

MLA INTERIM LEGAL TALENT CASE STUDY

FOOD AND BEVERAGE DISTRIBUTOR



Industry

Food and Beverage

Location

Phoenix, AZ

Estimated Cost Savings

Approx. \$400/hr

Project Duration

Indefinite

Time To Placement

One Week

The Challenge

Our client was engaging an AmLaw 50 firm to handle IT vendor contracts. Recognizing the significant expenses associated with relying on traditional outside legal counsel, our client sought a more cost-effective approach to meet their legal needs without compromising on quality or expertise.

The Solution

One of MLA Interim Legal Talent's consultants had introduced the client's general counsel to our services via LinkedIn. The timing was fortuitous as they were reviewing their legal spend and ready to move quickly on an alternative solution. After explaining our process and timeline to the GC, we began a national search for a candidate with tech transaction and prior in-house experience. Within 24 hours, we presented five attorney consultants for consideration to the client. They immediately picked their top choices on a Friday, interviewed Monday, had a second-round interview with their top attorney consultant Tuesday and extended an offer that day. The assignment began the following Monday.

The Results

Thanks to the caliber and expertise of the placed attorney consultant, our client was able to reduce outside counsel spend and increase efficiency by bringing the contract work in-house.