

# Legal Operations Consulting

## Optimising legal department operations

- ▶ 360-degree approach to identifying and implementing significant and impactful ways to help our clients reduce their legal spend
- ▶ Customise processes and solutions that overcome our clients' unique challenges
- ▶ Trusted advisor to hundreds of general counsel across companies of all sizes and industries



## By the Numbers

In just the last five years, Consilio has completed over 500 engagements for corporate legal departments, including over:

### 155

Matter Management, eBilling System, and IP Management Implementations

### 100

Legal Department Operations Reviews

### 40

Legal Hold System Implementations

### 25

Contract Management Process Reviews

### 30

Information Governance Process Reviews

### 75

Discovery Process Reviews

Legal department leaders face a daunting challenge: mitigate the organisation's risk, contain costs and create value. Consilio understands this challenge and how the implications of enterprise decisions are increasingly brought to bear on the legal department.

Our team takes a 360-degree approach to identifying and implementing significant and impactful ways to leverage people, processes and technology, helping our clients reduce their legal spend by 5-10% on average. We design our solutions to deliver tangible results that maximise cost efficiencies, streamline operations and enhance the positioning of the legal department as a strategic business partner that can demonstrate its value to the organisation.

## A Comprehensive Approach

Consilio has worked with hundreds of legal departments globally, and we leverage our best practices, benchmarking data and department assessments to customise processes and solutions that overcome our clients' unique challenges. Our core offerings include:

- **Organisational strategy, structure and design:** optimise the department with insights driven by an internal workload assessment and tailored to your specific needs.
- **Legal service delivery and business-client engagement assessments:** better align the department with internal customer needs.
- **Spend management through Sky Analytics:** leverage our Sky Analytics platform to understand external counsel spend and identify tangible opportunities to take control.
- **Technology planning, selection and implementation:** optimise investment and exceed organisational expectations for:
  - Matter management / eBilling
  - Workflow
  - Contract lifecycle management
  - Document management
  - IP management
  - Records management
  - Document assembly
  - eSignatures

We have certified experts and deep partnerships with the industry-leading providers of these technologies.

*“This initiative was a true partnership...[the team's] expertise and experience were invaluable. At the same time, they fostered a collaborative working relationship that allowed us to own the engagement and the results. We made significant gains, and I'm confident we will maintain them.”*

- General Counsel,  
Large Pharmaceutical



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“The work with the Consilio team was a major undertaking that required skilled project management and coordination. Their team kept us focused on the tasks at hand, while ensuring consistent delivery and communications across the various workstreams. The quality of their work was very high, but as important, they were a pleasure to work with.”

- Senior Director,  
Legal Administration

- **Training, communication and change management:** grow the department’s industry knowledge and enable change advocacy and acceptance.
- **Performance metrics and benchmarking:** provide peer- and data-driven insights into the spend, staffing, operations, technology and compensation of corporate legal departments.
- **Managed Services and Staffing:** rely on our expertise to design an alternative staffing model that aligns with your objectives or bring in members of our team to your team.

## Unmatched Experience

Serving as a trusted advisor to hundreds of general counsel across companies of all sizes and industries, our team of BAs, project managers, former legal operations professionals, business process experts and technologists help our clients accelerate the operational performance of their legal departments.

### CLIENT SUCCESS

#### Office of the General Counsel

Following the merger of two large law departments two years prior, the general counsel of a large pharmaceutical partnered with the Consilio team to build a common legal department approach and culture while improving service quality, lowering outside counsel costs and increasing the team’s engagement.

Our team conducted a holistic analysis of internal operations and costs, identifying people, process and technology related improvement opportunities and over \$50M in external cost savings. We worked with the leadership team to implement the recommendations, ultimately aligning the law department across levels, locations and practice areas, improving performance and containing costs.

Ready to Learn More?

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