

3 Tips For Going Global Without A Hitch

Firm News

May 2, 2016

Law360, New York (May 23, 2016, 3:42 PM ET) -- For law firms hoping to expand their horizons and open up an international office, experts warn that a slew of stumbling blocks along the way could mean they fail to find a foothold and end up losing money. Many firms bleed profits overseas, according to Kent Zimmermann, a legal industry consultant at Zeughauser Group, a phenomenon that he says is often due to poor planning, a failure to consider actual client needs in the country, and an inability to find a toehold in the new, overseas market.

by **Aebra Coe**

To continue reading this story, click the link below.

Related People

Robert V. Gunderson, Jr.

CHAIRMAN EMERITUS

P +1 650 321 2400

Attachments

3 Tips For Going Global Without A Hitch

Featured Insights

CLIENT NEWS

Anduril Announces Acquisition of Klas to Advance Tactical Edge Computing and Communications

FIRM NEWS

Gunderson Dettmer Commemorates 2025 Asian American and Pacific Islander Heritage (AAPI) Month

CLIENT NEWS

Prosus Leads US\$7.25M Financing of Zapia

CLIENT NEWS

Brazilian Carbon Capture Company Mombak Announces \$30M Financing

CLIENT NEWS

Latin American Fintech Clara Announces \$80 Million Financing

CLIENT NEWS

Africa B2B OmniRetail Announces \$20M Financing

CLIENT NEWS

Glacier Announces Series A Financing to Expand Robot Recycling Fleet

CLIENT NEWS

Dataminr Announces \$100M Investment Led by Fortress Investment Group

CLIENT NEWS

Omnidian Announces \$87M Series C for Renewable Energy Performance

INSIGHTS

Splitting the Pie: How Savvy Founders Divide Ownership and Navigate Other Founder Equity Decisions

CLIENT NEWS

Chainguard Announces \$356 Million Series D Led by Kleiner Perkins and

INSIGHTS

Client Insight: California AI Transparency Act