

## Nexans Wires S.A. et al v. Sark-USA, Inc. et al

**THE CLIENT:** Kirkpatrick & Lockhart Nicholson Graham LLP

**THE TYPE OF CASE:** Unfair competition and misappropriation of trade secrets.

**THE CASE:** Nexans Wires and L&K manufacture and supply "advanced copper and optical fiber wire and cable solutions to the infrastructure, industry and building markets." Nexans Wires and their subsidiary L&K filed an unfair competition and misappropriations of trade secrets against their wire and cable industry competitors Sark-USA and Sarkuysan. The essence of plaintiffs' complaint was that defendants induced two employees of AEB — the Nexans Wires products US distributor — to steal plaintiffs' proprietary information.

Nexans Wires claimed that beginning in March 2002, under instructions from defendants, one of these AEB employees downloaded plaintiffs' proprietary information, without AEB's approval, and then sent the information to the defendants. Later that year, the other AEB employee, acting at the request of defendants, traveled to L&K's factory in Germany, toured the L&K factories and learned detailed information about the manufacturing process, which he had agreed to keep confidential. However, the plaintiffs alleged that he violated this agreement and divulged all that he had learned from the trip to the defendants.

**THE TRIAL:** DOAR was called in at the last minute to help create educational and persuasive trial [graphics](#) in support of this complex case on behalf of the plaintiffs. DOAR's advanced trial [technology](#) solutions and trial [support](#) in both the [war room](#) and courtroom improved the display of evidentiary materials to the judge and jury.

**THE OUTCOME:** While details cannot be disclosed, the verdict was in favor of the plaintiffs.

