

Management Consulting

To achieve market leadership, law firms must align their structures, go-to-market strategies, and systems with their strategic vision. From governance, compensation, and partnership structures to expansion and client and leadership succession plans, these critical elements must support and strengthen each other.

We work with firms at all stages of their evolution and across a broad spectrum of challenges and opportunities, including increasing revenue and profitability, defining and implementing performance metrics, and identifying and facilitating combinations. Yet our goal is always the same: to help our clients attain preeminence in their areas of focus by adding breadth and depth in key practices, industries, and/or geographic markets.

Our Approach

We tailor our services to your specific circumstances, and they may include assessment and strategic enhancement of:

- Client and leadership succession planning
- Compensation systems
- Domestic and international growth
- Financial performance
- Firm governance
- Firm leadership roles and responsibilities
- Insourcing/outourcing strategies
- Leadership development initiatives
- Management of outside counsel
- Organizational structure, policies, and procedures
- Partnership admissions
- Partnership structures
- Performance metrics
- Programs to identify and enhance relationships with clients of strategic importance

Relevant Experience

- Advisor on groundbreaking mergers and combinations for market-leading national and international law firms, including the largest transatlantic law firm industry merger in history and the first combination between an Am Law 100 firm and a Chinese law firm
- Advisor to global law firm with a presence in more than 40 countries on multiple combinations
- Trusted advisor to numerous Global 50 chairs and managing partners, including the leadership of the preeminent law firm of the People's Republic of China
- Advisor on reorganization of tech giant's 1600-lawyer global legal department and succession planning for the company's chief legal officer
- Convener of Zeughauser Group Chair Roundtable and other roundtables (20 years)