

MLA Solutions Practice Group Case Study

CLIENT:

Australian commercial bank with U.S. operations focused on private equity and investment management

PROBLEM:

With an impressive and growing portfolio focused on energy services, large capital construction, manufacturing and industrial assets, our client – a private equity group within a commercial bank – had an increasing need for transactional and M&A support on their small in-house team. They considered working with outside counsel for these functions but preferred to avoid the costs associated with such an alignment.

SOLUTION:

Major, Lindsey & Africa's Solutions Practice Group (SPG) presented the benefits and cost analysis associated with hiring a long-term contract attorney rather than partnering with outside counsel. We were able to identify attorney candidates with transactional and M&A experience as well as paralegal candidates with corporate governance experience to support our client.

SUCCESS:

Through the outsourcing of the recruitment function, our client was able to acquire skilled professionals with expertise matching their very specific needs. Ultimately, our client hired three transactional/M&A attorneys and two paralegals as contract workers. Later, two of those lawyers were converted to permanent hires.

CATEGORY:

Transactional