

CRASNER CONSULTING COMPLETES ONE OF EUROPE'S HIGHEST PROFILE RETAINED SEARCHES

Crasner Consulting would like to congratulate its longstanding client, international law firm Reed Smith LLP, on achieving impressive growth across its international Intellectual Property ('IP') practice.

In 2018, Crasner Consulting was retained to assist Reed Smith with the build out of its IP practice in Europe.

Since the firm's engagement two years ago, Crasner Consulting has successfully recruited two teams from rival law firms, including Band 1 ranked Marianne Schaffner, one of Europe's most prominent IP litigators.

Thierry Lautier, one of the Paris markets few dual Patent Attorney's and Litigators, bolsters the team in June 2020.

Congratulations to Marianne Schaffner, who is leading the European Patent Litigation Practice with such excellence and drive, and to Jim Hultquist, the visionary Global Practice Group Leader.



Katie Faulds, Principal Consultant, who oversaw this deal, commented: *"It has been one of the biggest pleasures of my career helping to recruit Marianne Schaffner and the team. This sort of deal is unprecedented in the retained search market and the fact that Crasner Consulting was engaged, is exactly the reason that I wanted to join the firm. I want to wish Marianne, Thierry and their wonderful team continued success, and congratulate them and Reed Smith on achieving something that so few law firms are able to do!"*

Nick Crasner, Founding Partner, who leads Crasner Consulting's global relationship with Reed Smith, says: *"I am honored to continue supporting Reed Smith, a law firm that I hold in the highest regard. This sort of project embodies the premise on which I built Crasner Consulting. My business model has always been to support our law firm clients with retained search and consulting services, which apply to their most imperative global initiatives. These initiatives take time, persistence, skill and genuine influence in the markets in which we are engaged."*



Mr. Crasner then went on to add: *"Recruiting Marianne and her wonderful team is one of the most meaningful mandates that I have worked on. As many people know, I am a diversity advocate and male champion, and it is always a landmark moment when you recruit someone like Marianne - an incredibly successful and prominent female Partner. Over the last thirteen years, I am proud to have pioneered diversity led retained search services and recruited female led teams in the UK, Paris, Germany, The Middle East and Asia"*.

