

Holland & Knight Debuts Defense Industry Group Amid High Demand

By Alexander Lugo

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What You Need to Know

- Holland & Knight is creating a new practice group with a focus on defense industry clients.
- The firm already had 100 lawyers focused on some kind of work in the defense industry.
- But the new group signals a renewed effort to focus much of the firm's resources to that area.

Responding to an uptick in activity for Holland & Knight lawyers involved in the defense sector, the law firm has set up a national security and defense practice.

After years of working with clients embedded in the defense industry, Holland & Knight is now dedicating a practice group to that sector. In addition to those specific clients, the defense industry touches on many of the firm's other practices and markets, which has led the firm to seek growth in the space.

"We've already got over 100 lawyers dedicated to this area. We think that there are some good potential additions out there, all over the country." CEO of Holland & Knight Robert Grammig said. "This is not just the Washington practice.



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This is a practice that really is involved in virtually all of our offices."

Because the defense sector is a core competency of the firm, according to Grammig, many of its existing practice groups are already involved in the space.

He used an example of a government contractor client acquiring land near a military installation in order to manufacture things for the military and how something like that would involve the real estate practice. But Grammig says its groups concentrated on cybersecurity, government contracts, trade, compliance, lobbying and even M&A all cross over into the space.

Beyond even American clients, Grammig says that some of the firm's clients in Latin America and Europe also have needs in the defense industry, while also facing pressing questions on the subject of tariffs.

Grammig is also expecting the Trump administration to raise the tides in the defense industry, but he says it's not the reason Holland & Knight set up the practice group now. The firm has been entrenched in the space for decades but identified it as a priority in 2024, according to Grammig, who became CEO of the firm last year.

"It's been a huge growth area, so the firm, through Bob's leadership and the leadership of others, is dedicating further resources to that field. That's largely to meet our clients' demands as our client base grows," chair of the national security and defense practice Jason Klitenic said. "It's just been a perfect recipe for success."

For some time, the government has been increasingly looking to the private sector to help solve some of the issues it's facing, said Klitenic, who served as general counsel for the Office of the Director of National Intelligence during the first Trump presidency. That has led to some of the growth in demand the firm has seen in the area.

"Some of our clients are thought leaders in these areas ... coming up with solutions that are very cost effective," Klitenic said. "We help them develop the emerging technology and then help them deal with the legal issues associated with those types of technologies."

As a result, the firm is hoping to continue dedicating further resources to the practice group and even looking for opportunities to grow it out in the future.