

MLA INTERIM LEGAL TALENT CASE STUDY

FORTUNE 100 BUSINESS ENGAGES INTERIM COUNSEL FOR LEGAL DEPT. BANDWIDTH EXPANSION

The Client:

Fortune 100
business processing
company specializing
in outsourced
administrative functions
and human resource
technologies

Industry:

Business Processing

The Challenge

Our client, a Fortune 100 BPO conglomerate, was facing a busy business cycle that saw its deal volume up 18% in the quarter and 13% for the year, which demanded more engagement and increased bandwidth for the legal department. Unfortunately, attrition had created two openings in the legal team just when more was being asked of the department. The Deputy General Counsel sought AmLaw 100—trained transactional attorneys with large business-to-business contracts negotiations experience to support their multinational accounts business.

The Solution

Major, Lindsey & Africa's Interim Legal Talent team helped identify multiple AmLaw-trained deal lawyers with the contract negotiation experience the DGC required. We effectively filled both open positions with interim counsel who had high levels of pedigree, skills and experience, including what was required by the client's internal business partners.

The Results

Both positions were filled in a relatively short period of time and met the business, needs for an increase in workload and deal-related matters. The DGC was able to improve team morale and manage their impressive workload by engaging interim counsel. Ultimately, one interim counsel was converted to a full-time employee.