



## Acquis is a Consulting Firm Specializing in **Strategy** and **Implementation**



## How We Help

We help ambitious organizations solve business challenges that enable sustainable growth and healthy efficiency. We do this by not just designing strategies but also putting them to work.

### SERVICES

- Digital Transformation & Customer Strategy
- Legal Spend Optimization
- New Product and Service Development
- Post Merger Integration
- Procurement & Strategic Sourcing
- Shared Services
- Technology Solutions
- Travel, Expense & Meetings

### EXPERTISE

- Analytics and Reporting
- Change Management
- Operational Strategy
- Process Engineering
- Program and Project Management
- Systems Implementation



## Our Values

### PEOPLE FIRST

It takes great people to do great business. Our people are the source of our unique expertise and why we've designed a home that inspires the curious mind. The care of our people and culture is our highest priority. We nurture and learn from every team member. We do this to create a leading company and breakthrough results for our clients.

### ADVANCE TOGETHER

Relationships are at the core of advancing business. We build every relationship on trust and honesty so our clients can always rely on us as both advisor and ally. We design our relationships to be genuine, not just to be great partners but also to enable growth that is both measurable and meaningful for our clients.

### THINK + DO

All too often in our industry we see resources wasted on strategies that are never put to work. We created Acquis to change that. We help our partners create new ways to think about their business but we don't stop there. We see projects through and help implement ideas, turning them into lasting business value.



## HOW WE CAN HELP

Acquis streamlines and improves quality and cost of services for legal services and operations. Combining our deep expertise in sourcing and systems implementation with legal industry expertise, we assess business needs and develop and execute sourcing, operational, and systems strategies to enable more efficient and effective legal functions.

## OUR SERVICES & PROCESS

### LEGAL SERVICES & OPERATIONS STREAMLINING

- Current state assessment and recommendations to improve efficiency of Legal Matter Management and Operations based on benchmarks and best practices
- Sourcing and negotiations with 3rd party suppliers

### LEGAL SYSTEMS SELECTION & IMPLEMENTATION

- Legal systems platform project management, requirements gathering, design/configuration, testing, change management, and stakeholder management services

#### 1 BASELINE PROCESS & SPEND ANALYSIS

- Baseline legal matter management and operations
- Total cost of internal and supplier spend

#### 2 SOURCING & VENDOR MANAGEMENT PLANNING

- Insource/outsource business case
- RFP/billing guideline requirements
- Internal and vendor management process and policy recommendations

#### 3 SOURCING & PROGRAM EXECUTION

- Billing guidelines development
- RFP management, analysis and insights
- Vendor management design implementation

#### 4 NEGOTIATIONS & CHANGE MANAGEMENT

- Negotiations strategy and tactics
- Change management and communications plans

#### 5 REQUIREMENTS GATHERING

- Kickoff and goals alignment
- Baseline and process improvements
- Gap analysis
- Requirements documentation

#### 6 TOOL CONFIGURATION & REQUIREMENTS

- Process and model design
- Review of design requirements vs. configuration
- Defect log

#### 7 PROJECT MANAGEMENT

- Work stream kick-off decks
- Key review meetings
- Sign-offs
- Issue resolution

#### 8 CHANGE & STAKEHOLDER MANAGEMENT

- Training strategy/plan
- Training materials (e.g., QRGs, course outlines)
- Scheduling and communications

## CASE STUDY

### Enterprise Pharmaceutical Company

Our consultants led the sourcing of legal services for a global pharmaceutical company. The client worked with more than 350 law firms across all subject matters, and had not held a legal sourcing event in over five years. To better align the legal team with the strategic vision of the company, Acquis:

- Sourced a consolidated supplier base which maintained the highest-performing suppliers
- Created a standard rate card to improve invoice processing and provide consistency with budgeting and cost management
- Sourced and implemented a vendor management tool to effectively monitor supplier performance, track invoices, and provide management oversight
- Net result: improved speed of contracting by >3x, 8% reduction in fees, and 70% reduction in invoices