessing Webinar

CONTACT US

For more information about our alumni program, to notify us of a job change, subscribe to a blog or podcast, or register for events, please contact Alumni Program leader Michelle O'Driscoll. We look forward to hearing from you and staying in touch.



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PODCASTS



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Nota Bene Podcast: Explore how today's international legal headlines will affect your global business on *Nota Bene*, a weekly podcast for the C-Suite.

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Restructure This! Podcast: Discussion of the latest trends and controversies in Chapter 11 bankruptcy, commercial insolvency and distressed investing.

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