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Fredrikson & Byron's partnership with clients helps meet their business and legal needs

The marketplace has become more complicated for businesses to navigate, but the resources available to them are much more widespread and creative, according to Pat Kelly, shareholder at Fredrikson & Byron law firm. Law firms that offer a full package of services, along with the business depth and experience, can make a difference in how business clients are served, and provide a significant contribution to their growth.

Fredrikson & Byron tags itself as a firm "where law and business meet." Its 170+ lawyers provide legal and business advisory counsel in over 30 subject matters under the areas of Business and Finance, Dispute Resolution & Litigation, Intellectual

expand into the global market.

Kelly says the practice of law has had to evolve in order to address the issues that business owners are facing in the new economy.

"The ability of a lawyer to anticipate the needs of a client and make connections for a client, have become essential for their success," says Kelly. "Our firm tends to be very entrepreneurial in that we act more like partners with our clients; we get more involved in trying to find creative ways to give them affordable services."

For business owners, several things have changed in the last decade that are impacting how they operate. For one, investment dollars are not as readily

step in the process as businesses progress from owner financing, to angel investment, to venture capital, mergers, acquisi-



Pat Kelly

tions, strategic partnerships and perhaps public offerings. Clients who have great ideas and the ability to develop them, but do

cal way, and that's something we're very good at," says Kelly. "We can take a client through all stages of their business growth, and we have the team of experts in place to work with them to make sure that all aspects of their business are covered," says Kelly.

Another area that has changed is the stage at which clients are going international. Kelly says years ago, the resources and knowledge were harder to acquire, which kept the global marketplace out of reach. Today, he notes, even small technology companies are looking for financing, partnerships, and new markets on a global scale.

Fredrikson & Byron has offices in London and Monterrey, Mexico and has lawyers from various parts of the world, who speak, read and write 13 different languages. The firm is the only Minnesota law firm that belongs to the World Services Group, an international association of professionals, which Fredrikson & Byron can access to assist its clients and create new business opportunities.

In recent years, Fredrikson & Byron set up ancillary services to offer healthcare and human resources consulting in-house. These subsidiaries add value to the legal and business consulting services offered by the firm, providing clients a wider range of services from lawyers and consultants who work together to help clients reach their goals.

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Property and Personal Legal Services. It serves publicly-held and privately-held businesses ranging from entrepreneurs to multinational companies, and is widely known for its work in the healthcare, bio-science and biotech industries. The firm has an excellent reputation for helping fast-growing small and mid sized companies, and has an international team of lawyers and business resources to help its clients

available, so businesses have to be able to differentiate themselves from others in order to attract those dollars.

With emerging businesses, this is even more important, Kelly says. Outside financing is a vital

not have the resources, may end up being "stillborn."

"These clients want to have an attorney who can assess what they need, provide input on budgeting, and help them structure the legal services in a hierarchi-

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