

MLA INTERIM LEGAL TALENT CASE STUDY

FORTUNE 200 AMERICAN BANK HOLDING COMPANY



Industry

Banking

Location

Charlotte, NC

Expected Assignment Duration

Ongoing

Time To Placement

Two weeks

The Challenge

Our banking client was struggling to hire full-time procurement-focused attorneys because of market conditions and the demand for legal talent. The Bank was in desperate need of increased department bandwidth while also maintaining outside expenditures. They sought experienced, long-term consulting attorneys who could seamlessly engage to produce the high-quality work that matched that of the legal department.

The Solution

MLA Interim Legal Talent began conversations with the Bank's executive vice president and deputy general counsel to explore solutions and their options. After learning of their need for experienced attorneys who had worked in large organizations on high volumes of work, MLA Interim began a thorough screening process of our network to present qualified legal talent within a few days. Everyone that was interviewed had experience drafting and negotiating complex procurement agreements, and those brought in were able to pick up the contracts work immediately.

The Results

The Bank initially engaged four consulting attorneys to join their Strategic Contracts team and they were able to meet deadlines and take over the bulk of contracts work quickly. The quality of work increased exponentially and the legal team was relieved from burnout with the expanded bandwidth.