

MLA Solutions Practice Group

Case Study

CLIENT:

A global alternative energy provider that is a subsidiary of a multimillion dollar public energy company

PROBLEM:

Our client received an influx of cash from its parent company to finance an international acquisitions strategy of consolidating smaller energy industry providers and contractors. Consequently, our client had a temporary increase in M&A activity that required additional attorneys to oversee M&A due diligence, deal checklists, negotiations and overall M&A activity.

SOLUTION:

Major, Lindsey & Africa's Solutions Practice Group (SPG) brought its experience in providing solutions and consultation around business expansions – which includes the ebbs and flows of the legal workload that come with M&A. In this scenario, it was critically important to find an expert in these specific transactional matters that would be able to quickly assimilate to the company. We identified an AmLaw-trained attorney who had a wealth of international M&A experience.

SUCCESS:

We were able to provide a strong selection of candidates who met all of the client's desired criteria. The selected candidate was able to come up to speed quickly, and the increased internal legal presence effectively reduced reliance on outside counsel and its associated costs.

CATEGORY:

Transactional