

MLA Solutions Practice Group

Case Study

CLIENT:

A global audit, advisory and tax services firm with more than 170,000 employees

PROBLEM:

Our client's transactional legal group was experiencing exceptional growth, which resulted in a heavy reliance on outside counsel. In addition, work being performed in-house was overburdening existing staff. The group planned to add full-time staff during the next six to 12 months, over which time several gaps in staffing would still occur.

SOLUTION:

Major, Lindsey & Africa's Solutions Practice Group (SPG) took a comprehensive approach to address our client's staffing needs. We started by defining the scope of each skill gap, working with the client to identify priorities on a timeline. We were then able to strategically plan to fill skill set gaps when where they were needed most.

SUCCESS:

Six positions were filled in total, addressing the workflow needs in the timeliest fashion possible. Ultimately, three of those six placements were converted to full-time employees of the company. The client was pleased with the quick turnaround time, the cost savings achieved (reduced fees paid to outside counsel), the quality of all candidates vetted for interviews and the increased efficiency in managing overall legal responsibilities.

CATEGORY:

Transactional