

## Rafael Vergara Discusses Newark Office Managing Partner Role

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### KEY ATTORNEYS

Rafael Vergara

Rafael Vergara, recently named Managing Partner of the Newark, NJ office, told *Law360* that he views his new role "as making it as efficient as possible for others to do their best job in providing legal services."

In addition to overseeing the administration of legal services, Vergara noted that he will also be using his role to help boost the practices of the 10 attorneys in the Newark office.

"One of my goals is to increase the cross-marketing across the practice groups so that when calls come to me, I know who to field the work out to," he said. "The homework that I'm engaged in right now is just educating myself so that when people are looking for services and they contact a managing partner, I know who to send them to."

The 10 attorneys in the Newark office work in a variety of practice areas including labor and employment, complex litigation, finance, commercial real estate and insurance coverage in the life, health and disability insurance fields.

"Within that small space of just 10 attorneys, there are at least four or five practice areas," Vergara said.

Historically, White and Williams has had a strong insurance defense practice, with litigation being its main focus for insurance company clients. But in recent years, the firm has expanded into several other areas, he pointed out.

"Right now, commercial real estate is very much a growing field that we're growing across the board at the firm," Vergara said. "The Newark office has a very strong labor and employment group, which is a relatively recent acquisition, so it isn't just the insurance anymore. ... Newark is a perfect hub for all of those practices."

"What I'm looking forward to most is being in a position where I can coordinate work that is being sought after and being able to provide clients with different types of legal services so that we really can achieve the goal of being a full-service law firm," he said.

In addition to Vergara, White and Williams also announced Heidi Sorvino as office managing partner in the New York City office and Rochelle Gumapac as the Providence, RI office managing partner.

Read the interview. (subscription required)