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BTI Consulting Group Names Crowell & Moring's Scott Winkelman a 2020 Client Service All-Star

Washington – December 9, 2020: BTI Consulting Group named Scott Winkelman a 2020 Client Service All-Star. The award recognizes attorneys who “stand above all the others in delivering the absolute best in client service. Amid all the changes and unexpected events — they stand tallest” in the view of corporate counsel who select the all-star list. This marks the eighth consecutive year that the firm has been recognized in this ranking.

Winkelman is a partner in the firm's Mass Tort, Product, and Consumer Litigation Group. He litigates class and mass actions, arbitrations, and other complex litigation in products and commercial matters nationwide, and heads up the firm's Transportation function. His practice involves representations in a range of industry sectors and advanced technologies, including automotive and autonomous vehicles, aviation, consumer products, food, chemical, rail, 3D printing, information technology, and medical devices.

The 19th annual BTI “Client Service All-Stars” recognizes 475 lawyers from 181 firms. BTI develops the rankings based on in-depth, telephone interviews with top legal decision makers at large organizations with \$700 million or more in revenue, conducted as part of BTI's Annual Survey of General Counsel. This year, BTI interviewed more than 350 corporate counsel, evaluating lawyers on a range of qualities, including their engagement, investment, savviness, unequivocal nature, and anticipatory tendencies.

“My client philosophy is a life philosophy, something I take from my parents' earliest teachings and from Atticus Finch when he said: ‘You never really understand a person until you consider things from his point of view,’” said Winkelman when asked about his all-star approach to client service. “I try to put myself in our clients' shoes. Yes, these are clients. They are also people, with hopes, challenges, anxieties, ambitions and opportunities. I want to understand their world, so that what matters to them matters to me, and becomes my job. I'm not the important one: the client is. Knowing the clients, I can best serve their needs.”

Founded in 1989, BTI Consulting Group evaluates how Fortune 1000 companies use professional service providers. For more information on the BTI Consulting Group 2020 Client Service All-Stars, please visit [here](#).

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