

Partner Talk #2 - Global Impact: Exploring Business Continuity and Growth through Offshoring Strategies



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Global Impact: **Business Continuity and Growth** through Offshoring Strategies

How Do We Scale Greatness

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Murray Joslin

Executive Vice President at Integreon in 2017

I am passionate about law firms operating efficiently.

25+ years working with global law and professional services firms to deliver effective outsourcing solutions for back and middle office operations in office, onshore and offshore.

Working with law firm's exceptional and sophisticated leaders is meaningful and rewarding.

“Our job is to find ways to scale greatness.”

McKinsey & Company

Law Firm Landscape

84% of AMLAW **150** have practices in international locations

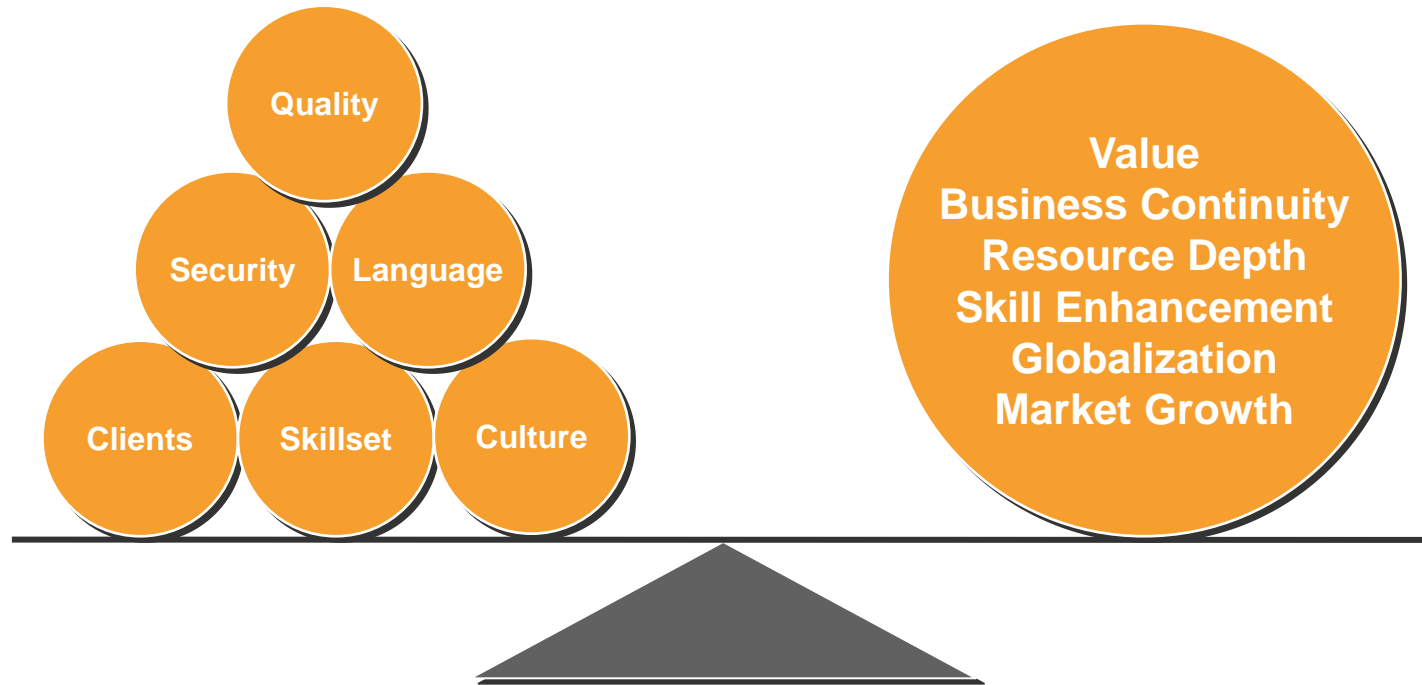
21% have more international locations than US locations

Professional Services Landscape

100% of the **10** top Investment Banks
utilize offshore resources for operational delivery

100% of the **10** top Consulting Firms utilize
offshore resources for operational delivery

Vantage Points on Offshoring





Offshoring Scorecard

Area of Support

Location
Criticality

1-5

How will it scale Greatness

- ✓ Resource Depth
- ✓ Expertise Enhancement
- ✓ World Class Delivery
- ✓ Recruitment / Retention Benefits
- ✓ Global Legal Delivery
- ✓ Reduces Tension on Delivery Cost Investment
- ✓ Tech Forward

Assurances of Success...

- ✓ Workflow Improvement
- ✓ Adoption Expectations
- ✓ Workflow Measurements
- ✓ Location Expertise

Impact Areas

Workflow

Gen AI

Productivity

Firmwide

Practice
Group

Other

Tech Platform



Cloud



Local

Applicable
Applications

Integration with Current Platforms



Impact of Implementation - \$

Time/Cost / Resources to Implement - \$

Determining Questions

- Do we need to be good at this in a particular location?
- Do we gain or lose expertise by delivering from a specific location?



“Be Curious...”

Ted Lasso
21st Century Philosopher

Integreon Offshore Presence

3,500+ professionals in our offshore locations including **Presentation Specialists, Legal Document Experts, Graphics & Conceptual Designers, Researchers, Lawyers, Paralegals, Statisticians, and Data Analysts** providing right-sized programs leveraging emerging best practices, technology, and a data-driven approach to help clients **transform the way they approach their businesses**



72% of Top 25 clients

have been with Integreon for **5+ years**



- 3 Offshore locations: Mumbai, Noida (India) and Manila (Philippines)
- Evaluating our 4th offshore location in the Latin America region
- Flexible and modular business models
- Supporting clients from legal, consulting, private equity, investment banks, asset management, and financial services catering to a variety of service requirements

Contact Information



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