

# Case Study

## THE CLIENT

A cloud-based software-as-a-service start-up

**Industry**  
Technology

**Headquarters**  
Boston, MA

## Executive Summary

Our client was being faced with reviewing and updating hundreds of service agreements to comply with changing laws in light of GDPR changes. The Interim Legal Talent team met with the general counsel to discuss the timeline and scope of the contract review and determined an interim attorney would be ideal to take on this project. We provided several excellent candidates within days of launching the search and had a candidate working on the project within five business days. Our candidate finished the project on deadline.

## The Challenge

GDPR was going into effect and our client had to update hundreds of complex contracts. As a start-up, our client has just one attorney, the general counsel, who was managing all of legal and compliance. With little time to become GDPR compliant and the GC balancing an extensive work, extra legal help was needed to update all of the company's contracts by the GDPR deadline.

## The Approach

Knowing Major, Lindsey & Africa from a previous organization, the general counsel reached out to our Interim Legal Talent team looking for interim attorneys to help meet the GDPR deadline. Our Interim Legal Talent consultant walked through the must haves the client needed in a candidate and discussed budget and timeline constraints.

## The Solution

We provided a slate of candidates with varying skills and experiences who matched the requirements of the client within a matter of days. A placement was made within a week of sending the first list of candidates.

## The Results

The interim legal support we identified was able to help our client meet the GDPR deadline, successfully updating all of the contracts and providing support on other ad hoc projects. Since the organization is still just the GC working on a tight budget, we plan to work with the client on future interim and temp-to-perm candidates in the coming year.