

The background of the slide features several thick, bright yellow lines that intersect to form various geometric shapes, including triangles and quadrilaterals. The lines are positioned diagonally and horizontally, creating a dynamic and modern aesthetic.

**GENERATING REVENUE
THROUGH LOSS RECOVERY:**
Ballard Spahr's Loss Recovery Group

Ballard Spahr
LLP

Many corporations and governmental entities look to their counsel to assist not only with loss avoidance, but also with revenue enhancement.

Ballard Spahr has a team dedicated to helping legal departments seek to generate revenue in a cost-effective way, while remaining sensitive to business relationships.

LOSS RECOVERY PROGRAM

Our approach is based on the success our litigators have had in obtaining recoveries for our clients, combined with the in-house model developed by our colleague, former DuPont General Counsel Tom Sager.

We help clients find situations that may qualify for recovery efforts, assess those opportunities, and create and execute strategies designed to achieve a favorable return on investment. We focus on learning the client's business, trying to establish a pipeline of opportunities through a collaborative, data-driven process, and working with in-house resources whenever possible.

Opportunities for recovery efforts can arise in a variety of legal areas, including antitrust, commercial contracts, intellectual property, environmental remediation, bankruptcy, and insurance, as well as under general contract and tort law. Such efforts can, but need not, involve litigation.



ANTITRUST PLAINTIFFS' LITIGATION

We are experienced in representing plaintiffs in antitrust cases, including the \$500 million settlement obtained in 2014 for plaintiffs ZF Meritor and Meritor Transmission. Our antitrust experience includes actions related to price-fixing and monopolization.

BANKRUPTCY

Our attorneys represent creditors—secured and unsecured—in or out of formal bankruptcy proceedings. Ballard Spahr's broad geographical reach (15 offices, including Wilmington, Delaware, and New York City) allows us to represent clients in the primary bankruptcy venues, as well as in many other jurisdictions. Our team provides a resource that works with representatives on the business and/or credit side to develop approaches to troubled accounts and business arrangements.

COMMERCIAL CONTRACT ENFORCEMENT

We work with in-house counsel to review client contracts for value and thwart attempts to derail expectations. At any stage in the life cycle of a deal, our lawyers seek to enhance client options.



ENVIRONMENTAL REMEDIATION

Our environmental litigators have recovered millions of dollars from parties responsible for contamination, using tools available under the federal Superfund law and similar state laws, as well as forensic investigation techniques. We also have extensive experience in contractual recoveries, including obtaining damages for breaches of environmental representations and warranties.

INSURANCE

Our insurance coverage attorneys have decades of experience pursuing recoveries under all types of policies, including cyber, D&O, E&O, and CGL. When coverage is being placed and renewed—or during the pendency of a policy, if the circumstances warrant—we advise clients on the strength of the policies in place or those being considered. We also have significant experience with claims against insurers in receivership.

INTELLECTUAL PROPERTY

Intellectual property presents an opportunity to protect and monetize assets. Patents may constitute both proactive and defensive assets. Our counselors and litigators can work with technology and commercial personnel on the best ways to monetize patents. We also help clients protect competitive advantage by defining and enforcing their trademarks and trade secrets.

For more information, please contact
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