

Industrial-Strength Counsel

Buchanan Ingersoll & Rooney provides legal expertise and government relations insight to the world's most successful businesses.



Founded in 1850, Buchanan Ingersoll & Rooney has deep connections to critical industries across the nation, as well as the government agencies that oversee them. The firm is particularly focused on the Energy, Finance, Health care and Life Sciences sectors. With 15 locations spanning both coasts, the firm boasts more than 450 attorneys and government relations professionals who specialize in dozens of services.

"Almost all of our clients are regulated in some way," says Kathryn Kronquist, shareholder and cohead of Buchanan's Washington, D.C., office, which is known for its government relations work and full-service legal work. "We represent clients in both national and international businesses who often have complex legal needs extending beyond their industries, and advise them on a range of subjects, from traditional legal matters to policy issues."

"Many of our clients come to us seeking insight into the inner workings of Capitol Hill and the White House," adds Michael Strazzella, federal government relations practice group leader and cohead of the

firm's D.C. office. "They need to know what regulators and lawmakers are looking at so they can strategically plan for their business."

Linking Business With Government

While Buchanan's government relations team often helps clients who are deeply concerned over proposed regulatory changes in their industries, Strazzella notes that the majority are more focused on maintaining open lines of communication with government officials. An important part of this process is helping clients craft messages that will resonate, something the firm accomplishes through a highly collaborative team of industry experts and top legal minds.

"When clients hire our government relations team, they're also hiring one of the most collaborative law firms in the country," says Strazzella. "Our clients in the life sciences industry, for example, have access to an entire team of FDA specialists for legal guidance, political insight, and a historical perspective. If I don't have the answer to a client's question, I'm never more than a phone call away from an experienced colleague who can help."

Buchanan's D.C. office has grown considerably in recent years, as an increasing number of businesses are integrating government relations work with industry-specific legal and regulatory needs. Priding themselves on being



Michael Strazzella, *Federal Government Relations Practice Group Leader, Cohead of Buchanan's Washington, D.C., office.*

truly invested in clients' success and taking ownership of the initiatives they oversee, the team provides proactive advice, unique insights, and holistic solutions, resulting in a client base gained largely through referrals.

"We immerse ourselves in our clients' businesses and industries, gaining a firsthand knowledge of their needs and goals," says Kronquist. "This allows us to identify the right people for the job, from financial experts to labor law specialists. If we need to bring in someone from our Florida, Pennsylvania, New York, New Jersey, North Carolina, or California offices, we can do that. The goal is always to serve each client to the best of our capabilities. When we start work with a client, we want to keep working with them for a very long time. And we often do."



Kathryn "Kate" Kronquist, *Shareholder, Cohead of Buchanan's Washington, D.C., office.*

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