
Sandpiper Partners LLC

Blaqwell™

For Immediate Release

**Blaqwell, Sandpiper Partners Form Alliance
To Provide Wide Range of Consulting Services**

Blaqwell Inc, independent consultants to the legal industry, based in New York City, and Sandpiper Partners LLP, a Bloomfield, N.J.-based consulting firm concentrating on assignments for companies serving the legal sector and law firms, have formed an alliance to provide solutions for a broad range of client issues.

“Our two firms offer unmatched experience at a senior level on the toughest challenges in law firm management as well as business expertise and development know-how for legal vendors,” said Stephen A. Glasser, chairman of Sandpiper. “We have seasoned professionals from premier institutions in the legal, publishing, educational, investment banking and consulting fields.”

David Barnard, a founding partner of Blaqwell, commented, “By providing services jointly and sharing our professional resources, we offer clients superior strategic, and operational know-how to enhance the profitability of their businesses, expand their practices into new areas, and educate their workforces to be more effective.”

Blaqwell, which also has offices in Washington, D.C and London, has a strong record of helping law firm clients make effective change on issues of strategy, business planning and direction-setting, management, governance, organizational effectiveness, operations and profitability. Blaqwell also advises corporate law departments on enhancing their relationships with their internal clients and outside legal advisers.

Barnard, who was a partner of Linklaters for 20 years, was a co-founder of Linklaters’ international finance practice and managed the North American operations of Linklaters. He is an adjunct professor at Columbia University Law School, where he teaches *The Anatomy of Large Law Firms*, and at SUNY Stony Brook College of Business, where he teaches *Managerial Economics* in the College’s new Executive MBA program for law firm managers.

Other members of the Blaqwell senior team include partner Aileen Leventon, a former partner at PricewaterhouseCoopers LLP, who specializes in assisting corporate law departments. She received an MBA from Columbia University. Miriam Herman, who received her JD from Yale University and is a former Associate Principal at McKinsey & Company, leads the Washington, DC office. Mark Shapiro, a former Director (senior partner) in McKinsey's New York office, holds an MBA degree with honors from Harvard Business School. Graeme Brister, another former Linklaters partner, heads the Blaqwell London operations.

Sandpiper is currently assisting a wide array of clients on strategic, marketing, business development and educational projects. Its principals, Stephen Glasser and Lynn Glasser, are adjunct professors and program consultants for development of the first executive MBA degree program for business executives and partners at law firms, the SUNY Stony Brook University College of Business Executive MBA. The Glassers recruited chairmen, managing partners, executive committee members and executive directors of 23 major law firms to advise on the development of the curriculum, teaching approach, and schedule for this undertaking which commences in April 2006 at Stony Brook's Manhattan campus.

The Glassers are a husband/wife team widely known for their entrepreneurial approaches for legal enterprises. They are the co-founders of Glasser LegalWorks, which they sold in 2004 to West/Thomson; Law & Business, Inc., later known as Prentice Hall Law & Business, which was sold to Simon & Schuster and later to Wolters Kluwer after they headed it for nine years; and "Legal Times of Washington", which was sold to American Lawyer Media.

The Glassers have developed over 1,000 educational events for various law firms and companies; developed and published more than 800 books and newsletters; and planned and carried out more than 250 business development assignments for law firms and companies.

For more information contact: Stephen Glasser, email steveglasser@sandpiperpartners.com, telephone 973.338.3802 or David Barnard, email david.barnard@blaqwell.com, telephone 646.746.8088.