

Hogan  
Lovells



# Connect

Hogan Lovells Connect is our global, coordinated program of local law firms worldwide.

## Connected locally. Trusted globally.

Hogan Lovells Connect is founded on trusted relationships and a shared commitment to excellence. It brings together our global networks through a consistent approach centered on quality, service, and collaboration, enabling us to deliver outstanding results for clients worldwide.

By harnessing the power of these connections, Hogan Lovells Connect helps clients navigate complexity and seize opportunity. We provide tailored legal solutions that meet the demands of a rapidly changing world and support our clients in achieving their ambitions.

## Partnership in action.



A global, coordinated network of “best friend” law firms that empower connections and shape tailored legal solutions



A deeper bench of on-the-ground insight built on shared values around loyalty, quality, and service



Enhanced collaboration with local firms on client matters



Clarity, quality, and consistency in cross-border legal support

## Meet the team



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Scan the QR code to learn more.



# Connect in Africa – Go Far Together (GFT)

We have a strong understanding of, and passion for, Africa, having worked in at least 45 African countries over the past 50 years. Our dedicated Africa Practice brings together more than 150 professionals from across Hogan Lovells global offices, and operates in close collaboration with Connect firms in every African country.

In 2017, we established our GFT program, working with these firms to bring together experienced lawyers, foster a community for sharing referrals, knowledge and expertise, assist with capacity building and develop mutually beneficial relationships. We do this through:

- **Joint pitching and co-counsel initiative:** If a law firm brings us a deal, we ensure they have an equal seat at the table, maximising the amount of work carried out by them.
- **BD opportunities:** We proactively seek to identify and target potential clients together, and work to produce relevant thought leadership. For example, our joint “A Local Perspective” articles are co-authored by associates from HL and local firms, developing networks and skills to improve collaboration.
- **GFT Symposium:** In-person workshop for senior partners, focusing on “The business of law”, and on-going sharing of knowledge and on-the-ground information.
- **Training:** Online training courses and bespoke training sessions, either in person or via webinar, for associates from our Connect firms.
- **Networking:** Attending and organising events across Africa and inviting Connect firms to events in various HL offices.
- **Secondments:** In our London office for lawyers from firms that we work closely with, allowing them to spend time with us to gain a better understanding of the international aspects of deals. When working with a firm on a major transaction, local associates have also sat in our office, while their billings continued to accrue to their home firm.

Alison Diarra is the main contact for our Connect firms. She liaises with them regularly on client matters and requests, so deeply understands their specialisms, skills and responsiveness. Alison is a senior lawyer who lived in Mali for 18 years before joining our Africa team 12 years ago. She works closely with our global team to co-ordinate responses from each country and ensure deliverables meet the set requirements, timeliness and quality.

## Key Africa Practice Contacts



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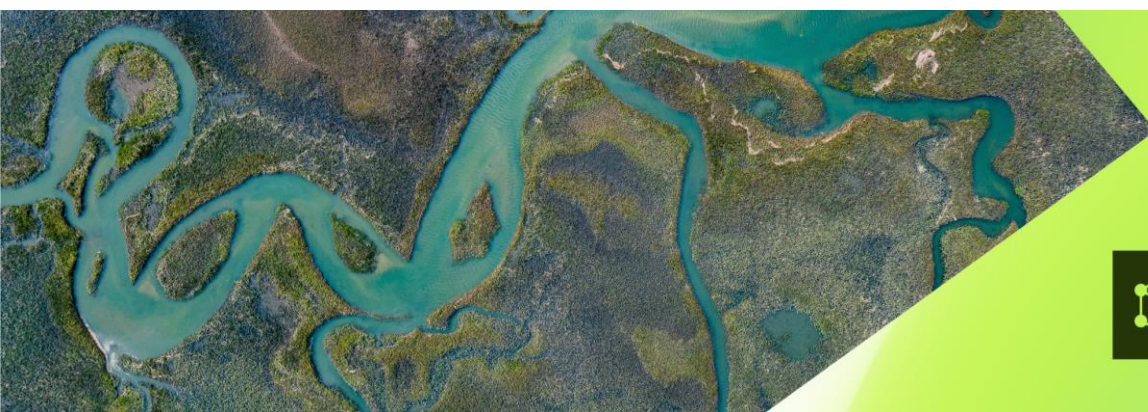
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