

## MLA INTERIM LEGAL TALENT CASE STUDY

# HIGH VOLUME OF CONTRACTS AND RFPs REQUIRES ASSISTANCE FROM INTERIM TRANSACTIONAL COUNSEL

### 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 of weeks rather than a couple of 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 associated with using outside counsel, they turned to Major, Lindsey & Africa's Interim Legal Talent team. Our team 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, we proposed using three interim transactional attorneys who would fully cover the client's needs.

### The Results

Because of our extensive network of skilled interim counsel, we were able to quickly place three experienced commercial attorneys with our client. This strategic approach proved a significant cost savings compared to using outside counsel and allowed the client much flexibility. The interim counsel reviewed, negotiated and drafted agreements on behalf of the client—from Non-Disclosure Agreements (NDAs) to complex contracts such as business-to-business contracts. They also reviewed and responded to RFPs, winning the company more business. By bringing in interim counsel, the client has been able to increase 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.

Pleased with the result, our client continues to use interim counsel from Major, Lindsey & Africa. They have used competitive companies as well as law firms but say we present the interim counsel that fit their needs the best.