

MLA INTERIM LEGAL TALENT CASE STUDY

Clinical-Stage Life Sciences Organization Focusing on Novel Nerve and Neurological Treatments

Industry

Life Sciences

Location

Cambridge,
Massachusetts

Project Duration

10 months

Time To Placement

Three weeks

The Challenge

As this clinical stage life sciences organization prepared to enter the clinic and commercialize its products, it sought to build its legal team thoughtfully and methodically. After hiring a general counsel from one of the world's most revered and successful international pharma organizations, the company encouraged her to be very deliberate in her approach.

Understanding that assembling the correct team would take time and that continued funding would be determined by the product's success in clinic and at commercialization, the organization was not in a place to immediately hire permanent, full-time employees. However, the organization wanted to ensure the general counsel and her deputy were not overworked and were adequately supported.

Although the organization could not immediately build a full legal department, they needed to ensure that their marketing and promotional program complied. Failure to comply could trigger federal investigation, requests for information and huge legal fees, cutting into both the company's run rate and adversely impacting its ability to attract additional investors or federal funding. As such, the organization sought a skilled, subject matter expert who had previously advised similarly situated clinical stage organizations with medical legal and regulatory affairs reviews.

The Solution

While in a prior role at a large, international pharmaceutical organization, the general counsel had worked with MLA Interim Legal Talent, so they knew our capabilities and depth of expertise, particularly in the life sciences space. Our client needed a specialized skill set in compliance for their advertising and promotional materials and was open to both local and remote candidates. Within three days of launching the search, two potential candidates were selected for interviews. Within 24 days (timeline included background check and onboarding), a placement was made.

The chosen candidate had a background in ad/promo compliance for emerging drugs, along with high emotional intelligence and expertise as a law/compliance professor.

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The Results

Using MLA Interim Legal Talent allowed the client to carefully consider direct placement hiring options and find an excellent candidate who matched both the substantive requirements and emotional intelligence needed for a compliance role. The client was also able to avoid the costs associated with using an outside law firm and training an inexperienced law firm associate secondee. The interim advertising and promo counsel established a reliable process with checks and balances until a permanent compliance counsel could be hired.

Based on the successful filing of this role, the general counsel asked MLA Interim Legal Talent to also assist with an Interim Contracts Counsel Role a few weeks later. The client plans to continue using interim coverage for specialized skill sets as they try to justify head count and take their time in finding a direct placement candidate.