

MLA INTERIM LEGAL TALENT CASE STUDY

CONSUMER PRODUCTS LEGAL TEAM ADDED INTERIM COUNSEL SUPPORT POST-ACQUISITION

The Client:

Global leader in
consumer goods and
products

Industry:

Consumer Products

Location:

United States

The Challenge

As our client, a consumer products corporation, progressed through a pending acquisition, the GC was faced with a department that lacked deal expertise and the bandwidth necessary to efficiently address the post-acquisition needs of the deal. The GC was relying solely on outside counsel and needed to find an alternative solution that would reduce their overall legal spend but still provide them with the expertise and flexibility of ramping up and down legal support as the specificity of the deal took shape.

The Solution

As Major, Lindsey & Africa's Interim Legal Talent team engaged with the client and learned about the current state and plans for growth, our client advisors developed a plan that would provide on-demand interim counsel—on a full-time or part-time basis—to assist with post-acquisition matters. Within a week of finalizing the talent profile, MLA Interim vetted qualified interim counsel who were available to nimbly assist with the client's deal closing and post-acquisition needs.

During the pre-closing period, our interim counsel was able to assist with securities document preparation, antitrust filings, contracts, IP, tax and HR documentation matters as well as closure due diligence. Then post-acquisition, our interim counsel helped with employment agreement matters, labor negotiations, IT licensing matters as well as tax, benefit and financial obligations on an on-going basis.

The Results

By engaging MLA Interim, the GC was able to creatively and seamlessly employ talented M&A lawyers, onboarding and off-boarding talent as acquisition strategies ebbed and flowed. The client's C-suite and GC were pleased with our ability to provide the legal expertise and talent quality equal to that of outside counsel while providing significant cost control.