

Wickfire hired a Susman Godfrey legal team led by Lexie White in October 2016, just a few months before trial in a three-year litigation. Lexie came onboard as lead counsel and tried our case in federal court in January 2017. The lawsuit was a “bet the company” case, in that the opposition’s \$22 million counterclaims would have bankrupted us. It was also personal, as our company’s two founders had been named as individual defendants by the other side.

Over the span of this litigation, Wickfire had worked with six different law firms and over a dozen lawyers. Looking back, we only wish that we had met Lexie and her team sooner.

By far the best lawyer we worked with, Lexie amazed us with her streamlined and efficient case management, saving us huge amounts of time and money as we ramped up toward trial.

In planning, Lexie knew what information to ask for and what decisions were best made by her and her team. Lexie got to know the ins and outs of a very specialized industry in under a week, and she boiled down complex, technical issues into universal concepts that jurors could understand and apply.

At trial, Lexie was incredibly persuasive and well-spoken. She handled the three hardest tasks herself – opening, closing, and cross-examination of the CEO of the other side’s company. She executed each of those difficult pieces flawlessly. Although we know how hard Lexie worked, she made it look effortless.

Lexie’s diligence and talent won us a huge victory at trial. The jury returned a unanimous verdict in our favor on all claims, assigned personal responsibility to the CEO of our competitor, and found that all four opposing parties had acted with actual malice. The jury also rejected the entire \$22 million counterclaim that was asserted against us.

I sincerely hope our business will never be such in a lawsuit again. But if we ever are, there is nobody I would ever trust it with but Lexie White and her team at Susman Godfrey.

Sincerely,

Chet Hall
CEO and Founder
Wickfire, LLC