

# Goldberg Segalla

## Insurance Law Firm of the Year

USA



## Daniel W. Gerber Insurance and Reinsurance Lawyer of the Year

USA



### Firm Profile

Goldberg Segalla's Global Insurance Services Practice Group exists to serve insurers, reinsurers, and all others operating in the insurance arena. This transatlantic team of more than 50 lawyers spans the firm's 12 offices in New York, Illinois, New Jersey, Pennsylvania, Connecticut, and the United Kingdom. It is designed to handle any challenge facing clients in the insurance and reinsurance space.

This internationally recognized team is known for being innovative in structuring complex deals, including loss portfolio transfers and insurance mergers and acquisitions; devising new wordings; finding effective means of resolving disputes; and guiding clients through intricate regulatory issues.

#### A different approach

Goldberg Segalla set out to challenge the prevailing model of providing legal services. The firm's Global Insurance Services Practice Group reflects that vision and commitment. It realizes that the insurance industry, in particular, faces unparalleled challenges. The team's approach is driven by the belief that a law firm should deeply understand those challenges — the internal and external pressures affecting all its clients — and it should be a solution to those problems, not another source of stress. Its focus has always been on teamwork and building long-term relationships, rather than on meeting arbitrary annual billing targets.

For example, the firm understands that clients seek cost certainty and need their law firms to work with them to achieve it. Insurers and reinsurers appreciate that Goldberg Segalla respects that need and actually rewards its lawyers for managing their margins, managing their efficiencies, and passing those efficiencies along in costs.

In just 13 years, the firm has grown organically from seven lawyers to nearly 200. This remarkable growth demonstrates that the firm's unique approach is something clients in the insurance and other markets have been longing for.

#### International reach and recognition

Reflecting the firm's preeminence on both sides of the Atlantic, it includes the winners of *Lawyer Monthly's* Insurance and Reinsurance Lawyer of the Year awards in both the United States and the United Kingdom: Daniel W. Gerber and Clive O'Connell.

Thomas F. Segalla, one of the firm's founding partners, is the editor of the seminal U.S. treatise *Couch on Insurance* 3d and was the founding President of the American College of Coverage and Extracontractual Counsel. The team boasts twelve authors for *Appleman on Insurance*, the editors-in-chief of West's forthcoming reinsurance treatise, and leaders in virtually all the top legal and insurance organizations.

Adding to the firm's unique international capabilities is partner James J. Wrynn, the immediate-past New York Superintendent of

Insurance, who leads its insurance regulatory practice. The respect he has gained in the international regulatory community enables Goldberg Segalla to handle particularly thorny, high-exposure issues before regulatory authorities throughout the United States and across the globe.

Goldberg Segalla's London office acts as a bridge to and from the London Market for clients all over the globe. Led by Mr. O'Connell, one of the best-known and longest-serving reinsurance lawyers serving the international London Market, the team consists of several dual-qualified lawyers whose unique practices close international jurisdictional gaps and open a wider array of opportunity for clients. It includes a rare New York/U.K.-qualified lawyer in London, along with lawyers qualified in English, French, Greek, Cypriot, and Italian law.

The industry is clearly recognizing Goldberg Segalla. Other recent accolades include being named Law Firm of the Year by *Reactions*, one of the most prominent publications serving the global insurance and reinsurance sector, at its 2014 London Market Awards.

### Notable Legal Work

Goldberg Segalla's Global Insurance Services Practice Group handles cutting-edge legal and regulatory work that profoundly impacts the market internationally. Recent examples include:

- Goldberg Segalla acts as the coordinating coverage and bad faith counsel for several international insurers.
- The firm is national Superstorm Sandy counsel for several international insurers.
- A New York/London team of Colleen M. Murphy, James J. Wrynn, and Clive O'Connell partnered

with industry and governmental entities to aid in the passage of Vermont's groundbreaking Legacy Insurance Management Act.

- Mr. O'Connell has acted for various London Market entities in relation to complex, multimillion dollar insurance-linked security (ILS) transactions in Europe and the United States.
- Eleni Iacovides, a London-based partner, has worked closely with the Greek insurance marketplace to allow inward investment into the country's insurance markets.

Daniel W. Gerber  
Partner and Co-Chair,  
Global Insurance Services  
dgerber@goldbergsegalla.com

Richard J. Cohen  
Managing Partner and Co-Chair,  
Global Insurance Services  
rcohen@goldbergsegalla.com

Goldberg Segalla  
600 Lexington Avenue  
Suite 900  
New York, NY 10022

Phone: +1.646.292.8700 | Web: www.goldbergsegalla.com | Blog: www.insurereport.com | Twitter: @insurereport

### About Daniel W. Gerber

Daniel W. Gerber is Co-Chair of Goldberg Segalla's Global Insurance Services Practice Group and Co-Chair of its Cyber Risk and Social Media Practice Group. He maintains an international practice in complex insurance coverage and reinsurance matters, and he has previously acted as a mediator, arbitrator, and umpire of insurance and reinsurance disputes. In addition, he advises insurance and reinsurance companies on the effective use of social media platforms and mitigating the risks associated with these strategies.

Dan is Chair of the Life, Health, and Disability Committee of the 22,000-member Defense Research Institute (DRI), the largest organization of defense

attorneys in the U.S., and a past Chair of DRI's Insurance Roundtable. He is the immediate-past Chair of the Insurance and Reinsurance Committee of the International Association of Defense Counsel and the past Chair of the 3,500-member Torts, Insurance, and Compensation Law Section of the New York State Bar Association. He is an ARIAS U.S.-certified arbitrator and is designated on the Res Loquitor "Select List" of Life, Health, and Disability Insurance attorneys. Dan serves on the Insurance Law Committee of the USLAW Network and received its O'Hagan Award in 2012 for his dedication to the 100-firm organization. He is listed in the *Who's Who Legal* as the top Insurance and Reinsurance lawyer in the United States.

Widely recognized as an authority on complex insurance coverage and social media issues, Dan has written and presented for international audiences on a wide range of topics in these areas. He serves on the Advisory Board for the LexisNexis Insurance Law Center, is the author of numerous *Appleman on Insurance* chapters, and regularly writes or provides commentary to all leading insurance industry publications.

He is the Co-Editor of Goldberg Segalla's *Insurance and Reinsurance Report* blog (www.insurereport.com), which was ranked as a Top 50 Insurance Blog by LexisNexis, and tweets daily on reinsurance and insurance industry issues at @insurereport to more than 2,000 followers.

Daniel W. Gerber - Partner and Co-Chair, Global Insurance Services  
Goldberg Segalla, 600 Lexington Avenue, Suite 900, New York, NY 10022  
Tel: +1.646.292.8700 | Email: dgerber@goldbergsegalla.com



## Clive O'Connell Insurance and Reinsurance Lawyer of the Year

United Kingdom



### About Clive O'Connell

Clive O'Connell is recognized as one of the world's leading insurance and reinsurance legal professionals. Described by *Insurance Day* as "one of the best-known and longest-serving reinsurance lawyers in the London Market," he has focused his practice on reinsurance law since qualifying as a solicitor in 1982. He opened Goldberg Segalla's London office in 2012 and works with a growing team there that continues to expand the firm's offerings to clients in Europe and across the globe.

Clive has represented clients in some of the largest reinsurance disputes and transactions in recent years, including disputes involving sums in excess of \$100 million and multijurisdictional issues. He has acted

for clients in disputes in a variety of forums including the Commercial Court and arbitration in England, the federal and state courts and arbitration in the United States, the Commercial Court and arbitration in France, and other jurisdictions such as Bermuda, Jamaica, Switzerland, Sweden, and Hong Kong. He has been involved in every aspect of run-off and exit strategies for reinsurers and insurers. His recent work includes acting for various London Market entities in relation to complex, multimillion-dollar insurance-linked security (ILS) transactions in Europe and the United States, and he is widely quoted by top insurance publications as an international authority on these transactions.

Clive is the U.K. representative for the international committee of the 22,000-member Defense Research Institute, the largest U.S. organization of defense attorneys, and he is General Counsel of the International Insurance Society, one of the insurance industry's largest and most prestigious organizations. He is a regular presenter at meetings of the International Association of Claims Professionals. Clive writes regularly for publications including *Insurance Day*, *Reactions*, and *Global Reinsurance*; is a contributor to *Reinsurance Practice and the Law*; and is an author of a chapter for *Alternative Risk Strategies*.

Clive O'Connell - Partner  
Goldberg Segalla Global, 1st Floor, 65 Leadenhall Street, London EC3A 2AD  
Tel: +44.20.3371.5460 | Email: coconnell@goldbergsegalla.com