

CASE STUDY

Interim Legal Talent



THE CLIENT

Publicly traded
information
technology
company

Industry

Information
Technology

Location

San Jose, CA

The Challenge

Our client, a publicly traded technology company that develops touch feedback technology, was left with a lean legal team following a reorganization. Due to the corporate reorganization, the client did not have headcount to hire an additional full-time attorney, but still needed to ensure that its corporate governance and commercial contracts work was accomplished. The client sought immediate support from flexible, interim commercial attorneys well-versed in niche information technology (IT) agreements, including software as a service (SaaS).

The Solution

Major, Lindsey & Africa's Interim Legal Talent team started with an in-depth meeting in order to diagnose the substantive, legal expertise need as well as the appropriate emotional intelligence needs for the organization. We then launched the search, worked through our personal networks, and combed our propriety database of 750,000+ legal professionals for experienced corporate and technology transactions attorneys.

In less than one month, the Interim Legal Talent team placed two seasoned and skilled interim attorneys who assisted the client with general commercial transactions and more complex licensing, SaaS and joint technology venture agreements.

The Results

The client was pleased with our interim attorneys and converted one of these attorneys to a permanent full-time employee backfilling the team member who had previously left to join a competitor. Since this initial search, Major, Lindsey & Africa has made three placements with this client.