

# DRUVEN

LAW



## CLIENT USE CASE #1

### Finding Allies Helps Business Overcome Litigation Risk

While this type of “360 negotiation” requires more attention and communication by us, the value to our clients is clear:

- The **financial risk is reduced dramatically** as coalition members share the litigation costs.
- There is the very practical, and often underestimated, **value of how the dispute appears** to a court, or jury.
- While certainly more is not necessarily better, there is a simple **persuasive power** behind several companies expressing a common experience.

## CONTEXT

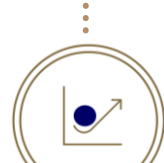


A privately held and successful company finds itself in litigation with a much larger, and better funded, adversary.

## CHALLENGES



The challenge facing our client, a challenge for many companies, was despite the strength of its legal position the practical reality of maintaining litigation against a better-funded adversary created **massive amount of financial risk**.



Furthermore, even if ultimately successful, the costs of maintaining litigation against an adversary with deeper pockets meant **any recovery might be offset by the economic cost, and unsatisfactory result**.

## WHAT WE DID

In collaboration with us, the client **identified several other stakeholders with common legal issues**, and facts, involving the larger adversary.

Through creativity in the use of “permissive joinder”, and the creation of an ad hoc coalition, the client and allies functioned **as a unit**.

Furthermore, outside stakeholders were identified, engaged, and ultimately **supported the coalition**.

Care was given to addressing the needs of each stakeholder, focusing on **common interests and goals**.

Managing the coalition succeeded through **constant communication**, including weekly videoconferences (at no additional client cost).

## WHAT WE ACHIEVED



The result was a **commercially acceptable and negotiated settlement to the litigation**, bringing to a rapid close what might have otherwise dragged on for years.

And, because of the speed and creativity, that result was achieved for each coalition member at **a fraction of what it would cost otherwise**.

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Druven is a boutique law firm based in Los Angeles and Brussels offering an unparalleled experience to the discerning leadership of privately held companies. We create a personal relationship with each client, supporting them through attention and a deeply instilled ethic of personal service.

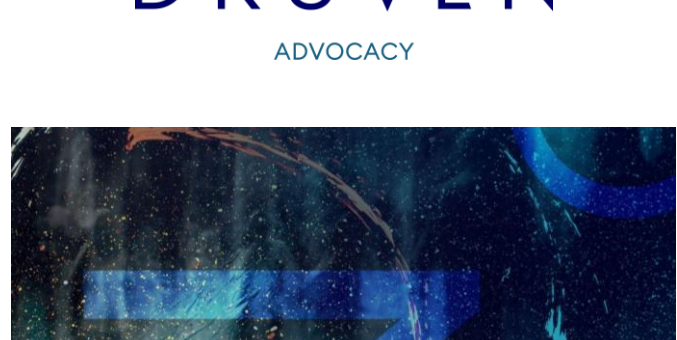
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ADVOCACY

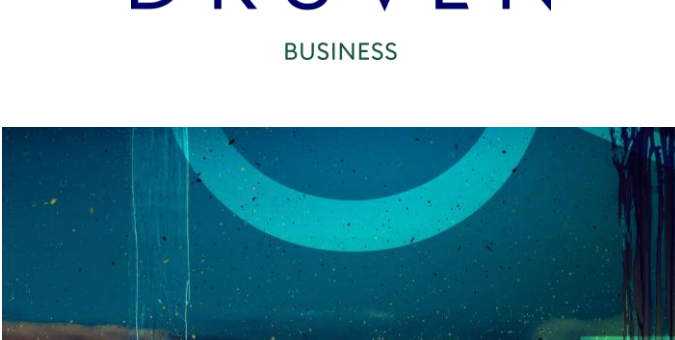
## DRUVEN

BUSINESS



National public affairs advisory firm based in Los Angeles that partners with private organizations and coalitions. Embodying an ethic of personal service, we develop tailored strategies to support our clients on policy changes with government relations and issue advocacy.

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Commercial consulting firm based in the US and Europe founded on an ethic of impeccable service and unmatched expertise. We specialize in devising customized, actionable strategies for the leadership of growing, privately held companies.

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