

# Case Study

## THE CLIENT

Medical  
Technology  
Company

Industry  
Healthcare

Headquarters  
Peabody, MA

## Executive Summary

Our client was in the early stages of being acquired and some of the legal team had already left the company. The general counsel needed interim support to help manage the commercial contract as business was still continuing as usual. The Interim Legal Talent group understood the urgency of the need and the potential for it to last just a few months or much longer. We provided several candidates who could take on the contract needs and support more complex matters as needed. The placement ended up lasting much longer than planned, being extended twice to last over six months during the acquisition process.

## The Challenge

Our client was in the long process of potentially being acquired and the general counsel had to downsize his legal department. There were a lot of unknowns for his team as for the company as a whole due to the potential acquisition. Our client had budget to bring in interim support while the acquisition was finalized and needed coverage as other full-time staff had left the company. However, there was no set timeline for acquisition and the exact length of the project could not be guaranteed.

## The Approach

Our Interim Legal Talent consultant met with the client to determine the must haves for interim support and walked through the budget, skill set and experience required in candidates. The GC needed an experienced commercial contracts attorney who could hit the ground running in managing their commercial contracts during the oncoming transition period.

## The Solution

Within a week, the Interim Legal Talent team provided several mid-level interim candidates with excellent commercial contracts experience who were available and ready to come in and take on the interim role knowing that things could change quickly with the potential acquisition. Our interim candidate was able to extend the initial three month project to well over six months.

## The Results

Our client was pleased with our interim placement services and is currently working with our In-House Practice Group.