



Pictured above, standing from left are: John Zen Jackson, Edward B. Deutsch and Andrew F. McBride III. Seated from left are: James A. Robertson and Robert B. Hille.

Staying ahead of the Legal and Regulatory Curve

The last few years have tested the business savvy of law firms, as well as their ability to adapt to client needs. It's a test that McElroy, Deutsch, Mulvaney & Carpenter, LLP, has passed with flying colors, thanks to smart moves informed by an entrepreneurial mindset.

The firm, which now has ten offices in seven states, has proven to be an astute observer of legal and economic trends, ensuring continued growth and financial stability.

"Remaining static or complacent is not an option for us," says Edward B. Deutsch, managing partner of MDM&C. "It is critical that we stay ahead of the curve, be proactive and anticipate legal trends and precedents."

Founded in 1983, MDM&C is a full-service law firm with more than 300 attorneys. They work out of offices in New Jersey, New York, Pennsylvania, Connecticut, Massachusetts, Delaware and Colorado. The firm's practice areas are as diverse as its geography: litigation, labor and employment, health care, insurance, fidelity and surety, bankruptcy, construction, corporate transactions, hotels and resorts, franchise, tax, private client services, real estate, environmental, banking, and white-collar crime and corporate compliance.

In the last few years, the firm has developed a variety of alternative fee arrangements, including fixed fees for counseling and litigation matters. "As a result, we believe our clients get the best value for law firms of our size in the Northeast," Deutsch says.

The firm also has been tracking and responding to changes in demographics, legislation and regulation, allowing it to develop effective solutions and strategies for its clients. Health care has been a particularly vital area, given the uncertainty surrounding federal reform efforts.

This past year, MDM&C joined forces with Kalison, McBride, Jackson & Robertson, one of the most highly respected health care practices in New Jersey. The firm's health care services are comprehensive, ranging from counseling individual physician clients on day-to-day practice issues to representing large health care systems and life science companies in complex corporate, transactional and multijurisdictional litigation.

"Having the right legal representation can be a game-changer amid sweeping health care regulatory reform measures," states James A. Robertson, head of the firm's health care practice group.

In a sign of the firm's own health, MDM&C continues to sponsor large classes of summer associates, usher in a healthy volume of new fall associates, and integrate law firms with complementary talents and goals.

The new additions swell ranks already filled with respected attorneys who routinely rank among the best in the state and country. As it has grown, MDM&C has not lost sight of its commitment to providing a positive work environment. "Many large law firms become impersonal, difficult places to work," Deutsch says. "We are very proud not to have lost the heart and soul of our firm and for our staff to feel they are key players in the McElroy family."

And the firm is equally proud to provide superior, timely and effective assistance that provides clients the advice they need to achieve their goals. "Whatever the legal or business situation," Deutsch says, "we recognize that clients trust and appreciate lawyers who genuinely care about their problems and provide them with effective and innovative results." ■

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