



CASE STUDY

From Trusted Specialist to Strategic Legal Partner

"Trust is earned in moments that matter — and expanded when outcomes consistently deliver."

 consilio.com
 info@consilio.com



HOW A GLOBAL FMCG ENTERPRISE BUILT A LONG-TERM LEGAL PARTNERSHIP WITH CONSILIO

Strategic legal partnerships are earned through consistent delivery, sound judgment, and the ability to perform when stakes are highest.

Consilio's relationship with this global FMCG enterprise began more than 15 years ago, supporting a major class action at a critical moment for the business. What started as targeted eDiscovery support evolved into a long-term partnership built on reliability, discretion, and measurable outcomes. For more than 12 years, the client has worked with the same core Consilio delivery team — ensuring continuity, deep institutional knowledge, and confidence that execution would remain consistent even as complexity and volume increased.

Proven results created permission to expand responsibility. Successful delivery in litigation support and legal technology led to broader engagement across regions and divisions — without disruption, reinvention, or increased risk. As new challenges emerged, the client turned to Consilio to support enterprise-critical initiatives that required scale, certainty, and speed -standing up a fully operational legal function during a global divestment, deploying structured legal teams to absorb volume without permanent headcount, transforming legal spend governance at scale, and enabling defensible adoption of Generative AI across contracting and legal operations.

A 15-year partnership built on trust, expanded through outcomes, and embedded across the global legal function.

- 57% reduction in external legal spend
- €13M in verified value delivered in 60 days
- 600+ legal professionals enabled globally

Today, Consilio operates as a strategic partner embedded across the organisation's legal ecosystem — supporting litigation, transactions, operations, financial governance, and legal innovation. The partnership is defined not by the number of services delivered, but by trust built through outcomes, consistency under pressure, and a shared commitment to keeping Legal in control as the business evolves.

PARTNERSHIP IN ACTION

How Trust Translated into Enterprise Impact



eDiscovery: The Foundation of Trust

Our relationship with the client began with high-stakes litigation support, where reliability, discretion, and speed were critical. Over time, delivery evolved from ad hoc project support into a structured, hosted model that introduced predictability, improved service levels, and commercial transparency. Throughout this evolution, the client has worked with the same core eDiscovery team for more than 12 years, preserving deep institutional knowledge and ensuring consistent execution as matters, data volumes, and organisational complexity increased.

Impact:

A **15-year relationship** that grew from a **small specialist team** into a dedicated, multi-disciplinary account supporting complex matters globally.



Divestment: Legal Continuity When It Mattered Most

When the organisation undertook a complex global divestment, Legal needed to operate independently from Day 0, without disruption, over-investment, or execution risk. Consilio delivered a fully integrated solution spanning legal technology, operations, and delivery capacity, ensuring immediate operability and a defensible path to scale.

Impact:

A fully functioning global legal organisation stood up at speed, delivered at just **12% of the parent company's cost** baseline, with **88% fewer legal technology investments** and **zero operational blockers**.



Structured Teams: Scalable Capacity Without Permanent Headcount

As demand increased post-divestment, the client required reliable legal capacity that could flex with volume and complexity. Consilio deployed structured legal teams aligned to real workloads absorbing end-to-end contracting activity while integrating seamlessly into existing teams, systems, and workflows.

Impact:

High-volume legal work delivered consistently across regions, enabling senior legal leaders to focus on strategic priorities rather than resourcing constraints.



Legal Spend Management: Control, Transparency, and Predictability

Facing rising costs and fragmented oversight, the client partnered with Consilio to stabilise, modernise, and optimise global legal spend. By combining technology optimisation, process redesign, and competitive sourcing, Legal gained real-time financial visibility and durable cost control.

Impact:

57% reduction in external legal spend, **95% faster** accruals, and **millions** in verified savings, elevating legal spend management from administration to strategic control.



Generative AI: From Experimentation to Enterprise Capability

With strong operational foundations in place, the partnership evolved into responsible innovation. Consilio enabled a structured, defensible rollout of Generative AI across contracting and legal operations — prioritising adoption, governance, and measurable value over experimentation or risk.

Impact:

€13M in verified value delivered in 60 days, **600+ legal professionals enabled globally**, and **GenAI embedded into daily legal workflows** with confidence.

WHAT THIS PARTNERSHIP DELIVERED

Across more than a decade of collaboration, the partnership delivered measurable impact at enterprise scale — strengthening Legal's ability to operate with control, confidence, and speed without increasing risk or complexity.

Consolidated Outcomes

- **15-year strategic partnership** spanning litigation, legal operations, technology, and AI
- **57% reduction in external legal spend** through globally governed, technology-enabled processes
- **€13M in verified value delivered within 60 days** through GenAI-powered contract review
- **600+ legal professionals enabled globally**, with consistent standards and workflows
- **Day 0 legal operability achieved** during a complex global divestment
- **88% reduction in legal technology investment** and **67% fewer systems**, without compromising capability
- **High-volume legal work absorbed at scale** through structured legal teams, without adding permanent headcount

WHY CONSILIO

This engagement reflects what sets Consilio apart as a strategic legal partner:



Proven at Enterprise Scale

Trusted by the world's largest organisations to deliver consistently across regions, functions, and high-stakes moments.



End-to-End Legal Capability

A single partner spanning legal delivery, operations, technology, and innovation reducing complexity while increasing control.



Defensible Outcomes, Not Experiments

Every initiative is governed, measurable, and designed to stand up to internal and external scrutiny.

THE VALUE OF A STRATEGIC PARTNER

As legal teams face growing complexity, volume, and pressure to innovate, the value of a trusted partner extends beyond individual projects. This partnership demonstrates how consistent delivery, mutual trust, and enterprise-ready execution enable Legal to move faster without increasing risk. Each expansion reflected increased confidence in delivery — not an expansion of scope for its own sake.

Consilio doesn't just support Legal functions. We operate alongside them, providing the confidence, scale, and judgment required when it matters most.



Looking to scale legal capability without adding risk or complexity?

See how Consilio's Aurora AI suite can streamline your review workflows and accelerate case insights.

For more information, visit [Consilio.com](https://www.consilio.com).



Ready to Learn More?

[consilio.com](https://www.consilio.com)

info@consilio.com