

WE'VE CHANGED THE MODEL.



Lauletta Birnbaum LLC
ATTORNEYS AT LAW

Outsourced General Counsel Model

OUR MISSION:

To help our middle-market clients reduce their legal budget and increase revenue without compromising quality or responsiveness. Here's how:



Cost Reduction

We help reduce the total cost of legal services across the entire organization by creating repeatable processes for use within the organization and by the firm. Instead of the more traditional approach of using a multi-faceted in-house legal department or relying heavily on large outside law firms, we "unbundle" and help better manage the necessary legal functions within an organization.

Responsiveness

We provide highly responsive, on-demand access to our clients, as if we were down the hall. We also have the ability to expand and contract based on client needs. With a team approach, our clients have access to multiple areas of expertise but only when and if needed.

Revenue Production

We contribute to the sales and revenue-producing aspects of our clients' organizations by assisting our clients in developing go-to-market business terms, revenue models, and intellectual property strategies; providing sales and product development support; assistance in negotiation strategy and direct customer negotiations; expediting the sales process and closing deals faster by developing streamlined forms, having a deep understanding of the client's business and products, developing clear, management approved guidelines. These steps provide acceptable negotiation parameters and terms so that the negotiation team can make decisions "on the fly."

Risk Management

We offer risk-exposure analysis and recommend strategies designed to help reduce the overall cost of risk. We'll also bring on a third-party risk analyst, cyber security expert or insurance expert when needed.



WHAT OUR CLIENTS HAVE SAID ABOUT THE MODEL

“Every company needs to have access to competent legal advice and counsel. With Lauletta Birnbaum, we have an attorney that understands our business, our plans and goals, which is important to successfully operate in a fast-paced, high-tech environment operating an international business with many moving parts like ours.”

Joel Myers | Founder & President, AccuWeather



“In addition to quality lawyers and the responsiveness necessary to keep pace with the speed at which our business operates, with Lauletta Birnbaum, our legal budget remains under control.”

Larry Berran | Former CEO, iPipeline



Results may vary depending on your particular facts and legal circumstances.

OTHER REFERENCABLE CLIENTS



ABOUT LAULETTA BIRNBAUM LLC

Our lawyers are from the nation’s most prestigious law firms. Our fee structure isn’t. Our lawyers bring entrepreneurial energy, real-world business experience, and legal savvy to our clients. We represent both private and public companies in various industries, including many in the complex fields of software, data, and high technology.

Offices in Philadelphia, Pennsylvania and Sewell, New Jersey

Corporate | Mergers & Acquisitions | Employment & HR | Commercial Litigation | Venture Capital & Emerging Growth
Data Privacy & Cybersecurity | Technology, Software, Licensing & Distribution | Intellectual Property
Real Estate | Zoning & Land Use

