



[Sutton Place Strategies](#) is an information services firm that provides buyers and advisors in the North American M&A market with a unique perspective on M&A transactions, as well as competitive landscapes through its Deal Origination Analytics™ Reports. The reports are customized to enhance business development and marketing initiatives. Below are a few of the unique capabilities accessible via the Reports:

- ⇒ Filter deals for target criteria, including: investors, professionals, sectors (industries), regions, transaction size, etc. cross-referenced against your cumulative deal log.
- ⇒ Provide comprehensive details on participants to help identify new and strengthen existing relationships based on target markets.
- ⇒ Eliminate the gap between internal and external data for more effective deal sourcing.
- ⇒ Better understand the market, drive new business, and close more deals.

For more information, contact [Sutton Place Strategies](#).

### About Sutton Place Strategies, LLC

Founded in 2009, Sutton Place Strategies is dedicated to helping advisors maximize their business development effectiveness. The firm's core service, Deal Origination Analytics™, is the convergence of actionable data with proprietary technology that is designed to quantify the addressable universe of a target market, serve as a road map to improve deal sourcing, and measure progress on a continual basis.

### 2014 Legal Advisors\*

Firm	# of Deals	% of Total	Cumulative % of Total	Firm	# of Deals	% of Total	Cumulative % of Total
Kirkland & Ellis LLP	185	4.65%	4.65%	7 Firms Closed 30-39 Deals	244	6.14%	42.64%
Jones Day	118	2.97%	7.62%	27 Firms Closed 20-29 Deals	662	16.65%	59.30%
Latham & Watkins	111	2.79%	10.42%	43 Firms Closed 10-19 Deals	570	14.34%	73.64%
Weil, Gotshal & Manges	85	2.14%	12.55%	83 Firms Closed 4-9 Deals	481	12.10%	85.74%
Skadden, Arps, Slate, Meagher & Flom	78	1.96%	14.52%	412 Firms Closed 1-3 Deals	567	14.26%	100.00%
Ropes & Gray	71	1.79%	16.30%	<b>Totals</b>	<b>3,975</b>	<b>100.00%</b>	
Simpson Thacher & Bartlett LLP	69	1.74%	18.04%				
Vinson & Elkins	62	1.56%	19.60%				
Goodwin Procter	60	1.51%	21.11%				
Fenwick & West	58	1.46%	22.57%				
Shearman & Sterling	57	1.43%	24.00%				
Cooley	56	1.41%	25.41%				
Paul, Weiss, Rikind, Wharton & Garrison	54	1.36%	26.77%				
Stikeman Elliott	49	1.23%	28.00%				
Morgan, Lewis & Bockius	45	1.13%	29.13%				
Winston & Strawn	44	1.11%	30.24%				
Choate Hall & Stewart	43	1.08%	31.32%				
Sidley Austin	43	1.08%	32.40%				
DLA Piper	42	1.06%	33.46%				
Davis Polk & Wardwell	41	1.03%	34.49%				
Gowling Lafleur Henderson	40	1.01%	35.50%				
Willkie Farr & Gallagher	40	1.01%	36.50%				

Almost 70%<sup>1</sup> of legal advisors active in 2014 closed 3 deals or less

\* Includes completed private equity and M&A transactions with the target located in the U.S. and Canada with an estimated enterprise value of \$10 MM and greater, with a sell-side or buy-side legal advisor identified.  
1. Firms closing 3 deals or less (412) / total active firms (594) = 69.4%