



# FirstStateChapter 2017

DELAWARE

A Chapter of the Association of Legal Administrators

## BUSINESS PARTNER PARTICIPATION OPTIONS

The First State Chapter of Association of Legal Administrators (ALA) would like to offer you an opportunity to promote your company in the Delaware legal community. The First State Chapter has earned the Platinum Level of the Presidents' Award of Excellence for their efforts in effective chapter management by the National Association of Legal Administrators. Our members work for law firms, corporate law departments and law-related government agencies. They are key decision makers for purchasing products and services for those organizations. These leaders recognize the support that sponsoring business partners provide in helping to ensure the First State Chapter ALA meets its goals. The Chapter's mission is to:

- Improve the quality of management in the legal service organizations;
- Promote and enhance the competence and professionalism of its members;
- Represent professional legal management to the legal community and to the community at large; and
- Strengthen administrators' and law firms' relationships with vendors.

As a Business Partner Sponsor, you will have multiple opportunities to meet and build relationships with Chapter members. Your sponsorship allows you to attend networking events and most sponsorship levels provide an opportunity for you to attend our monthly educational Chapter sessions. Your sponsorship also enables us to deliver high level educational sessions to our members to keep them abreast of what's trending/evolving in the legal industry. In addition, your company's participation helps the First State Chapter give back to our community by supporting and assisting with the ALA's numerous community service projects throughout the year. We encourage our business partners to work alongside our members in our community service initiatives. We hope that after you review the enclosed information you will see the benefits your sponsorship provides to your company, the First State Chapter members and the local community.

Your support is greatly appreciated. Please complete and return the Business Partner Sponsorship Registration Form by January 31, 2017 to Denise Frawley, Saul Ewing LLP, 1201 N. Market St, Suite 2300, P.O. Box 1266, Wilmington, DE 19899-1266.

If you have any questions, please contact Denise Frawley at 302-421-6854 ([dfrawley@saul.com](mailto:dfrawley@saul.com)).

We thank you and remain extremely grateful for your past, present and future support of The First State Chapter ALA.

Sincerely,

*Denise Frawley*

Chair, Business Partner Committee, First State Chapter ALA



# FirstStateChapter

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## Board Members 2016-2017

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**Julie Dubreuil**

*DLA Piper LLP (USA)*

### Past President

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*Morris James LLP*

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*Richards, Layton & Finger, P.A.*

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**Angie Poulin**

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*Bifferato Gentilotti LLC*

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*DLA Piper LLP (USA)*

**Denise M. Frawley**

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*Morris James LLP*

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*Morris James LLP*

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*Potter Anderson & Corroon LLP*

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*Morris Nichols Arsht & Tunnell LLP*

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**Angie Poulin**

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**Wayne Stanford**

*Richards, Layton & Finger, P.A.*



## BUSINESS PARTNER SPONSORSHIP PACKAGES

CAESAR RODNEY SPONSOR	\$4,000	BLUE HEN SPONSOR	\$2,000
BRANDYWINE SPONSOR	\$3,000	CHRISTIANA SPONSOR	\$1,000

### CAESAR RODNEY SPONSOR - \$4,000

Number of Sponsorships Available: Two

*As a Caesar Rodney Sponsor, your organization will receive the following benefits:*

- **Business Partner Committee Meetings**
  - A company representative will have the opportunity to attend two quarterly meetings.
- **Business Partner Orientation – held in March each year**
  - Two company representatives will have the opportunity to attend our annual business partner orientation event. This event is also a social for all business partners with the Business Partner Committee, Executive Board and Chapter members.
- **Vendor Focused Event – held in June each year**
  - A company representative will have the opportunity to attend our annual vendor focused event.
- **Summer Social Event – held in July each year**
  - Two company representatives may attend the Summer Social to meet with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices.
- **Past Presidents Committee Social – held in August each year**
  - Two company representatives will have the opportunity to attend our annual past presidents' social. This event is a social to meet with Chapter members in an informal setting.
- **Chapter/Business Partner Networking Event – held in October every year**
  - Two company representatives will have the opportunity to attend our annual Networking Event with board and committee members during which there will be an interactive discussion on how the Chapter can enhance the experiences of our business partners.
- **Holiday Social Event – held in December each year**
  - Two company representatives may attend the Holiday Social to meet with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices;
  - Opportunity to provide a raffle item and “Donated By” acknowledgment.
- **Attend a Chapter Meeting**
  - Two company representatives will have the opportunity to attend up to four Chapter monthly educational meetings during the year;
  - Your company will be recognized for your contribution on meeting notices;
  - You may distribute literature or brochures to the membership.
- **Chapter Website**
  - Your company's name will be listed as a “Caesar Rodney” sponsor in the Business Partners' section of the Chapter's website;
  - Opportunity to have company logo, hotlink to your company's website, and a small promotional paragraph on the first page of the Chapter's website;
  - Opportunity to have company logo, hotlink to your company's website, and a small promotional paragraph on the first page of the Chapter's website;
  - Opportunity to provide a full menu of your company's services on an individual profile page in the Business Partners' section of the Chapter's website; page in the Business Partners' section of the Chapter's website;
  - Listing in the general directory of the Business Partners' section of the Chapter's website;
  - One full page picture and “personal profile” article of your company's local representative on the Chapter's website;
  - Login access to the Chapter membership directory.
- **Chapter Newsletter**
  - Your company name and logo listed in our quarterly newsletter as a “Caesar Rodney” sponsor;

# SPONSORSHIPS

- Free full-page advertisement in one quarterly newsletter;
- Opportunity to submit educational articles to the Blue Hen News.
- **Opportunity for one representative to attend lunch with Chapter President and President-Elect**
- **Free lunch with a Chapter member from two firms (your choice)**

## BRANDYWINE SPONSOR - \$3,000

Number of Sponsorships Available: Eight

*As a Brandywine Sponsor, your organization will receive the following benefits:*

- **Business Partner Orientation – held in March each year**
  - One company representative will have the opportunity to attend our annual business partner orientation event. This event is also a social for all business partners with the Business Partner Committee, Executive Board and Chapter members.
- **Vendor Focused Event – held in June each year**
  - A company representative will have the opportunity to attend our annual vendor focused event.
- **Past Presidents Committee Social – held in August each year**
  - One company representative will have the opportunity to attend our annual past presidents' social. This event is a social to meet with Chapter members in an informal setting.
- **Chapter/Business Partner Networking Event – held in October every year**
  - Two company representatives will have the opportunity to attend our annual Networking Event with board and committee members during which there will be an interactive discussion on how the Chapter can enhance the experiences of our business partners.
- **Holiday Social Event – held in December each year**
  - Two company representatives may attend the Holiday Social to meet with Chapter members in an informal setting;
  - Your company will be recognized and logo displayed as a major contributor of this event on any informational notices;
  - Opportunity to provide a raffle item and "Donated By" acknowledgment.
- **Attend a Chapter Meeting**
  - Two company representatives will have the opportunity to attend up to three Chapter monthly educational meetings during the year;
  - Your company will be recognized for your contribution on meeting notices;
  - You may distribute literature or brochures to the membership.
- **Chapter Website**
  - Your company's name will be listed as a "Brandywine" sponsor in the Business Partners' section of the Chapter's website;
  - Opportunity to have company logo, hotlink to your company's website, and a small promotional paragraph on the first page of the Chapter's website;
  - Opportunity to provide a full menu of your company's services on an individual profile page in the Business Partners' section of the Chapter's website;
  - Login access to the Chapter membership directory.
- **Chapter Newsletter**
  - Your company name and logo listed in our quarterly newsletter as a "Brandywine" sponsor;
  - Free half-page advertisement in one quarterly newsletter;
  - Opportunity to submit educational articles to the Blue Hen News.
- **Free lunch with a Chapter member from one firm (your choice)**

## BLUE HEN SPONSOR - \$2,000

Number of Sponsorships Available: Unlimited

*As a Blue Hen Sponsor, your organization will receive the following benefits:*

- **Business Partner Orientation – held in March each year**
  - One company representative will have the opportunity to attend our annual business partner orientation event. This event is also a social for all business partners with the Business Partner Committee, Executive Board and Chapter members.
- **Vendor Focused Event – held in June each year**
  - A company representative will have the opportunity to attend our annual vendor focused event.

# SPONSORSHIPS

- **Past Presidents Committee Social – held in August each year**
  - One company representative will have the opportunity to attend our annual past presidents' social. This event is a social to meet with Chapter members in an informal setting.
- **Chapter/Business Partner Networking Event – held in October every year**
  - One company representative will have the opportunity to attend our annual Networking Event with board and committee members during which there will be an interactive discussion on how the Chapter can enhance the experiences of our business partners.
- **Holiday Social Event – held in December each year**
  - Two company representatives may attend the Holiday Social to meet with Chapter members in an informal setting;
  - Opportunity to provide a raffle item and “Donated By” acknowledgment.
- **Attend a Chapter Meeting**
  - A company representative will have the opportunity to attend up to two Chapter monthly educational meetings during the year;
  - Your company will be recognized at one meeting and given ten (10) minutes to provide an educational discussion to the Chapter members;
  - You may distribute literature or brochures to the membership.
- **Chapter Website**
  - Your company's name will be listed as a “Blue Hen” sponsor in the Business Partners' section of the Chapter's website;
  - Company icon, hotlink to your company's website, and an opportunity to provide a full menu of your company's services on an individual profile page in the Business Partners' section of the Chapter's website.
- **Chapter Newsletter**
  - Your company name will be listed in our quarterly newsletter as a “Blue Hen” sponsor;
  - Free quarter-page advertisement in one quarterly newsletter;
- **Opportunity to submit educational articles to the Blue Hen News.**

## CHRISTIANA SPONSOR - \$1,000

Number of Sponsorships Available: Unlimited

*As a Christiana Sponsor, your organization will receive the following benefits:*

- **Business Partner Orientation – held in March each year**
  - One company representative will have the opportunity to attend our annual business partner orientation event. This event is also a social for all business partners with the Business Partner Committee, Executive Board and Chapter members.
- **Vendor Focused Event – held in June each year**
  - A company representative will have the opportunity to attend our annual vendor focused event.
- **Past Presidents Committee Social – held in August each year**
  - One company representative will have the opportunity to attend our annual past presidents' social. This event is a social to meet with Chapter members in an informal setting.
- **Holiday Social Event – held in December each year**
  - One company representative may attend the Holiday Social to meet with Chapter members in an informal setting;
  - Opportunity to provide a raffle item and “Donated By” acknowledgment.
- **Chapter Website**
  - Your company's name will be listed as a “Christiana” sponsor in the Business Partners' section of the Chapter's website;
  - Company icon, hotlink to your company's website, and an opportunity to provide a full menu of your company's services on an individual profile page in the Business Partners' section of the Chapter's website
- **Chapter Newsletter**
  - Your company name and logo will be listed as a “Christiana” sponsor;
  - Your company will have the option to advertise in our quarterly newsletter;
  - Opportunity to submit educational articles to the Blue Hen News.

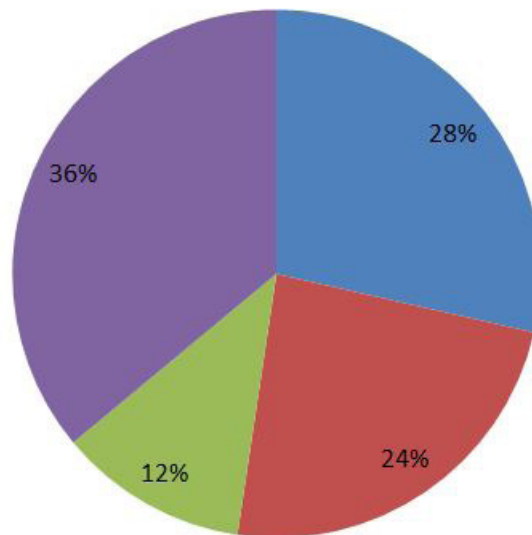
# FIRST STATE CHAPTER - DELAWARE

## MEMBER FIRM SIZE

Our members work for law firms, corporate law departments and law related government agencies. They are key decision makers for purchasing products and services for those organizations. These leaders recognize the support that sponsoring business partners provide in helping to ensure the First State Chapter ALA meets its goals.

### (37 Firms Total) Member Firm's Size

■ 1-14 Attorneys ■ 15-29 Attorneys ■ 30-74 Attorneys ■ 75+ Attorneys



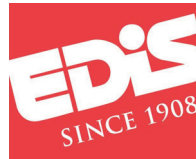


# FIRST STATE CHAPTER BUSINESS PARTNERS

Caesar Rodney  
Level



Brandywine  
Level



IT Built To Scale



Blue Hen  
Level



Christiana  
Level



THOMSON REUTERS



DIAMOND STATE  
FINANCIAL GROUP



PELICAN





# FirstStateChapter<sup>DELAWARE</sup>

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## 2017 Business Partner Sponsorship Registration Form

Contact Name: \_\_\_\_\_

Company Name: \_\_\_\_\_

Industry: \_\_\_\_\_

Address: \_\_\_\_\_

Phone No.: \_\_\_\_\_ FAX No: \_\_\_\_\_

E-Mail Address: \_\_\_\_\_ Website: \_\_\_\_\_

### PLEASE SELECT PARTICIPATION LEVEL Circle your 1st, 2nd, 3rd and 4th Choices

Choice	1	2	3	4	\$4,000	Caesar Rodney Level
Choice	1	2	3	4	\$3,000	Brandywine Level
Choice	1	2	3	4	\$2,000	Blue Hen Level
Choice	1	2	3	4	\$1,000	Christiana Level

There is a limit to the top two sponsorship levels. Please indicate your 1st, 2nd, 3rd and 4th choice for sponsorship. **Do not send any money now;** you will be contacted as to the level awarded and we will include a "Due Upon Receipt" invoice.

The First State Chapter appreciates your support and pledges to provide the benefits listed in our sponsorship benefit package. We trust that your sponsorship will benefit both your company and our chapter members, and we welcome suggestions to improve the value of your contribution.

*Please return this registration form to:*

**Denise Frawley**  
Saul Ewing LLP  
222 Delaware Ave., Suite 1200  
P.O. Box 1266  
Wilmington, DE 19899

Please be advised that your company logo will be used in promotional items provided by the ALA.

or email registration form to: [dfrawley@saul.com](mailto:dfrawley@saul.com)

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(please initial)