

# *Finding the perfect contract attorney leads to a trusted partnership.*

## Summary

*Client industry:* Law firm

*Business challenge:* Our client needed assistance with a large case, but couldn't justify charging their normal hourly rate to their client.

*Highlights/outcomes:* Our experienced contract attorney was soon offered a permanent position at the firm. Special Counsel is now the client's go-to legal talent provider.

## || SCI

SCI is the legal talent recruiting division of Special Counsel—the nation's largest full-service provider of legal solutions. To learn more about contract attorneys, contact your local SCI location today. [specialcounsel.com](http://specialcounsel.com)

## Opportunity

Our client needed an additional attorney to assist with a large case involving a complex workload and an impending deadline.

### *Business Challenges*

The end-client's budget constrictions for this particular matter made it difficult for our client to justify the cost of billing an additional associate's normal hourly rate, so they reached out to Special Counsel for assistance.

## Engagement / our solution

In just a few days, Special Counsel's recruiters located a contract attorney with the litigation experience and knowledge sought by our client.

Our contract attorney immediately excelled in his new role and began taking on his own defined workflow. As time progressed and the case developed, our contract attorney's responsibilities grew to include collecting witness depositions, indexing documents,

authoring motions, and taking over point-person duties between the firm and the end-client's general counsel.

At the end of the assignment, this contract attorney had become indispensable to our client and was offered a full-time position, which he accepted.

## Outcomes / highlights

As additional needs for our client arose, Special Counsel was able to quickly match candidates to their corporate culture, fulfill their background requirements, and place new attorneys and legal support staff in the needed positions. Our placed contract attorneys were subject matter experts who assisted with document review and case organization.

Since mid-2014, Special Counsel has placed nine contract attorneys with this client. As our relationship has grown, we have become our client's go-to vendor for contract attorneys, paralegals and legal secretaries.