

Helping your team to grow

Losing in-house team members is expensive and sets you back:



1 in 5 people will be actively looking to change jobs at the start of the new year.¹



Average cost to replace a junior legal team employee:

£39,887²



Average time new employee takes to reach optimum productivity:

32 weeks³

Losing in-house team members is increasingly likely if they are:

- bearing the brunt of the need to do 'more for less'
- limited by poor career growth opportunities

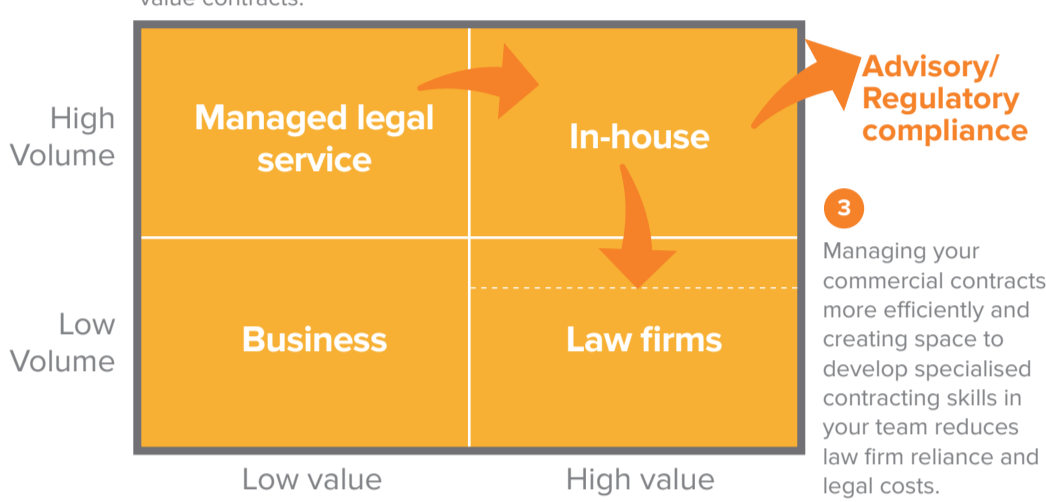
“The [LBC Wise Counsel in-house lawyers’ wellbeing] survey showed a shocking picture ... If this is representative of the in-house sector as a whole, we are sleep walking to a crisis.” Paul Gilbert⁴

Changing how low-value, high-volume work is done gives team members the chance to grow:

Resourcing commercial contracts

1 Team members focus on the high-value strategic work, and clear their desks of the lower value contracts.

2 60% of GCs’ number one priority is managing regulatory risk⁵. Allow team members to develop these specialised skills by improving resource allocation.

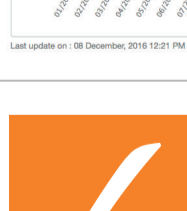
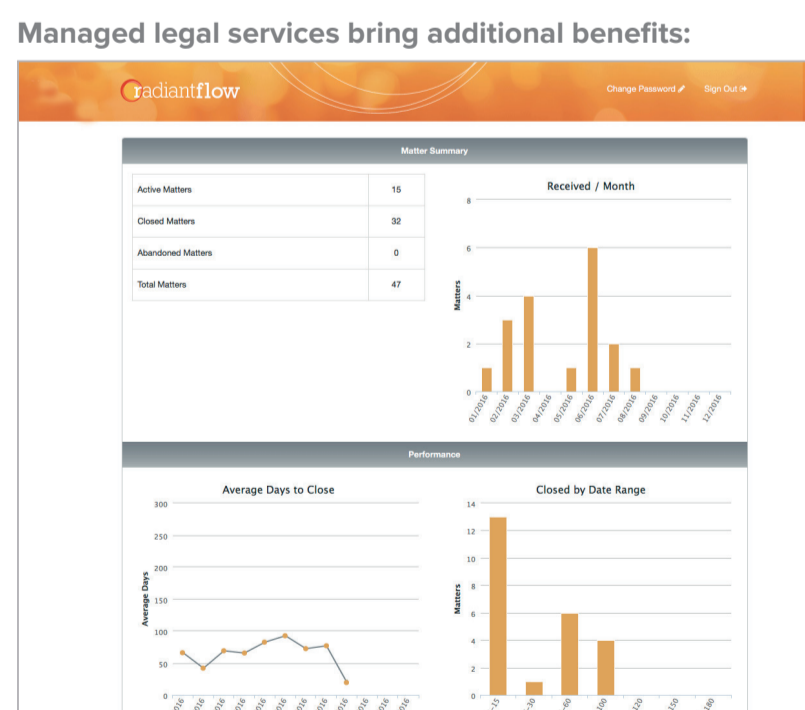


Changing how low-value, high-volume work is done better meets your needs:

Resourcing low-value, high-volume commercial contracts

	RECRUITMENT	LAW FIRM	CONTRACT STAFF	MANAGED LEGAL SERVICES
Run costs	£	£ £ £	£ (£)	£
Capability to handle bespoke strategic deals	✓	✓	...	✗
Quick launch	✗	...	✓	...
Continuous improvement	...	✗	✗	✓
Removes ongoing replacement risk (including recruitment and training requirements)	✗	...	✗	✓
Control over status of matters and data tracking	✗	✗	✗	✓
Resolves issues of head count freeze	✗	✓	...	✓
Consistency of output	✗	✓
Faster turnaround and time to close your contracts	✗	✗	✗	✓

Managed legal services bring additional benefits:



Better quality work for in-house teams:

A key factor for retention, team and career progression.



Managing spikes:

Flex to handle demand and maintain speed and quality.

To discuss how managed legal services can free up your team, contact us today.

1. Investors in People Job Exodus Trends 2016
 2. Oxford Economics The Cost of the Brain Drain 2014
 3. Oxford Economics The Cost of the Brain Drain 2014
 4. LBC Wise Counsel Wellbeing Report 2015
 5. TerraLex General Counsel Excellence Report 2015