

# MLA Solutions Practice Group Case Study

CLIENT:

Global financial services firm with 60,000 employees

**PROBLEM:**

Our client, a large financial services company with operations in 42 countries in 1,300 offices, works within a highly regulated environment and as such needed legal and compliance staff who have deep knowledge of very specific areas of the law and regulation. In this particular case, a senior associate with a high level of experience in alternative investments as well as Depression-era legislation (including the Commodity Exchange Act, which regulates the trading of commodity futures) had left the firm and needed to be replaced.

**SOLUTION:**

The client was also looking to reduce outside counsel costs in certain areas, including some functions in this position. Major, Lindsey & Africa's Solutions Practice Group (SPG) was enlisted to identify candidates with specific pedigrees and experiences who would fit the company culture.

**SUCCESS:**

We provided quality niche candidates in a short period of time, making a successful placement. We were also able to help our client reach a net-positive outcome in the matter of staff costs versus using outside counsel.

**CATEGORY:**

Regulatory & Compliance