



*As Seen In... Forbes, September 21, 2009*

## **Pannone Lopes Devereaux & West LLC** **Delivering Practical Solutions For Complex Legal Problems**

The greatest football legend of our time, Vince Lombardi, said:  
*"The achievements of an organization are the results of the combined effort of each individual."*

### **THE PARTNERS AT PANNONE LOPES DEVEREAUX & WEST LLC LIVE BY THIS PHILOSOPHY**

Gary R. Pannone, Matthew A. Lopes Jr., William P. Devereaux, William E. O'Gara and Teno A. West were all once partners in an international law firm. In 2006, a new law firm was formed in which the partners brought their expertise and more than 100 years of collective legal experience to a more efficient platform. PLDW utilizes a unique and dynamic business model that integrates the legal disciplines required to solve client problems.

"Each partner at PLDW possesses the quality legal skills and training developed during their large law firm experience, while employing a business model that combines an entrepreneurial spirit with an efficient problem-solving formula. We apply black letter law without being mechanics in the law," states Pannone.

Pannone further states, "Managing to cost-effective solutions requires working across disciplines rather than in a silo, which is how large firms operate. We demand quality and live in a collegial environment combining a collaborative spirit and strong desire to provide an added value to our business relationships with our clients."

PLDW's dedication to a diligent search for practical solutions leads to successful outcomes that are cost-effective. The partners all have an authentic appreciation and respect for each other and their clients, which is apparent when you enter the office. The client base ranges from individuals and start-up companies to municipalities and public companies. Evidence that their approach works is an impressive list of long-term clients.



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— Gary R. Pannone, Managing Partner

The Partners (left to right) William P. Devereaux, Gary R. Pannone, Mathew A. Lopes Jr., Teno A. West and William E. O'Gara



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*"In our area of practice we have opportunities ranging from providing clean drinking water for more people to the disposal of solid waste in an environmentally friendly manner that will enhance the quality of life for everyone."*

— Teno A. West, Partner/Leader of the Municipal Infrastructure Team

"Taking advantage of experience in a team-like approach rather than co-existing as individual lawyers trying to make a living is the key to our success. The lawyers at PLDW possess unique skills we all enjoy the opportunity to collaborate in representing the client," said Pannone. "Our business model is not contrived which is why it works efficiently in a setting that is collegial and effective."

### Experience That Matters... Results That Count

PLDW represents a wide variety of clients, including public companies, closely held businesses and municipalities. Lawyers at the firm routinely provide counsel to clients with respect to private placements, debt and equity financing, mergers, consolidations, restructuring, employment issues, and government relations. Pannone states, "The key to our success is a shared mindset to concentrate on what we do well rather than trying to be all things to all people, which is a tendency in our profession. We are full service to our clients; however, we do not profess to be a full-service law firm, which is why we achieve excellent results in our areas of practice."

"Our lawyers are experienced and excel in their field of practice, whether it is litigation, white collar criminal defense, probate law, entertainment law, healthcare or special masterships," adds Pannone.

The firm is fast approaching 30 lawyers, all of whom are either highly specialized or trained to support the areas of practice offered. In this economic environment it is essential that lawyers reinvent themselves to be in a position to serve the current needs of his or her client, and this philosophy is at the core of PLDW's practice. In addition to the traditional practice of law, PLDW is also committed to community and devotes substantial resources to the representation of nonprofit organizations in its continuing effort to impact the quality of life as well as operating a business.

PLDW is considered one of the premiere law firms in the nation in the area of special masterships and municipal law with offices in Rhode Island, Connecticut, Massachusetts, New York and Florida.

### Municipal Infrastructure Expert Joins PLDW

Teno A. West has recently joined PLDW which, in effect, is a homecoming with those with whom he practiced at his former law firm. West leads the firm's Municipal Law (ML) Team, one of the few in the country that has the ability to provide expertise in the areas of infrastructure law which includes water, wastewater, sewer, solid waste, co-composting, materials recovery, conversion technology and waste-to-energy.

As a recognized expert in public projects and procurement issues, West says, "I have a unique perspective as a former Town Manager and appreciate the complexities involved in public projects from the municipalities' point of view. Each project is unique, and finding a solution is rewarding in that many infrastructure projects we work on are life-changing for residents and businesses. In our area of practice, we have opportunities ranging from providing clean drinking water for more people or the disposal of solid waste in an environmentally friendly manner that will enhance the quality of life for everyone."

West is often invited to speak to government and industry groups such as the Design-Build Institute of America. Recent projects in which he is involved include solid waste-to-energy conversion systems in Taunton, Mass., and in Los Angeles County, Calif.

Many projects in which West is involved are public-private partnerships, which can be especially complex from a legal and financial perspective. Like West, a former public official in Vermont and Massachusetts, several of his partners have public-sector backgrounds, including service as town solicitors, human resource managers and assistant attorney general.

"The role we play for our clients in this unique area of practice requires a comprehensive understanding of the legal, financial and political issues that may impact a municipal infrastructure project. PLDW provides for a greater degree of flexibility regarding hourly rates and rate structure to our clients, which provides a competitive advantage in the marketplace," states West.

PANNONE  
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