

# Bates White Economic Consulting

2016 TOP 50 CONSULTING FIRM



## #30 VAULT CONSULTING 50

### QUALITY OF LIFE

- |                         |                      |
|-------------------------|----------------------|
| #3 Philanthropy         | #21 Firm Leadership  |
| #12 Informal Training   | #23 Selectivity      |
| #17 Compensation        | #24 Business Outlook |
| #17 Travel Requirements |                      |
| #19 Benefits            |                      |
| #20 Exit Opportunities  |                      |

### PRACTICE AREA

- |                         |
|-------------------------|
| #14 Economic Consulting |
|-------------------------|

## FIRM INFO

### CONTACT INFO

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[www.bateswhite.com](http://www.bateswhite.com)

### LOCATIONS

Washington, DC (HQ) • San Diego, CA

### PRACTICE AREAS

Antitrust and Competition • Communications and Media • Energy • Environmental and Product Liability • Finance • Healthcare and Life Sciences • Intellectual Property • International Arbitration • Labor and Employment • Transfer Pricing and Tax

### THE STATS

**Employer Type:** Private Company

**Founder & Chairman:**

Charles E. Bates, PhD

**2015 Employees:** 185

**2014 Employees:** 170

### EMPLOYMENT CONTACT

<http://www.bateswhite.com/careers.html>

## THE SCOOP

### The Sum of Diverse Parts

Bates White is a mid-sized consultancy specializing in advanced economic, financial and econometric analysis. The company's professional staff—among them economists, econometricians, financial analysts and IT specialists—help law firms, corporations and government entities address complex matters that require sophisticated problem solving and deep empirical analysis.

### Data Gurus

Bates White specializes in complex data-intensive cases in the areas of healthcare, mergers, monopolization, collusion, product liability, and financial securities litigation. The firm pays meticulous attention to uncovering relevant data and its experts are skilled at delving into issues using sophisticated analytical techniques. In particular, the firm has developed a number of robust, proprietary databases containing information on such items as employment, epidemiology, insurance claims, product pricing, and financial records from public sources such as Centers for Medicare & Medicaid Services (CMS), the US Census, and the Bureau of Labor Statistics. In addition, the firm has extensive experience analyzing substantial amounts of company-specific information from transactional and financial data as well as business records spanning multiple industries, especially airlines, chemicals, electronics, pharmaceuticals, payment cards, and retail products. Bates White is widely recognized for its ability to collect and analyze vast amounts of data and has an IT infrastructure to quickly and efficiently respond to client requests for analyses.

### Experts at Antitrust and Beyond

Bates White is at the forefront of applying economic theory and empirical methodologies to address issues that arise in the antitrust analysis of class certification, damages, mergers and acquisitions, monopolization, and collusion. The firm's hallmark approach to conducting business is to develop a deep understanding of relevant industry, factual, and legal contexts to support opinions with sound economic theory and rigorous empirical analyses that withstand intense scrutiny. Today, the firm has a team of more than 50 PhD antitrust professionals who advise clients on case development and strategy, assess and analyze the relative strengths of economic arguments, and determine optimal strategies for discovery, motions, trial preparations, and settlement. In addition, Bates White has been a dominant market leader for more than a decade in asbestos litigation and valuation as well as in False Claims Act litigation. More recently, the firm has earned an outstanding reputation for its expertise in mortgage-backed securities. Antitrust remains the largest practice area, but the firm also has recognized experts in environmental product liability, healthcare and life sciences, energy, and finance.

## OUR SURVEY SAYS

**Vault's Verdict:** Bates White might not be a household name, but to those in the know—i.e. those who know the economic and litigation consulting work the firm does—it is extremely highly regarded. As a result, demand for the firm's services has been high in recent years, which in turn has led to a growth in headcount, and some interesting opportunities for consultants.



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As an employer, one of Bates White's greatest strengths also happens to be the very thing that its clients are looking for: the depth of talent and knowledge of senior members of the firm. Given the firm's size, tapping that knowledge and learning from it is often on the individual consultant, rather than arranged as part of a formal training program, but the plus side of that equation is that insiders report an environment where most colleagues are only too happy to share their accumulated wisdom.

## Firm Culture

- “This company is clearly a great place to work, especially to start one's career. The on-the-job training and responsibility opportunities are exceptional and typically result in great career opportunities both inside and outside the firm. For undergraduates, this is a great place to acquire experience prior to graduate school. Though there are no formal placing mechanisms, our consultants usually get accepted at the top programs they apply to.”
- “The Summer Consultant Program (SCP) is a phenomenal way to get to know Bates White. I was a summer consultant and I fell in love with the place. We make most of our hires through the SCP, so if you are at all considering economic consulting, I would highly recommend applying.”
- “The amount of rigor and detail we put into our work far surpasses our competitors. We are known by both law firms and government agencies as the detail-oriented consulting firm that consistently meets and exceeds expectations set out by our clients.”

## Quality of Life

- “Bates White provides employee interest groups that provide funding to help employees with similar interests do what they want (e.g. we have a basketball group that plays every Monday), sponsors employee driven community service initiatives, and routinely has after work events like happy hours and team-building events.”
- “The culture and quality of life is Bates White's strong point, I believe. I think of my coworkers as much as friends as I do as colleagues. This is obviously helped by the fact that it's a young firm and I came in with a group of 15 other recent graduates. I enjoy spending time with them outside the office and Bates White makes fun events, from regular fundraising games to the monthly birthday celebration/trivia, a priority during the work week.”

## Career Development

- “Bates White gives you all the tools you need to succeed within the company—from formal to informal training and continual feedback, you can climb up the ranks at Bates White. The firm always places a heavy emphasis on mentorship as your ‘sponsor’ makes sure that you are getting what you want from your work, and are reaching your goals. Since there is a strong sentiment of continual learning and growth, you never feel stuck in one place.”
- “The informal training and mentoring at Bates White has to be close to the top in the industry. There is never a shortage of

people to ask questions of or willing to give you advice. The formal training program is great, but I've learned so much more from the people I work with every day. There is not much international opportunity unless you are in certain practice areas, but that's only a negative if you are really interested in international affairs and business.”

## Compensation

- “In addition to monetary compensation, Bates White offers numerous other perks - flexible hours, free coffee/beverages, everyone has their own office, standing desks in group working space, 401(k) matching, wellness reimbursement, an on-site gym, great holiday party, maternity/paternity leave, and so on. I can't think of a ‘worst’ aspect.”
- “The best part of the compensation package is the salary and bonus. We receive a high base and bonuses based on both performance and hours worked.”

## Outlook

- “Bates White is in a good position to thrive in terms of upcoming projects and increasing billable work. The firm's profits have grown every year in the recent past and is expected to continue in that trend going forward.”
- “The firm's management is continuously looking for ways to stay on top of the industry on various levels (technology, compensation, emerging practice areas, etc.).”

## Diversity and Social Responsibility

- “Bates White integrates philanthropy into everyday life at the office and has an internal council that focuses on diversity in the workplace. The council offers every employee in the firm an opportunity to share their background and culture with the rest of the firm.”
- “Bates White allows employees to identify and drive community service efforts.”
- “Philanthropy is one of the strongest aspects of the firm. All individuals are encouraged to support their charities. Money is raised through fun events and days where employees pay to wear jeans.”
- “The best aspect of Bates White's diversity practices is Bates White Community Connection, the umbrella term for the multitude of philanthropic events we hold throughout the year. Under this category falls our commitment to Higher Achievement, a mentoring program for middle school kids in urban DC schools which many of our consultants participate in.”