

Corporate Legal Innovation Consultants

Creating Bridges with Internal Clients

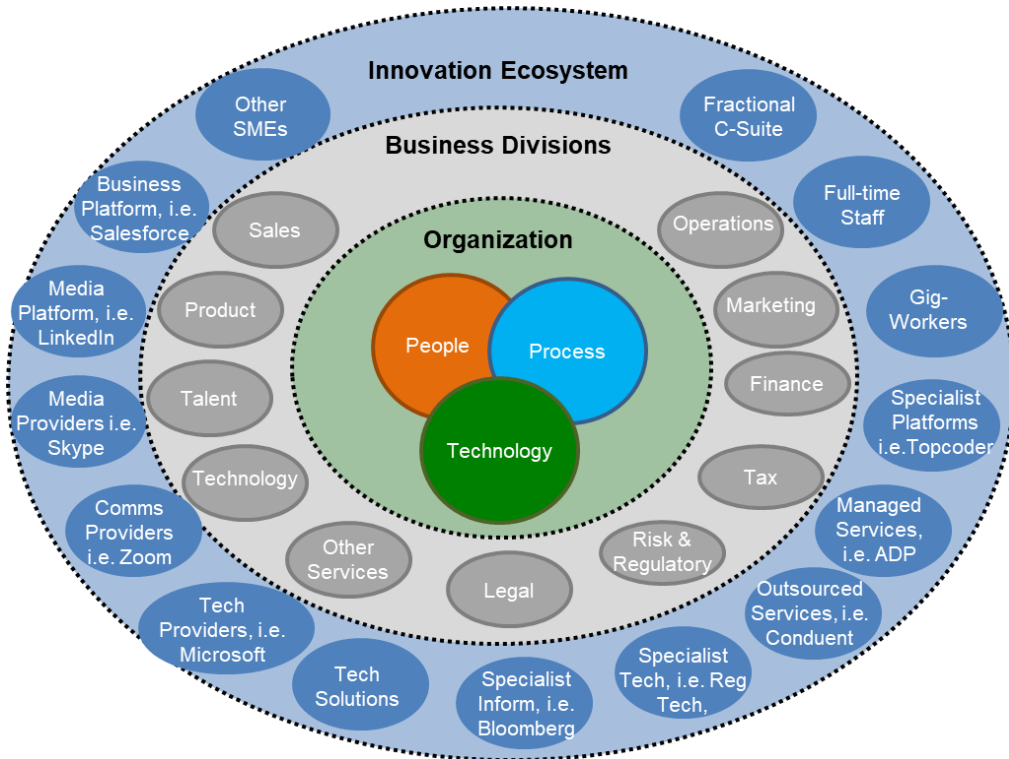
Corporate Legal Department and their Clients

June 5, 2020



Need for Bridges - Businesses will be reexamining the impact of the market conditions on their customer's needs, and assessing how to maintain profitability and margins

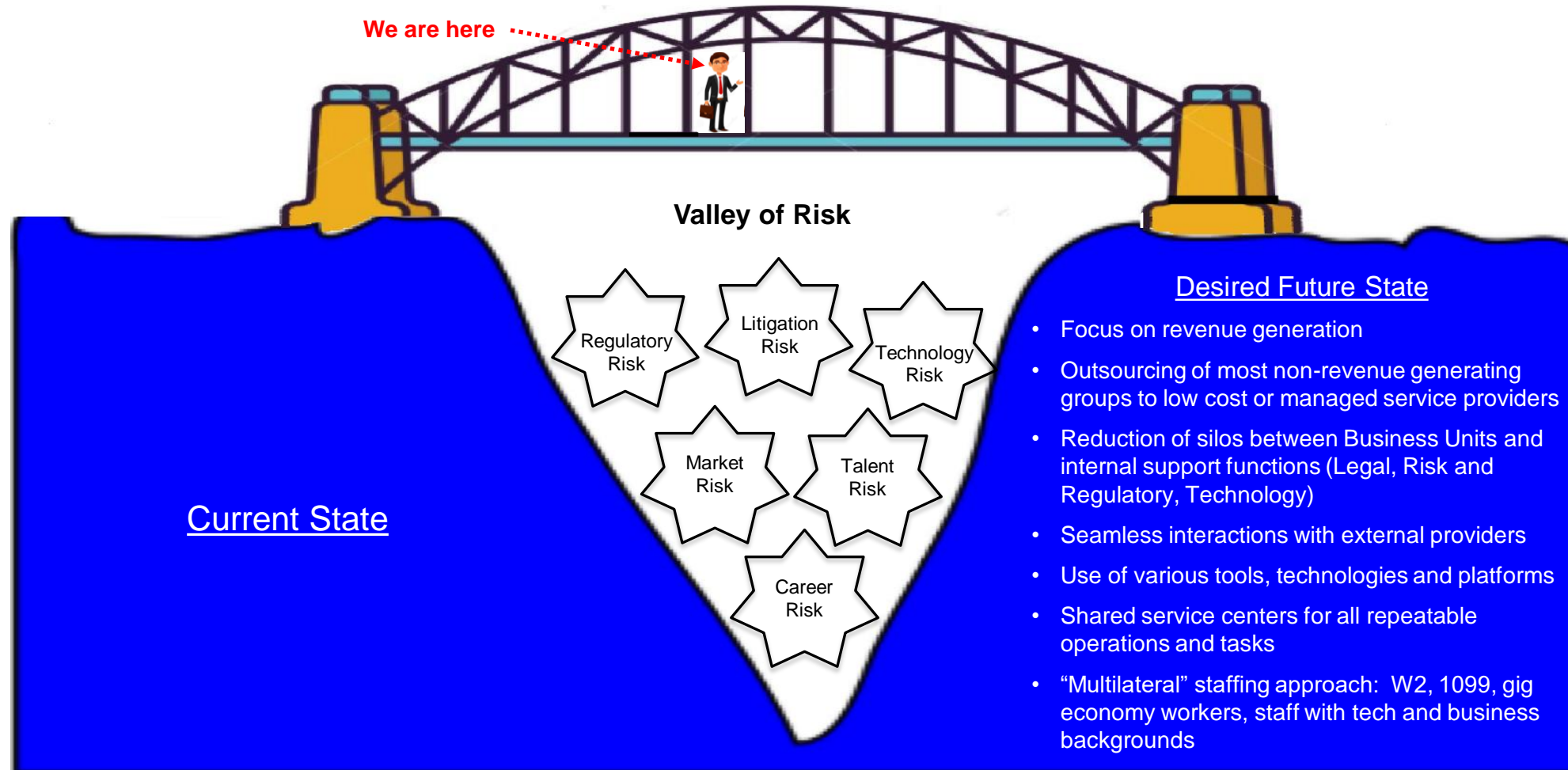
Ecosystem of Providers available to the Business



- In the current market conditions, the organization will face **new and complex** challenges, i.e.
 - **Shifts in customer demand** and ensure that they are not being **disintermediated**
 - Competitor's increasing the **pace of digital transformation**
 - **New and non-traditional competitors** entering the market
- To be positioned for success, C-Suite of firms will focus on becoming **more agile** and **digital** by reassessing their:
 - **Processes** - Identify which **parts of the business** can be automated, combined, outsourced, downsized, sent to a managed service or low-cost provider, or use an alternate talent model
 - **People** - Determine alternate talent models that could be used to continue to meet business needs, at a potentially lower cost-base, i.e. gig workers, specialist talent platforms, fractional team member and leaders
 - **Technology** – Leverage the ecosystem of technology providers

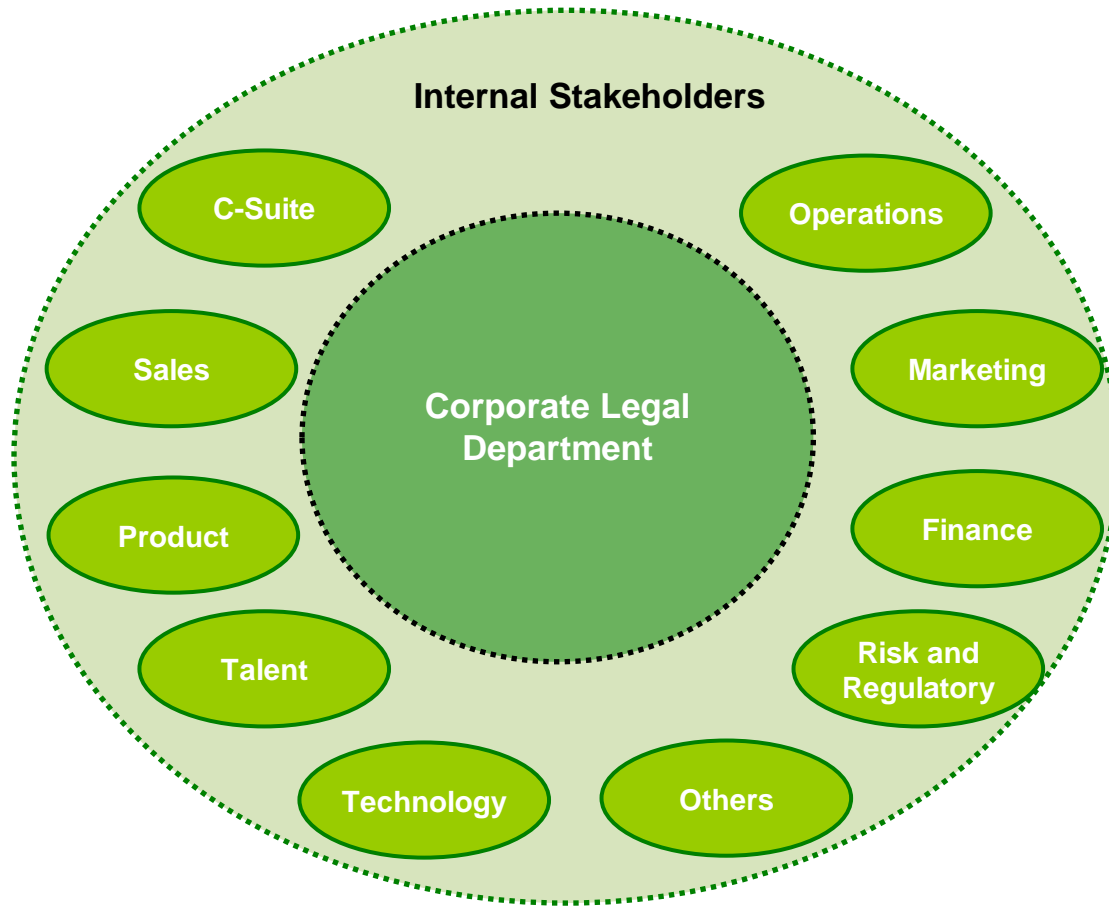
Leadership will need a guide to help them navigate from the current state to the desired future state

- To become more agile and digital, the business will leverage a **complex** and **interdependent ecosystem** of providers. This will create many legal and regulatory risks. Leadership will need a guide who can help them navigate the various challenges



General Counsel is ideally positioned to be that bridge between the various internal stakeholders

- As the business maps out revised processes, talent models, marketing and technology, the General Counsel is ideally positioned to outline the risks and opportunities, and facilitate enterprise conversations, as the legal department transcends the day-to-day issues facing each business.



Potential actions for the General Counsel to take:

- Stay abreast of and interpret laws and regulations for the organization's market segment
- Spot operational risks and opportunities present in digital operations that directly support organizational objectives
- Understand and apply laws and regulation related to new processes, talent models, technology and the organization
- Act as an objective mediator between various divisions and groups that have varied interests and objectives

Six Step Approach to Creating Bridges with the Internal Stakeholders

Approach to Creating Bridges with Internal Stakeholders

