

MLA Solutions Practice Group

Case Study

CLIENT:

A 13-billion dollar global, diversified pharmaceutical company with products present in approximately 100 countries

PROBLEM:

Establishing itself as a growth-by-acquisitions player in the global pharmaceuticals industry, our client found that its M&A capabilities were stretched thin due to a string of deals in a concentrated period of time. The legal department realized that it did not have the bandwidth to properly advise business strategists nor handle contracts within its branded products division.

SOLUTION:

The most critical need was for a transactional attorney. Major, Lindsey & Africa's Solutions Practice Group (SPG) partnered with the client to ascertain the specific experience needed in the position, including identification of the most appropriate characteristics to achieve a good cultural fit with the organization. Using our considerable legal network, we were able to find the successful candidate who is now an instrumental part of the legal team.

SUCCESS:

We identified a candidate and brought him on board with a short lead time, increasing departmental efficiency as well as reducing costs associated with use of outside counsel.

CATEGORY:

Transactional