

CASE STUDY

Interim Legal Talent



THE CLIENT

A publicly traded food distributor and manufacturer

Industry

Consumer Goods

Location

Baltimore, MD

The Challenge

Our client, a Fortune 1000 food manufacturer and distributor, was experiencing a bottleneck with new supplier agreements. The work was being handled piecemeal by several in-house counsel working along with outside counsel. The work was consistent, but there was not enough volume to justify a permanent hire. Our client was hoping to shorten the turnaround time for new supplier agreements from two weeks to two to three business days, while also freeing up attorneys in its legal department to focus on higher value matters and strategy.

The Solution

Members of Major, Lindsey & Africa's Interim Legal Talent team met with representatives of the company. The team, using financial modeling, was able to demonstrate the significant cost savings in using an interim attorney rather than relying on outside counsel to address the client's supplier agreements. After making the decision to work with us, our client specifically cited the flexibility of our contract terms along with a higher level of customer service as their primary reasons for selecting Major, Lindsey & Africa.

In three business days, MLA provided the client with a slate of five well-qualified interim transactional attorneys available to review, negotiate and draft supplier agreements.

The Results

Interim Legal Talent provided our client with an experienced attorney who was able to work on a flexible and efficient basis, saving the client both money and the headache associated with delayed contracts. The full-time lawyers in the department are now free to focus their time on significant matters to support the company.