

A background image showing a laptop on the left, a white mug of coffee in the center, and some papers and a pen on the right, all on a wooden surface.

IEL News | Staffing Solutions for the U.S. Legal Market

Welcome to the Inaugural Issue of the Inside Edge Legal Newsletter

At Inside Edge Legal (IEL), we help law firms and corporations manage their legal workloads without adding permanent resources. We get to know our customers' specific needs so we can deliver the right solutions and the absolute best match of talent.

As the economy heats up, these needs are increasing. McKinsey's March 2011 Global Survey of corporate leaders found that 68 percent expect their company profits to increase and 45 percent expect an increase in their companies' capital expenditures over the next six months. According to Bloomberg, more was spent on corporate takeovers during the 1st Quarter 2011 than during any three-month period since the 2nd quarter of 2008. This has led to increased demand for both full-time and contract legal services.

As you will see in the article below – [Project-Based Attorneys Make More Sense Than Ever](#) by IEL's Melanie Klinghoffer and Greg Richter – an increasing number of law firms and companies are hiring highly-skilled, and in some cases niche-oriented attorneys to fill extremely specialized temporary needs. Melanie and Greg provide examples of how beneficial such relationships are proving to be.

We have also included a sampling of our recent placements and current searches as well as information about several upcoming legal industry events.

Please don't hesitate to let us know if you have questions about the market or would like to suggest content for future issues.

Sincerely,

Inside Edge Legal Team
[Bios & Contact information](#)

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Project-Based Attorneys Make More Sense Than Ever

Melanie Klinghoffer – Managing Director, Inside Edge Legal, Washington, D.C.

Greg Richter – Regional Practice Manager, In-House Practice Group, Major, Lindsey & Africa & Global Practice Leader, Inside Edge Legal, New York

There have only been a few times in recent memory when the traditional law firm model has undergone what could be called a major restructuring. This is one of those times.

Due to the drastic and deep economic downturn of 2009 and 2010, the way legal services are managed, staffed, priced and delivered is being challenged. The old paradigm is being re-thought. Some of the changes could be short-lived, but there are a few that seem likely to endure, primarily because they make so much sense. One of those is the expansion of the staffing model to include highly skilled project-based attorneys.

Many law firms have historically turned to temporary or part-time attorneys to handle certain tasks, like cutting through mountainous piles of documents and speeding the discovery process. What's new — and what we will be addressing in this article — is the hiring of highly skilled, and in some cases niche-oriented, attorneys to fill specialized temporary needs.

[Read article »](#)

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Recent IEL Placements

Contract Attorney – National immigration firm – New York, NY

1+ years of experience in business immigration. 3+-month assignment, with potential to convert into a permanent position.

Contract-to-Hire Corporate Paralegal – North American oil/gas corporation – Houston, TX

5+ years of corporate generalist, SEC, and corporate transactional experience.

Contract-to-Hire Environmental Attorney – International metals recycling corporation – Dallas, TX

10+ years experience dealing with domestic and international environmental regulations

Employment Counsel – Media Company – Washington, D.C. 15+ years experience as employment

counsel with large financial institution. Short-term assignment drafting employment agreements with non-compete clauses.

ERISA Attorney – AmLaw 100 Law Firm – Washington, D.C.

5+ years of experience in ERISA. Drafting and revising multi-employer qualified pension plan with 39 subplans. 3-month assignment to meet new regulation deadlines.

Permanent Litigation Paralegal – International dispute/litigation financier – New York, NY

8+ years experience assisting attorneys in corporate litigation for Fortune 100 and AmLaw 50 firms.

Project Finance Attorney – International engineering firm – Albany, NY

8 to 12 years of experience in commercial contracts and financing construction projects. 6-month assignment. Attorney was converted to become the client's first Deputy General Counsel.

Selected Current IEL Searches

IEL conducts searches in all major US cities and in Europe and Asia. Some of our searches are confidential, but many can be found on our [website](#). Below are a few of our current searches.

Contract Attorney, Corporate Generalist – Chemical corporation in oil & gas industry – Houston, TX

4 to 6 years experience in corporate transactional matters as well as various corporate generalist responsibilities. For more information, please contact Matthew Weaver at mweaver@insideedgelegal.com or (212) 377-3625.

Contract Attorney, Patents - Software corporation – San Jose, CA

2 to 4 years experience writing patent cases to perform review and oversight of patent writing. For more information, please contact Matthew Weaver at mweaver@insideedgelegal.com or (212) 377-3625.

Contract Attorney, Real Estate – Real estate finance corporation – San Diego, CA

3 to 6 years experience in commercial real estate transactions; drafting/editing of commercial real estate leases; litigation experience a plus. For more information, please contact Matthew Weaver at mweaver@insideedgelegal.com or (212) 377-3625.

Contract Attorney, Real Estate – Prestigious international firm – Boston, MA

5 to 8 years experience in commercial real estate transactions, financing and M&A. For more information, please contact Nesli Orhon at norhon@insideedgelegal.com or (617) 345-4080.

Contract Paralegal, M&A - Life sciences/healthcare corporation – New Jersey

4 to 8 years experience in mergers, acquisitions, divestitures and strategic alliances. For more information, please contact Matthew Weaver at mweaver@insideedgelegal.com or (212) 377-3625.

Employment Lawyer - Fortune 100 firm – India or China

Long-term project located in India or China. 3 to 5 years experience in employment law derived from law firm or government position. Must be a member in good standing of state bar in any jurisdiction in the United States. For more information, please contact Melanie Klinghoffer at MKlinghoffer@InsideEdgeLegal.com or (202) 292.1842.

Healthcare Litigator – Boutique specialty firm – Long Beach, CA

5 to 8 years experience handling trial and litigation of healthcare-related cases, specifically between healthcare providers and insurance companies. For more information, please contact Clinton Lewis at clewis@insideedgelegal.com or (212) 377-3624.

Paralegal, Corporate – Energy/environmental engineering corporation – Danvers, MA

3 to 5 years experience in corporate finance, tax, treasury and corporate governance. For more information, please contact Nesli Orhon at norhon@insideedgelegal.com or (617) 345-4080.

Upcoming Events

National

April 27 - 30

2011 Annual Conference

NALP

JW Marriott, Desert Springs - Palm Springs, CA

[For more information.](#)

May 23 & 24

11th Annual Super Conference

InsideCounsel

Fairmont – Chicago

[For more information.](#)

New York

May 19

Ethics & Professionalism

New York State Bar Association

Hotel Pennsylvania – New York

[For more information.](#)

May 20 - 22

Convention 2011

Women's Bar Association of the State of New York

Equinox – Manchester Village, VT

[For more information.](#)

May 25

New to In-House Practice Group

ACC – Greater New York chapter

Kitano Hotel – New York

[For more information.](#)

June 15 & 16

10th Annual Mergers & Acquisitions Conference

International Bar Association

Location TBD – New York

[For more information.](#)

Washington, D.C.

May 6

Paralegal Institute

ACC – Washington metropolitan area chapter

Gannett Co. – McLean, VA

[For more information.](#)

May 18

Etiquette for Lawyers

District of Columbia Bar Association

Law offices of Sidley & Austin – Washington, D.C.

[For more information.](#)

May 18

Essential Checklist for Electronic Discovery 2011

District of Columbia Bar Association

Bar Conference Center – Washington, D.C.

[For more information.](#)

June 10

3rd Annual Trademark Boot Camp

American Intellectual Property Law Association (AIPLA)

Hilton Hotel – Alexandria, VA

[For more information.](#)

Boston

April 27 – 29

National Legal Malpractice Conference

American Bar Association

Westin Copley Place Hotel - Boston

[For more information.](#)

May 18 & 19

Centennial Conference & Celebration

Massachusetts Bar Association

Sheraton Hotel – Boston

[For more information.](#)

June 1

Law Day Dinner 2011

Boston Bar Association

Seaport World Trade Center – Boston

[For more information.](#)

June 1 - 3

Leading Innovation & Change: The Evolving Role of In-House Counsel

ACC – Northeast chapter & Boston University

Boston University, School of Management - Boston

[For more information.](#)

June 2

Annual Banquet

Massachusetts Association of Women Lawyers

University of Massachusetts College Club – Boston

[For more information.](#)

June 13 – 15 & June 15 - 17

Mini MBA for In-House Counsel

ACC – Northeast chapter & Boston University

Boston University, School of Management - Boston

[For more information.](#)

Chicago

April 27

Spring Luncheon & Lecture

Women's Bar Association of Illinois

Butterfield Country Club – Oak Brook

[For more information.](#)

April 28

Spring Mixer for Attorneys, Bankers & CPAs

Risk Management Association

The Plymouth - Chicago

[For more information.](#)

May 6

Legal Ethics in Corporate Law 2011

Illinois State Bar Association

ISBA office - Chicago

[For more information.](#)

May 11

Annual Awards Luncheon

Chicago Bar Association Alliance for Women

The Standard Club - Chicago

June 16 - 18

135th Annual Meeting

Illinois State Bar Association

The Abbey Resort – Fontana, Wisconsin

[For more information.](#)

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