

# The Law Page

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## BARTALK

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### Heavy hitter, lower cost

**Mark Hayes** built a solid practice in 25 years as a roaming intellectual property lawyer at a variety of national firms, including, most recently, Blake Cassels & Graydon LLP. He drew Hollywood's attention recently when he won a confidential settlement for his client, former "Scud Stud" **Arthur Kent**, who sued the makers of *Charlie Wilson's War* for alleged unauthorized use of one of the journalist's copyright stories about Afghanistan.

Now **Mr. Hayes** is leaving the land of big national firms. His reasons for setting up his own boutique should give pause to clients who are searching for ways to pare legal costs.

"I loved Blakes and specifically the IP group there," he said. "But I have sensed for some time that clients are looking for a more reasonably priced option for specialized services, and that there is a market to be tapped in offering big-firm expertise and experience at a more modest billing rate."

Mr. Hayes, partner **Debra Montgomery** and the promise of less-expensive billable hours can be found at Hayes eLaw LLP.



**Mark Hayes: less-pricey boutique**