

**ASSESS ▪ PLAN ▪ IMPROVE ▪ SAVE**



# Legal Sourcing



**Stop wasting money.  
Start addressing legal services.**



## Effective Legal Departments can boast two things: Strong Relationships and a Solid Bottom Line.

With legal rates on the rise and litigation expenditures growing each year, we ask:

Do you know your legal services expenditure?

Do you have equitable relationships with your legal service providers?

Can you afford to ignore the impact legal spending has on your bottom line?



At Sea Change we believe that Legal Services are built upon relationships. Our Legal Sourcing services reflect that in every stage of every engagement. Our approach is simple: Assess, Plan, Improve, Save.

### Assess

We conduct an Opportunity Assessment that will identify and highlight potential areas of savings. We perform a comprehensive current spend profile, report your resource utilization and spending allocations and evaluate your existing legal operational processes, including your systems. You will gain visibility into your legal spend by firm and matter type, and have a foundation for making solid and profitable legal procurement decisions.

### Plan

We put the data and analysis to work to prepare a Strategic Roadmap to savings. Your legal strategy will feature the optimal mix of internal and external counsel, process and system efficiencies, data and metrics improvements and outside counsel selection criteria. Our Strategic Roadmap also addresses implementation challenges by developing benchmarks for tracking internal operations, outside counsel fees and policies.

### Improve

We create operational efficiencies and cost reductions by enhancing your processes, systems and policies. We streamline counsel selection activities, help select and implement e-billing and matter management systems, achieve rate reductions through structured negotiations with outside counsel, and champion vendor selection efforts through RFP execution.

### Save

We want you to not only achieve, but to maintain and grow your legal sourcing savings. We ensure ongoing savings transparency by delivering executive-level dashboard reporting and metrics monitoring tools for internal processes and outside counsel, conducting meetings with your outside counsel, and offering communication and training initiatives for your legal department staff.

**Our goal is to help our clients save money,  
and we are successful because we couple creation of  
enhanced internal efficiencies with a focus on stronger,  
more equitable relationships with outside counsel.**

### Our Team

We have over 40 years of business experience, leading groups within highly-regarded organizations and serving top-tier clients. Some of the Fortune 500 firms that we have assisted include top investment banks, manufacturers, technology companies, cable and entertainment, life sciences, diversified holdings, commercial real estate and others.

### Rora Tanaka

Rora creates efficiencies through improved workflow management, processes and metrics development. She recently developed the global technology strategy for Morgan Stanley's Legal Department, where she developed operational efficiencies and drove e-billing and matter management systems implementation. Rora has been a featured speaker at several conferences, sharing her expertise in the legal technology arena.

### Greg Woods

Greg develops efficiencies and generates multi-million dollar cost reduction for a diverse client list. Greg executed the Legal sourcing strategy for a top financial firm, which included opportunity assessment, implementation of communication and change management plans and structured negotiations. Greg has been a leader in the strategic sourcing world for over 10 years and continues to drive technological developments in the field.

**Call today for more information: 978.236.1170**