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Lawyer Launches Lean Outfit in Downtown L.A.

LAW: Ex-partner at Milbank Tweed plans selective approach to clients.

By [Alfred Lee](#)

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Gregory Evans got some notice in the legal world earlier this month when he quit his job as a prominent partner in the downtown L.A. office of New York-based Milbank Tweed Hadley & McCloy LLP to start his own practice.

He said he wants his firm, Integer Law Corp., to focus on high-stakes litigation and offer alternative billing.

“I’ve been in management positions in large firms and there’s this tension that doesn’t allow you to internalize your client’s problems and to feel your client’s problems the way they do,” Evans, 49, said. “There’s a drive to create a bigger and bigger book of business and to leverage that to make more money year after year.”

Evans has already opened the doors to his office on the top floor of the Fine Arts Building in downtown Los Angeles. How’s he doing? Evans said he’s kept all the clients that he had at Milbank, and has already been assigned cases by some of them, including Nike, Sherwin-Williams and Steinway Musical Instruments.

Evans, who specializes in environmental cases, is in the process of hiring three associates and one paralegal, but doesn’t plan to get much larger than that.

What’s the difference between Integer and any other small firm?

“We are not trying to just apply the same model at a lower rate,” he said. “We will be selective in the cases that we take.”

Before joining Milbank, Evans was head of the litigation department at the San Francisco office of Orrick Herrington & Sutcliffe LLP and a partner at Seattle-based firm Preston Gates & Ellis.