



# Standing Up a Legal Function at *Global Scale*

## How LOD Structured Teams Enabled Control from Day One

### Client Challenge

#### A New Entity, €8B in Revenue, and Zero Legal Infrastructure

When an FMCG multinational divested a major business unit, the newly independent company inherited a complex, high-value commercial landscape, but no legal function to support it. Overnight, the divested global business was required to operate independently, managing thousands of contracts, high-stakes commercial deadlines, and global stakeholder expectations, all with minimal headcount and significant cost pressure.

To remain in control of volume, risk, and business-critical timelines, the divested global business required immediate, scalable legal support and the right blend of expertise to build a fully functioning legal operation from the ground up.

This included:

- **Rapid access** to specialised legal talent across multiple regions and disciplines
- **Scalable resourcing** that could flex with unpredictable post-divestment workload
- **Cost-efficient coverage** through fractional, nearshore, and offshore models
- **A cohesive team** capable of absorbing full workstreams (e.g., supply chain contracting)
- **Leadership-level support** to guide Day 0 to Day 1 transition
- **Legal operations capability** to implement tools, reporting, workflows, and CLM readiness
- **Template rationalisation** to support automation and reduce complexity
- **Data privacy expertise** to ensure compliance across key markets

In short, the newly independent company needed a fully operational legal function — built at speed, built for scale, and built to keep the business moving from Day One.

# Solution

## Building a Fit-for-Purpose Legal Function in Real Time

LOD deployed a multi-disciplinary Structured Team, supported by fractional secondments and specialist expertise, designed specifically around the needs of the divested global business. The delivery model ensured consistency, quality, and seamless integration with internal stakeholders — providing the perfect fit, every time.

### Core Components of the Solution

- **Legal Operations Team (South Africa)**  
Implemented Legal Tracker and Pursuit, optimised spend, streamlined processes, supported day-to-day operations, and contributed to CLM and AI roadmap planning.
- **Template Rationalisation**  
Reduced 250 legacy templates inherited from the multinational to 50 CLM-ready versions.
- **Regional Legal Support (Middle East)**  
Delivered in-region support for Sales, Marketing, and commercial agreements.
- **Fractional GC Support (Netherlands)**  
Provided senior leadership for complex commercial matters during the transitional period.
- **Structured Team (South Africa)**  
Absorbed high-volume supply chain contracting across warehousing, manufacturing, IT, SaaS, and logistics.
- **Data Privacy Expertise**  
Supported DPIAs, risk assessments, consents, website compliance, and data-mapping activities.

Together, these components formed a cohesive, scalable, tech-enabled legal function operating as an extension of the newly independent company delivering control, capacity, and confidence from Day One.

*A fully functioning, scalable legal department built and operational in real time — enabling senior leadership to focus on strategic priorities, including the upcoming IPO.*



## Results Achieved

The divested global business gained immediate access to scalable legal capacity, consistent high-quality delivery across complex workstreams, reduced operational pressure on senior leaders, and tighter controls over cost, volume, and timelines during a high-stakes transition.

# 500+

Matters triaged and managed between July–October, with 85% closed to date



Strategic capacity unlocked, allowing leadership to prioritise IPO activities and long-term planning

# 30+

Supply chain agreements completed per lawyer per month



Operational efficiency gained through structured intake, triage, taxonomy, and market-level reporting



Template library reduced from 250 to 50, enabling CLM deployment



Model scaling into 2026, including support for non-English contracts and regional localisation

Start with a short working session to assess where a Structured Team could stabilise delivery, absorb volume, and give Legal control from Day One.

**Talk to us about building a fit-for-purpose legal team.**

