

OUR MANAGED SERVICES AND DIGITAL TRANSFORMATION OFFERING FOR LEGAL DEPARTMENTS



THE CHALLENGE

The business world has changed. With **technology** making a breakthrough in all businesses (no matter industry sector or size) and **scarcer operational budgets**, companies seek productivity and value from their investments like never before.

This is also true for legal advice: companies wish to get the most out of their legal departments. However, not all legal departments have relished the benefits of digital transformation and innovation. Many still struggle with oversized or **detached teams** and considerable **dependence on external lawyers**. On the other hand, there are legal departments that face another problem – impossibility to manage certain projects and workstream due to a **lack of resources**.

We believe that this situation is **no longer sustainable** and should be improved.



THE SOLUTION

Firstly, for us, any legal department open to innovation can reconceptualize and **transform itself completely** with the objective of reducing costs and boosting efficiency and thus being more prepared for the challenges of the new century.

Secondly, our Managed Services offering is focused on helping clients with their **specific projects and workflows** by handing them to a team of our experts who work seamlessly with the client's existing team.

This outsourcing service gives especially good results with **contract management, large-scale projects** (such as regulatory changes and large transactions) and other **peaks of work** where the level of demand is hard to predict.

At Samaniego Law we work closely with **Integreon**, a leading global managed services provider, to provide our Managed Services solutions and to fully or partially outsource and transform digitally the in-house legal functions of big corporations.

“Samaniego offers clients flexible legal resourcing, primarily in the provision of interim legal managers, as well as managed legal services.”



Depending on each case, we take on the legal function of either **specific units** within the legal team or the **entire legal department**.

We carry out **exhaustive analysis** and due diligence regarding the client's staff, financials, processes, contents and technology before designing the proposal and we work actively with client on communication plans. Together with our client's resources we create a **perfect mix** of people, process and technology.

We synergize with Integreon in our out-of-the-box approach and tireless quest for excellence

THE BENEFIT

Once the transformational process is finished, the company becomes a much more **effective** business organization in form and essence - with an **improved internal organization** and providing the existing legal team with a significant professional upgrade and an **exciting project with a future**. Moreover, aside from the efficiency gains, the result of the transformation is **significant cost savings** for companies in their legal invoice in both short and long terms.

Our key objectives are:



Maximizing the business value of the legal department



Improving quality of service



Realizing cost savings and predictability



Our joint offering comprises:

- re-engineering of legal workflows
- cost-effective staffing
- more rational use of external counsel
- introduction of right-fit technology
- other advisory services.

We make sure that the decisions that we make are well-balanced and solutions we offer are smart, reasonable and tailored to the **circumstances of every company**. We always scale up or down our engagement with clients according to their needs.

It's all about Optimization

CONTACT US



Javier Fernández-Samaniego
javier.samaniego@samaniegolaw.com
+34 687 855 619

Manuel Esteban
manuel.esteban@samaniegolaw.com
+34 670 729 135



About Samaniego Law

Samaniego Law is one of the first ALSPs in Europe founded in 2017 by Javier Fernández-Samaniego, one of the leading IT lawyers in Spain after 25 years of practice and management of law firms in Big Law. The firm's collaborative hybrid structure comprises a triad of interconnected services - legal advice with focus on IT law and dispute resolution, project solutions, and contract & legal management. Though acting globally, the firm focuses mainly on serving the Latin Atlantic region and has offices in Madrid and Miami. Its team comprises a seasoned network of lawyers, legal interim managers and trusted professionals, including non-lawyers like economists, tech and AI experts and lobbyists. The firm is also known for its flexible fee structures.

www.samaniegolaw.com

SAMANIEGO

About Integreon

Founded in 1998, Integreon is a leading global provider of legal and business solutions to law firms, corporations, and professional services firms. It has over 4,000 multi-lingual employees working globally and has eight-ISO-certified delivery centers in US, UK, India, and The Philippines. The team comprises Six-Sigma process engineers, contract management professionals, technology implementation specialists, data analyst, CIPPs, CFAs, MBAs and Robotic Process Automation / Artificial Intelligence programmers (RPA/AI). Integreon has a track of game-changing engagements with top international companies. Thanks to this partnership, Samaniego Law can offer its Spanish-speaking clients around the world both scale and the ability to leverage Integreon's extensive talent pool. Furthermore, together the firms monitor and evaluate new and best-of-breed technologies available in the market.

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