

## Legal Outsourcing – Patents

Alexa Hyland

Attorney Chris Quinn has made three trips to Los Angeles in as many months to drum up business for his Novi, Mich., law firm.

Quinn's firm, **Quinn Law Group, PLLC**, specializes in filing, prosecuting and litigating patents for companies.

The down economy has prompted Quinn to solicit business in Los Angeles, with the message that companies can get legal work done cheaper by contracting with Michigan attorneys.

"The auto industry has wrecked the Michigan economy, and there are a lot of unemployed professionals here," Quinn said. "We have been able to leverage that and get a lot of work in California because we can do the same quality of work at a significantly lower rate."

Quinn has expertise in many technology sectors, offering companies rates of \$200 to \$300 per hour. That's significantly cheaper

than the fees L.A. attorneys charge, which range from \$250 to \$1,000 per hour.

Quinn has already teamed up with Westwood law firm **Liner Grode Stein Yankelevitz Sunshine Regenstreif & Taylor LLP** to get business from local clients.

Liner Grode is an 80-attorney firm and such firms generally don't file patents; it's a specialty they leave for smaller operators. Now, instead of referring clients to local attorneys, Liner Grode is outsourcing the work to Quinn's firm.

"As much as I like and respect our local brethren here in California, right now clients are demanding every savings they can find with regards to legal services," said Stuart Liner, managing partner of Liner Grode. "Michigan has become our version of India."



Chris Quinn