



**McCarthy Tétrault *Advance*™**  
Building Capabilities for Growth

## Top Challenges for In-House Counsel

**Panelists:**

**Daniel Logan, Partner, Technology Law Group, McCarthy Tétrault**

**Judith McKay, Chief Client Officer, McCarthy Tétrault**

**Anthony Pagano, Chief Counsel, M&A, Royal Bank of Canada**

**David Woollcombe, Partner, Business Law Group, McCarthy Tétrault**



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# PRESENTERS

2



## **Daniel Logan, Partner, Technology Law Group, McCarthy Tétrault**

**Specialties:** Corporate/Commercial law, with particular emphasis on payment systems, technology and outsourcing matters

Daniel advises on private company acquisitions involving technology, outsourcing agreements; systems development and systems integration arrangements; strategic alliance and joint venture arrangements; technology manufacturing and hardware transactions; technology licensing and distribution arrangements; and e-commerce transactions.



## **Judith McKay, Chief Client Officer, McCarthy Tétrault**

Judith McKay is the Chief Client Officer for McCarthy Tétrault. In this role, she is responsible for client relations, marketing strategy, new business development and building internal capabilities. Judith brings a unique perspective on the challenges and opportunities facing general counsel in the Canadian, US and global business environment. Her executive roles have included legal department management, compliance, governance, risk management and operations.

Prior to joining McCarthy Tétrault, Judith served as Vice President and General Counsel in the United States at DuPont Pioneer, where she was directly responsible for the vision, global legal affairs and strategic, business-oriented legal guidance.

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# PRESENTERS

3



## **Anthony Pagano, Chief Counsel, M&A, Royal Bank of Canada**

Anthony has extensive experience in the financial services industry gained prior to joining RBC and as RBC's lead M&A legal adviser with responsibility and accountability for all potential mergers, acquisitions, divestitures, joint ventures, strategic alliances and investments considered or entered into by RBC on a global basis.

As the global head of the M&A Law Practice Group, Anthony has led a number of challenging and transformational M&A transactions including the acquisition of Phillips, Hager & North, the acquisition of BlueBay Asset Management, the sale of RBC US Bank to PNC Financial Services Group, the establishment and subsequent acquisition of the RBC Dexia joint venture and the acquisition of Ally Financial's Canadian automotive finance and deposit businesses.



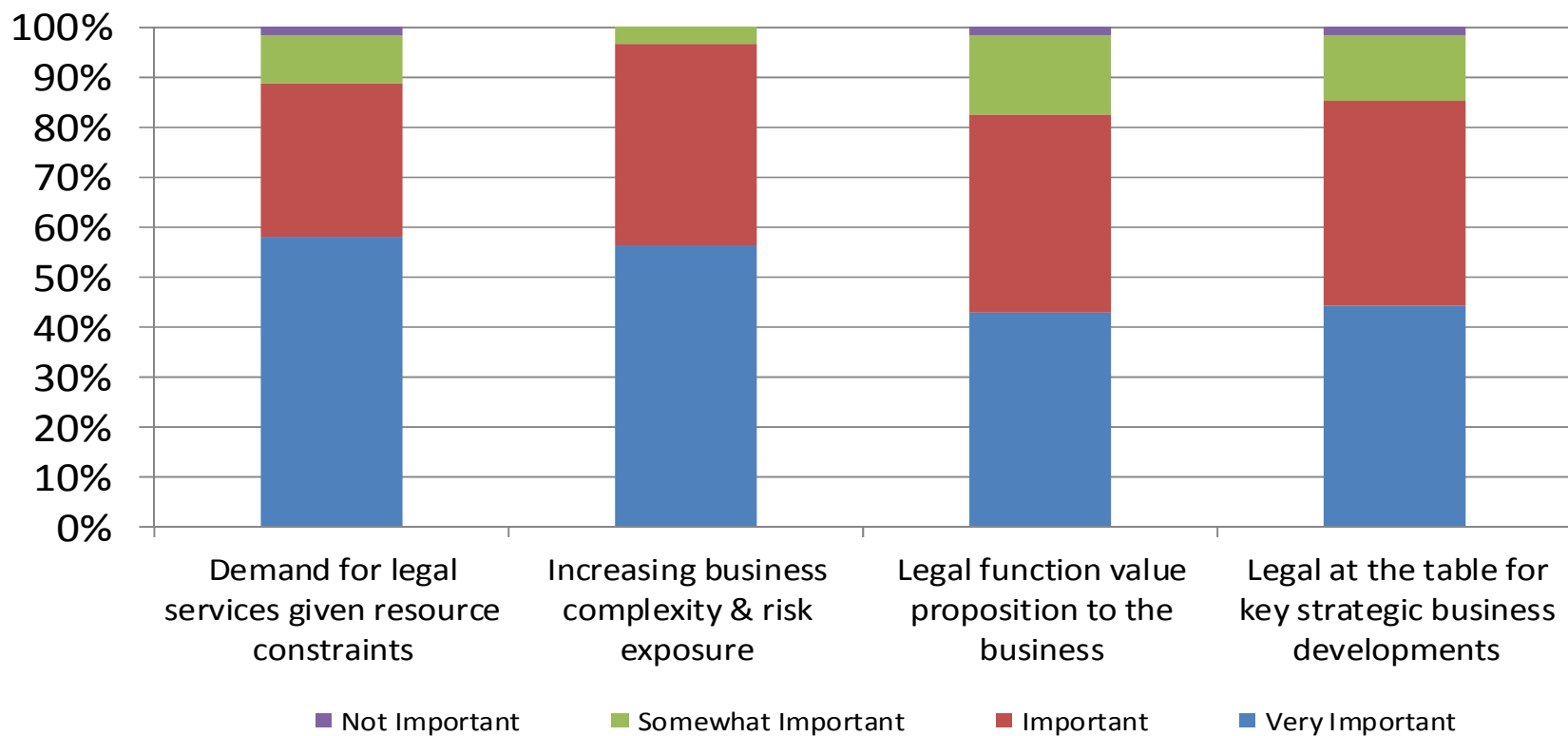
## **David Woollcombe, Partner, Business Law, McCarthy Tétrault**

**Specialties:** Mergers & Acquisitions, Capital Markets

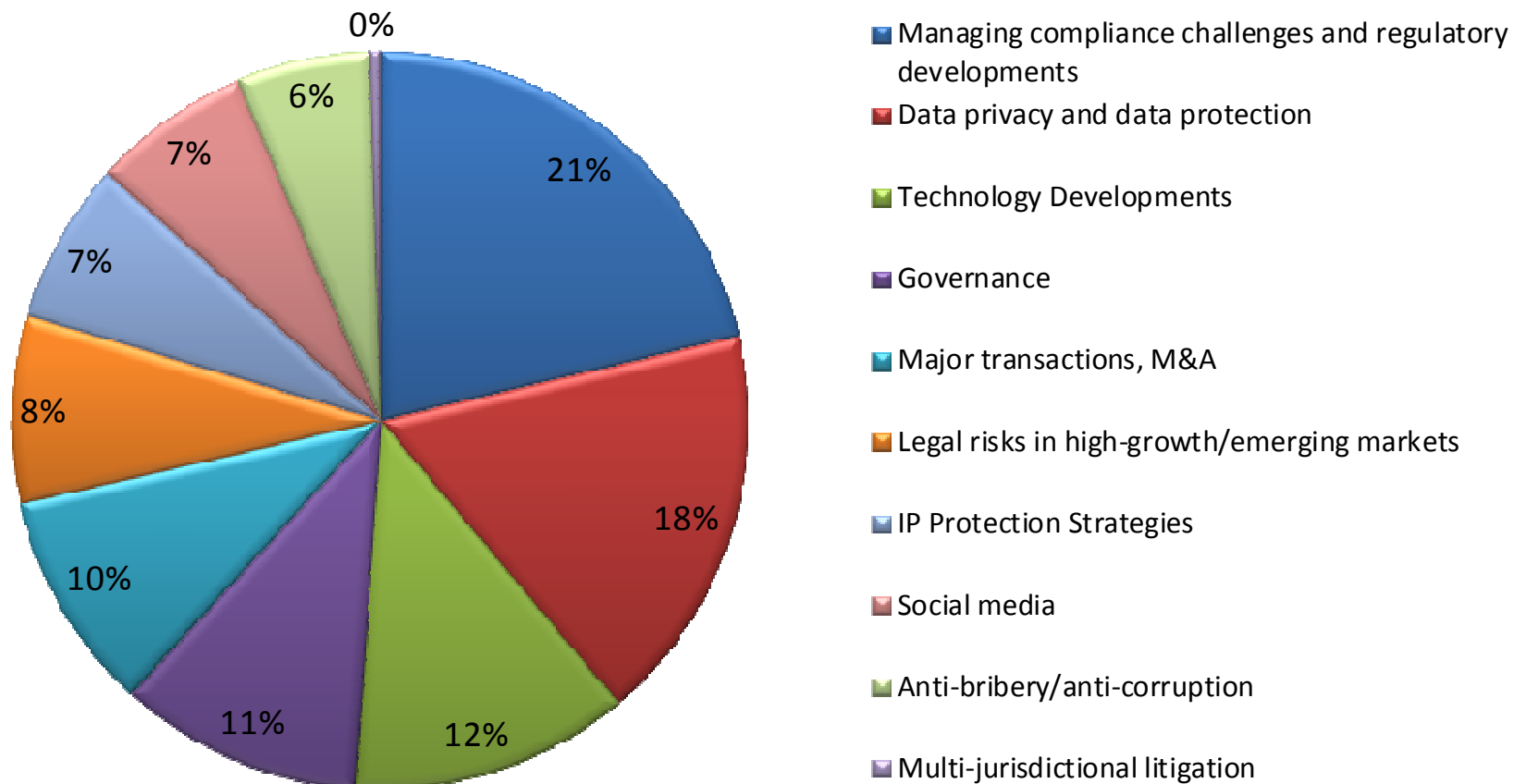
David's practice focusses on mergers and acquisitions. He has advised many Canadian and international businesses on acquisition, divestiture or reorganization transactions. David has significant experience in capital markets transactions, having acted for issuers and investment dealers in a wide variety of cross-border and domestic public offerings and private placements.

# Survey Results

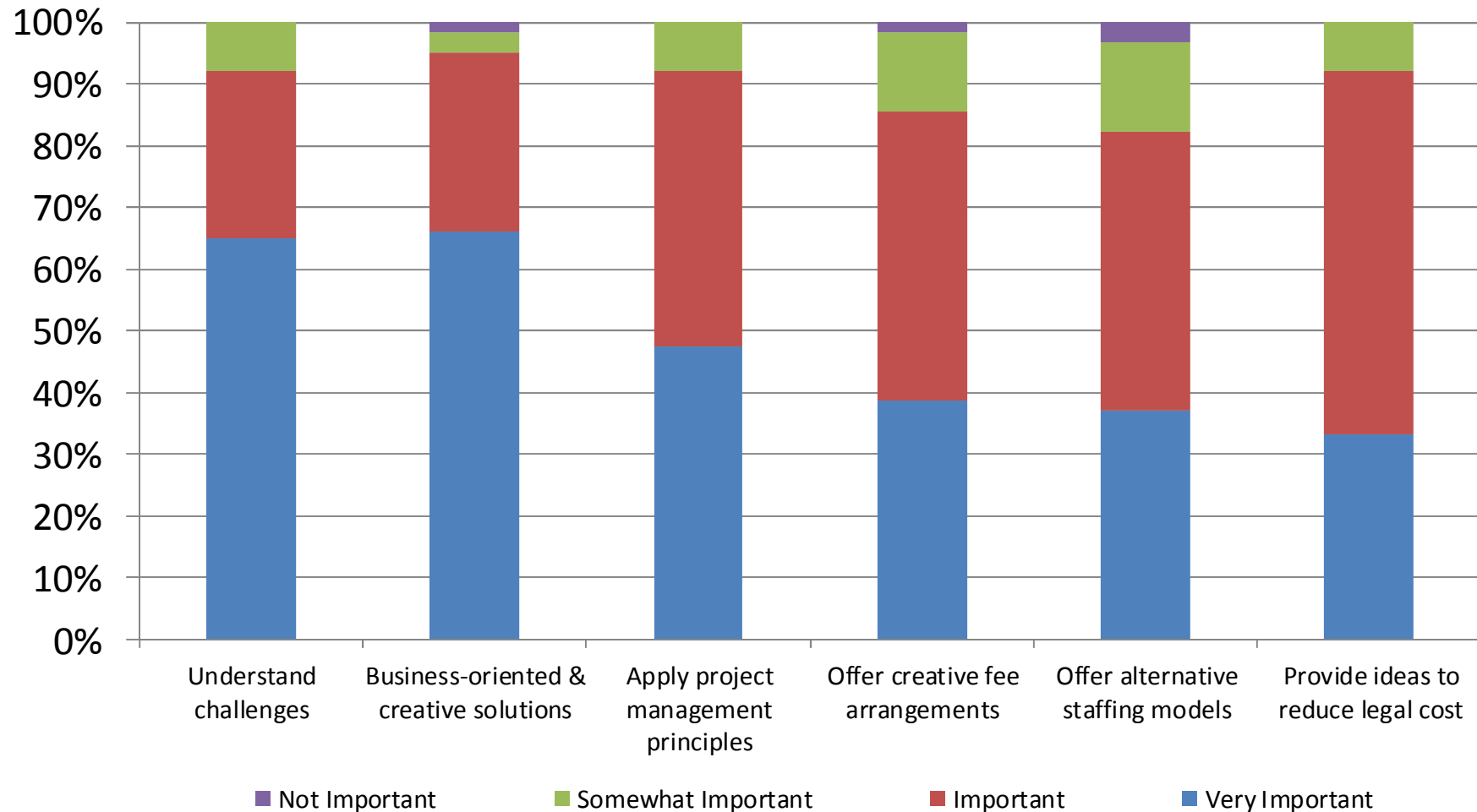
# What are your greatest concerns about meeting the legal services needs of your company over the next 12 months?



# What are your most pressing challenges?



# How can law firms provide greater value to your in-house counsel team?



# Questions???