

MLA INTERIM LEGAL TALENT CASE STUDY

INTERIM COUNSEL LEADS POST-ACQUISITION INTEGRATION

The Client:

Cloud-based financial management and human capital management software corporation

Industry:

Software

Location:

Pleasanton, CA

Time to Placement:

less than one month

The Challenge

Our client, a cloud-based software corporation, identified a similarly situated organization that it sought to acquire and integrate. Focusing on efficiency, they staffed their on-site legal and compliance teams sparingly and sought to minimize reliance on outside counsel. In light of this acquisition, the client's deal lawyers—those specializing in mergers and acquisitions—were working around the clock. Knowing this was not sustainable, the General Counsel reached out to MLA Interim Legal Talent seeking an interim counsel to be the primary point person on the post-integration portion of the acquisition.

The Solution

By meeting with the General Counsel and asking questions designed to learn more about the substance or the skills sought and the emotional intelligence of the client's legal team, the MLA Interim team was able to tailor its vetting efforts for interim counsel to the General Counsel's specific needs. The General Counsel sought qualified, experienced interim counsel who had a mixture of law firm and in-house training and were able to immediately add value. The General Counsel engaged our interim counsel in less than a month from initial conversations.

The Results

The General Counsel was able to allocate their legal needs to our interim counsel, which allowed their legal department to focus on other initiatives in the company. A significant amount of money was saved through the use of interim counsel versus outside counsel, and the client benefited from having the interim counsel on-site. As the legal team was no longer working to the point of exhaustion, morale on the team improved as well.