

MVP: Gibson Dunn's Brian Rosenthal

By **Ivan Moreno**

Law360 (November 18, 2025, 4:00 PM EST) -- Gibson Dunn & Crutcher LLP partner Brian Rosenthal was lead counsel during three trial victories for Cisco Systems Inc., including a rare directed verdict in the patent-friendly Western District of Texas with \$121 million at stake, earning him a spot as one of the 2025 Law360 Intellectual Property MVPs.

His biggest accomplishment:

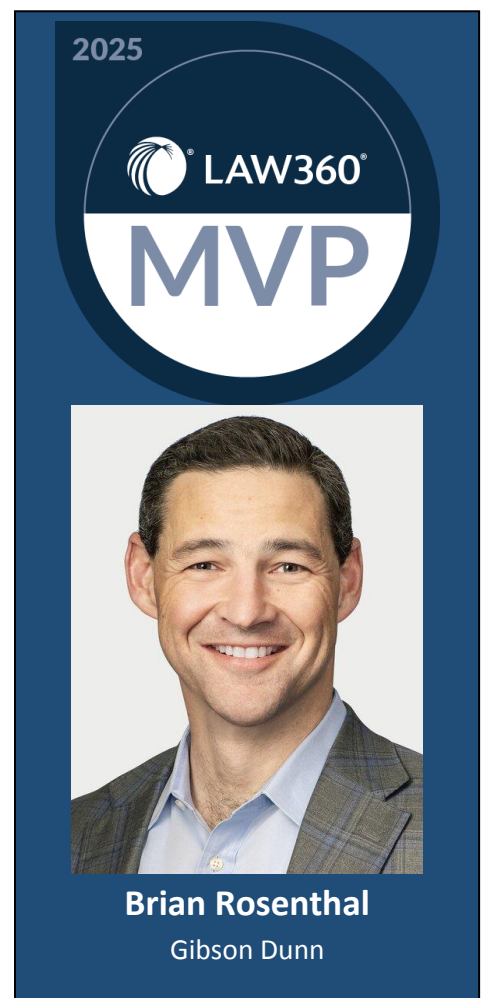
Rosenthal regards his series of consecutive trial victories for Cisco in the first half of the year as his biggest accomplishment.

"Being able to represent such a great client in really significant matters, and being able to deliver three jury trial wins in a row to that client in the span of about five months, was a really satisfying part of my year and my career," Rosenthal said.

The first win came in January in a case where Corrigent Corp. accused Cisco of infringing a communications network patent. Before the case went to jurors, Western District of Texas Judge Alan Albright granted Cisco's motion arguing that Corrigent had failed to prove its case, marking only the third time a judge in that venue has issued such a ruling in a patent trial.

The following month, Rosenthal helped clinch another trial victory in Judge Albright's court when jurors sided with Cisco in a \$50 million patent infringement lawsuit from WSOU Investments after Rosenthal's team proved his client had commercialized the accused features of its technology before the patent's priority date. It is believed to be the first jury verdict of its kind involving a defense for prior commercial use, according to Rosenthal.

The third trial win came in June as jurors found that Cisco and its subsidiary Duo Security did not infringe a patent for multifactor authentication technology. A key part of the strategy was Rosenthal's decision to focus jurors on the liability arguments instead of presenting a damages rebuttal midtrial.



His biggest challenge:

Rosenthal said all the trials he handled last year required a lot of "context switching" between cases.

"I had six trials in eight months, and while I've been very fortunate to do a number of trials in my career, this is definitely the most concentrated stretch that I've ever had. So the challenge was in context switching from case to case and getting myself completely immersed in a case as one would finish," he said.

The busy schedule left little time for reflecting on victories, Rosenthal said.

"I don't remember a lot of the details of the trials because I didn't have a lot of time to bask in the victory," he said.

His proudest moment:

Rosenthal said his proudest moments came during trials when young and midlevel associates were given their first opportunities to examine witnesses or argue in court.

"The moments where I was really beaming were those moments where I looked up at an associate who was doing their first examination," he said. "I was just sitting there like a proud teacher. Those are the moments that to me really stand out."

Rosenthal said he tries to provide associates with those opportunities during trials whenever possible.

"Thankfully, we've got clients who are great partners with us in that regard," he said.

Why he's an IP attorney:

Rosenthal said that although most of his cases involve patents, he considers himself a trial attorney first.

"The reason I'm a trial lawyer is because it's the most exciting thing that I can think of to do in law," he said, adding that it is what motivated him to go to law school.

"When I was a kid, I used to watch 'Perry Mason' and watch him destroy people on the stand. I always thought that was really cool and I wanted to do that. I wanted to be in court. I wanted to talk to juries," Rosenthal said.

He said that gives him the opportunity to talk to jurors about the stories behind innovations.

"There's a human story at the core of every patent case, and that's a person or a group of people sitting down and coming up with an idea, or it's a company innovating and somebody else trying to take credit for those innovations, depending on which side of the 'v' we are on," Rosenthal said.

What motivates him:

Rosenthal said that as someone who is very competitive by nature, winning motivates him most.

"I want to win every case. I want to win every motion. If there are multiple issues in a motion, I want to win every issue in that motion. And equally important as winning is not losing. I hate losing more than I

love winning," he said.

Mentoring young attorneys also drives him.

"The other thing that really motivates me is seeing lawyers that were junior lawyers coming up behind me really stepping up and becoming great trial lawyers in their own right," he said.

His advice for junior attorneys:

Rosenthal urges young lawyers to find their own voice, saying it is advice that benefited him when he started his career.

"When someone is able to speak to a jury or a judge in their own voice, not pretending to be someone else, but with the voice that they've cultivated, that's when they're truly great, that's when they really can touch people," he said.

Rosenthal said that although having mentors to emulate and examples to follow is beneficial, the key to success lies in discovering one's own path.

"I think what makes every great lawyer great is that that lawyer has found their own voice and their own way of doing things," he said.

--As told to Ivan Moreno. Editing by Vaqas Asghar.

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