

2010 – 2011

# REPRESENTATIVE Placements

## LAW FIRM

**A sample listing of law firm placements made by Inside Edge Legal in the last year providing insight into the capabilities IEL can deploy on behalf of clients**

- An AmLaw 200 firm needed to fill a skill set gap in a busy practice. The senior partner desperately needed an experienced ERISA attorney who could hit the ground running at the level of a 6th year associate. Despite high demand in the marketplace for skilled ERISA attorneys, IEL was able to find the firm one with the skill set and experience exactly matching their needs. The temporary associate came aboard during a significant peak in workload and had immediate positive impact on the practice group's output.
- A mid-size law firm required a bankruptcy and litigation attorney for a specific case for three months. IEL provided a highly respected and sought after expert in the field who is also an adjunct professor of law at a top 5 law school.
- An AmLaw 200 firm had a need for an Of Counsel position in Florida to support their ballooning foreclosures practice. Unsure of the quality of candidates available, they wished to conduct a search for a temporary attorney. IEL located a highly -qualified candidate for the temporary position who was quickly offered the permanent position as Of Counsel.
- A boutique IP firm with a specialty in technology was lacking expertise in the life sciences, biotech and medical device areas. IEL helped the managing partner identify four IP lawyers with appropriate experience and the unique skill sets needed to diversify the firm's practice. The addition of these attorneys helped the firm's business development activities and their ability to serve their clients in a more comprehensive manner.
- IEL filled a number of paralegal positions for a large, nationally-recognized immigration law firm. One highly specialized position paid in excess of \$130K. The firm had identified only one individual they would consider for that position. IEL was able to provide the firm with their chosen candidate.
- A litigation boutique required a contract paralegal to assist with a spike in work. IEL was able to provide the firm with a senior level candidate who needed minimal training and was able to support the case load with the same level of expertise as their permanent staff.
- A global leader in dispute resolution finance requested IEL's assistance with the growth of their New York City practice. Specializing in providing finance in support of significant corporate litigation, arbitration, and other disputes, this corporation was seeking a junior attorney or senior paralegal well versed in finance litigation management. Using IEL's contract to hire model, the client interviewed 6 candidates which resulted in a permanent offer to a seasoned paralegal.

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**Inside EDGE**  
LEGAL STAFFING SERVICES

## IN-HOUSE

**A sample listing of in-house placements made by Inside Edge Legal in the last year providing insight into the capabilities IEL can deploy on behalf of clients**

- A global technology and services company specializing in the healthcare field acquired a competitor based in Southern California. As part of the purchase the General Counsel resigned from his role creating a major knowledge gap within the legal department. IEL was able to provide a temporary senior corporate counsel for a six-month assignment to manage the newly acquired company's legal team. Upon completion of the assignment, IEL's contractor became a permanent employee with complete oversight of the subsidiary's legal department, reporting directly to the parent company's GC on the East Coast.
- A global heavy equipment manufacturing company was recently awarded the highly-regarded distinction as a "self-assessor" of their imported goods. This distinction requires the submission of quarterly Importer Self Assessments (ISA) to the U.S. Customs and Border Protection (USCBP). Initially it appeared the completion of the ISAs would increase the company's outside counsel and consulting spend, expenses the corporation was looking to limit. IEL worked with its client to locate a customs and regulatory attorney to act as the trade counsel for the entire business. Working remotely on a part-time basis, the project attorney is helping reduce the organization's ongoing cost of outside counsel and consulting firms. The project attorney fills a substantial role, interacting regularly with the USCBP to assure compliance with the Customs-Trade Partnership Against Terrorism and other USCBP regulations.
- A fast growing energy company was seeking legal services in the area of project finance to support three time critical M&A transactions. The GC and CFO were looking to reduce their outside counsel spend by bringing work in-house and using a project attorney. IEL was able to locate a lawyer with the extensive project finance experience needed at a cost 60% less than retaining outside counsel.
- A globally recognized recycler and manufacturer of steel products engaged IEL to perform a contract attorney search for an experienced Environmental Attorney to oversee domestic and international regulatory compliance. This corporation, a client of Major Lindsey & Africa who placed their General Counsel, was able to decrease their reliance on outside counsel by hiring a contract attorney to in-source a large majority of their growing environmental issues.
- A West Coast based biopharmaceutical company developing innovative drugs for the treatment of cardiovascular and inflammatory diseases used a contract attorney acting as a 1099 consultant directly to the corporation. After a year of this arrangement the corporation became concerned about co-employment issues. Following many conversations with various staffing agencies, the corporation and contract attorney decided to engage IEL as payroll administrator. The decision was based on IEL's quality brand, competitive contractor benefits and the long-term advantages of an association with IEL to both client and contract attorney.
- A software company suing a hedge fund was exploring creative ways to manage the case workload while keeping a tight rein on the budget. They decided to implement a project attorney model selecting a seasoned securities lawyer to substitute the need for outside counsel on a portion of the matter. IEL located a Senior Litigation Manager with experience specific to lawsuits against hedge funds.
- A D.C.-based start up company needed an L&E attorney to review their paperwork and contracts for numerous hires made in Florida. IEL located an attorney with extensive Florida L&E experience at a cost that represented a significant discount compared to outside counsel. The attorney was based in a location that the client would never have considered - Cleveland!
- A financial services data management company required 5 litigation attorneys to conduct a series of internal interviews and depositions in Arizona for a month-long project. IEL provided a sitting judge and four other high-caliber candidates to take on their project.
- A global cosmetics company required a junior lawyer or senior regulatory paralegal to assist with various FDA and FAA regulatory filings. IEL was able to quickly fill this niche requirement with a contract paralegal that supports the GC/AGC with corporate transactional work as well as the regulatory compliance requirements for the company.
- A biomedical company needed an IP paralegal to cover a maternity leave. IEL was able to provide them with a highly qualified paralegal that fit seamlessly to their small but active legal team.
- One of America's top five banks was seeking a paralegal to work with and review loan documents. IEL initially placed a highly skilled contract paralegal. Impressed with their capabilities, the bank opted to hire IEL's contractor as a permanent employee.
- IEL has made seven project attorney and three paralegal placements with a Government Agency. These positions are all tied to specific case matters allowing the organization the budgetary flexibility needed to ramp up and down as the case load demands.