

Transforming Legal Services Procurement

A global chemical and ingredients distributor did not have a formal RFP process in place to evaluate its candidates for external legal services. The general counsel sought our advice on designing the RFP and establishing evaluation criteria for the respondents.



Our Approach

We developed an advisory document that guided the client on evaluating their priorities for outside counsel, recommended best practices for the RFP process, and supplied potential RFP questions. These ensured the client received comprehensive information from the respondents, enabling strategic decision-making when selecting the most suitable counsel for their needs.

The Outcome

The client is now well-equipped to manage their internal RFP process, allowing them to effectively evaluate both current and potential outside counsel firms.