



CONTACT

Nathalie Gras  
Manatt, Phelps & Phillips, LLP  
202.585.6650

## MANATT JONES GLOBAL STRATEGIES BOOSTS MEXICO PRESENCE WITH ADDITION OF JUAN CASILLAS

WASHINGTON, D.C., November 12, 2003 – Manatt Jones Global Strategies, LLC announced today that Juan Casillas, former general manager of an Extranet services provider to schools and other academic institutions in Mexico, joined the international consulting Firm as Managing Director. Mr. Casillas, who is based in Mexico City, has experience in strategic planning, business development, strategic analysis and consulting in both the United States and Mexico.

Mr. Casillas began his career in 1985 performing consulting services, project planning and development and investment analysis for Servicios de Fomento Industrial in Mexico City. He then moved to Chicago to study at Northwestern University and later became a consultant at Andersen Consulting (now Accenture) for manufacturing- and production-based industries.

Mr. Casillas returned to Mexico City in 1993 and joined a hologram-manufacturing company as assistant general director. He was instrumental in turning the company from virtual bankruptcy status to a \$7 million-annual-sales business, and established marketing and sales programs for government and industry security programs. He actively participated in negotiations with foreign representatives, competitors and clients. Mr. Casillas then served as general manager for a software development company, where he promoted, sold and supervised a project that produced the institutional maintenance system for the Instituto Mexicano del Seguro Social, Mexico's equivalent to the Social Security system.

“Juan's talents and relationships in Mexico City are another resource we can provide clients as we expand our practice in Mexico,” said Manatt Jones Global Strategies Co-Chair and former Ambassador to Mexico James R. Jones. “His experience adds depth to our already prominent group of professionals.”

In addition to earning a master's degree in industrial engineering and management science from Northwestern University, Mr. Casillas was a recipient of the CONACYT scholarship. He also obtained a bachelor's degree in industrial engineering from the Universidad Nacional Autonoma de Mexico (UNAM) in Mexico City.

Manatt, Phelps & Phillips, LLP provides legal and consulting services to domestic and international clients from offices in Los Angeles, Orange County, Palo Alto and Sacramento, Calif.; New York City and Albany, N.Y.; Washington, D.C.; and Mexico City. Its wholly owned subsidiary, Manatt Jones Global Strategies, LLC, develops and implements strategies to expand clients' businesses and facilitate their effective competition in global markets. For more information, visit [www.manatt.com](http://www.manatt.com) and [www.manattjones.com](http://www.manattjones.com).