



KNOWLEDGE DRIVEN

**WHEN
NEGOTIATIONS FAIL
WHAT IN-HOUSE
COUNSELS TAKE
INTO ACCOUNT
BEFORE STARTING
AND ARBITRATION
OR LITIGATION**

Rytis Valunas, General Counsel, KN



WHO WE ARE

Among the Baltic States' largest energy resource logistics companies working in the oil and gas sector.





AREAS OF ACTIVITIES



OIL TERMINALS



KLAIPĖDA OIL
TERMINAL



SUBAČIUS OIL
TERMINAL

LNG TERMINALS



KLAIPĖDA LNG
TERMINAL



KLAIPĖDA SMALL-
SCALE LNG
TERMINAL





**DAMN RIGHT
I SHOT FIRST**

THE LAWYER
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Shell slashes litigation spend by 20% in costs drive

By [Tabby Kinder](#) 19 January 2016 00:02

Energy giant Shell has decreased its global spend on litigation by 20 per cent in one year while reducing the number of cases it handles by almost a third since 2012, *The Lawyer* has learned.



LEGAL CASE
=
BUSINESS CASE (?)

GENERAL COUNSEL, IN-HOUSE COUNSEL, TECHNOLOGY

alt.legal: Alex Dimitrief, General Counsel Of GE, Says There's 'No Such Thing As A Small Case'

Can a single lawyer embody the best of traditional legal practice and all the promise of legal innovation? Meet Alex Dimitrief, GC of GE.

By JOE BORSTEIN

Aug 31, 2016 at 4:29 PM

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SHARES



Can a single lawyer embody the best of traditional legal practice while embracing all of the promise of legal innovation? Alex Dimitrief, the general counsel of General Electric, sure does, and he is “seeing great ideas coming from all over the world.”

Recall from [our last column](#) that Dimitrief is a graduate of Yale College (1981) and Harvard Law (1985), a former [White House](#)



Alex Dimitrief

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“The main business of a lawyer is to take the romance, the mystery, the irony, the ambiguity out of everything he touches.”

Antonin Scalia American Supreme Court justice

The
Economist

Espresso





SUMMARY

1. Legal cases are being increasingly treated as business cases
2. Final decision about firing a shot is (should be) in the hands of in-house lawyers; highly affected by the authority and power of CEO which can be sometimes influenced by external lawyers
3. All strategic legal cases are leaded with full understanding and responsibility to say a final word (and hence full responsibility) by KN in-house lawyers
4. Litigation strategy depends on intended results: opportunity costs test
5. Clear agreement on the roles and synergy guarantees best results
6. Litigation is not a “long-term business” to companies and usually causes externalities



THANK YOU FOR YOUR
ATTENTION