

CASE STUDY

Interim Legal Talent



THE CLIENT

A leading provider of professional services specializing in human resources

Industry

Professional Services

Location

New York, NY

The Challenge

Our client, a leading professional services firm, had a high volume of commercial contracts and requests for proposals (RFPs) that were burdening its in-house legal team. As the client maintained a lean in-house legal team, the review, drafting and negotiation of contracts often took a couple weeks rather than a couple days. This bottleneck cost the client revenue and the goodwill of its customers and burdened the legal team. To alleviate these issues, our client needed a skilled, transactional attorney to help review, negotiate and draft various business-to-business contracts.

The Solution

As the client did not have headcount for a permanent, full-time employee and sought to avoid the costs associate with using outside counsel, they turned to Major, Lindsey & Africa's Interim Legal Talent team. Our recruiters met with the client's Deputy General Counsel and conducted a thorough analysis of the current available attorney resources, the current overflow workload and the rate at which the workload was increasing. Based on these findings and the client's budgetary guidelines, Interim Legal Talent proposed using three interim transactional attorneys who would fully cover the client's needs. This strategic approach would prove a significant cost savings compared to using outside counsel and allowed the client much flexibility.

The Results

Because of our extensive network of skilled attorneys, we were able to quickly place three experienced commercial attorneys with our client. Today our consultants are reviewing, negotiating and drafting agreements on behalf of the client—from Non-Disclosure Agreements (NDAs) to complex contracts such as business-to-business contracts. They are reviewing and responding to RFPs and winning the company more business. Interim Legal Talent's solution is increasing the speed of agreement execution, allowing the company to more quickly engage in business with their customers and creating more revenue in a shorter time.

Our client is pleased with the result and plans to continue using interim attorneys from Major, Lindsey & Africa. They have used competitive companies as well as law firms but say we present the candidates that fit their needs the best.

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