

WINNING | A SPECIAL REPORT

The lawyers in our 2016 special report all have something in common—they score big wins in court. But how do these battle-tested litigators make their clients happy? As they detail, it's as much about the process as it is the outcome. They have learned that they must trust their own styles of trial practice, be credible, know the documents, and connect with and respect the jury. In cases ranging from products liability to patent law, they've mastered their craft. These are the stories of our winning litigators.

GOODWIN

JOSEPH SAVAGE & WILLIAM HARRINGTON

Goodwin partners Joseph F. Savage Jr. and William Harrington say using the federal Speedy Trial Act to help them defend the former president of a pharmaceutical company against criminal fraud charges made perfect sense.

Even if it did mean tackling millions of documents, more than 350 witness interviews and grand jury appearances and a mountain of undercover recordings in just seven months.

"A lot of it is having a strategic focus on the things that matter," Harrington said.

"I don't think the government was as focused as they should have been," Savage said. He said his instinct had been to move for an expedited trial "to overwhelm the government and ideally go to trial before they were prepared."

In June, the partners and their trial team scored a major win in a month-long Boston jury trial in which Carl Reichel, the former president of



Joseph Savage & William Harrington

pharmaceutical company Warner Chilcott PLC, had been accused of violating the anti-kickback statute. Their work was followed by many in the federal criminal defense bar, they said, because it was one of the first trials of a corporate officer after the Department of Justice increased its focus on prosecuting leaders at companies—rather than only the corporation—under a 2015 directive issued by the Deputy Attorney General Sally Yates.

Boston-based Savage joked that he and Harrington, who is based in New York, had become like one

TRIAL TIPS

- "Present the jury with your client's own words, written or spoken, as much as possible, where those statements support your defense."
- "Decide whether a short pretrial time frame helps you more than it hurts you." A speedy pretrial phase is "a viable defense strategy"
- "When you are interviewing witnesses during the pretrial-phase of investigation, ask opened-ended questions so that you have an idea of how the witness's testimony will sound on cross-examination."

—WILLIAM HARRINGTON

person by the end of an arduous seven months.

Ultimately, the team relished in their client's not-guilty verdict. "Reichel finally got the opportunity to set it straight," Savage said.

—JASON GRANT