

General Counsel Services

Trusted legal advisors
working side-by-side
with you



Companies large and small need trusted counsel from legal advisors who understand their business. Whether you are

- a business professional for a company without in-house counsel
- a company's first general counsel establishing your legal function or new to the General Counsel role
- seasoned general counsel with an in-house legal team
- solo in-house counsel seeking trusted legal counsel

our team brings experience serving as in-house and outside general counsel and practical business insights to guide your company on day-to-day and strategic marketplace matters.

We help our corporate clients manage

- Business and legal risks
- Corporate formation and governance, subsidiary governance, and board-related matters
- Day-to-day legal operational matters
- Contract processes
- Financing and growth objectives
- Government and internal investigations
- Legal team operations and efficiency measures
- Litigation readiness and response
- Post-acquisition integration
- Technology and information management and security strategies

Interdisciplinary team with practical business perspectives

Related Practice Areas

Antitrust

Banking & Financial Services

Business Development Companies

Commercial & Syndicated Lending

Corporate & Securities

Corporate Governance

Cybersecurity & Data Privacy

E-Discovery - Encompass

E-Discovery & Information Governance

Emerging Growth & Venture Capital

Employment & Labor

Executive Compensation, ERISA, Employee Benefits

FinTech

Franchise & Distribution - Corporate

Investment Management

Litigation

Mergers & Acquisitions

Private Equity

Public Company Compliance & Counseling

Real Estate

- Former in-house counsel, general counsel, and company compliance and executive officers
- Government regulators and enforcement attorneys
- Corporate and association board member perspectives
- Defense bar and industry association leadership, networks and insights
- Range of industry experience and inside understanding of internal business dynamics and the importance of corporate culture
- Broad Nelson Mullins practice platform across multiple practice areas to serve range of legal needs

Clients span industry sectors

- Automotive & Transportation
- Business Services
- Consumer Products & Retail
- Banking & Financial Services
- Healthcare
- Life Sciences
- Manufacturing
- Pharmaceuticals & Medical Device
- Real Estate

Fuel practical business solutions with trusted legal service relationships

Implement practices leveraging the strength and resources of our Firm, working with responsive and experienced attorneys who understand the needs of general counsel and companies without in-house counsel and using legal service relationship models designed to help bring budget predictability and cost- efficiencies.

Our General Counsel trusted advisor services allow you to

- **Advocate for your company** – before regulators, the courts, as part of government relations strategies, and on business transactions
- **Anticipate legal needs** – and develop and implement policies, practices and strategies aligned with business objectives
- **Benchmark and leverage good practices** – implemented by other general counsel or companies and grow your professional networks
- **Conduct internal investigations on sensitive matters** – guided by legal counsel who understand the need for an integrated approach to manage potential litigation, regulatory and reputational risks
- **Create and assess compliance programs** – aligned with your business and designed to meet company business expectations and legal requirements

Securities & Enforcement

Securities Offerings

Tax

White Collar Defense & Government Investigations

Related Industries

Banking & Financial Services

Construction

Consumer Products & Retail

Education

Energy & Utilities

Health Insurance

Healthcare

Hospitality & Tourism

Insurance

Manufacturing

Pharmaceuticals & Medical Devices

Real Estate

Sports

Technology

Transportation

- **Develop and manage contract management processes and policies** – including forms focusing on important issues for your business and processes to create efficiency
- **Develop corporate governance strategies** – designed to establish and inculcate within your culture business conduct expectations and channels to ask questions and report concerns
- **Form and dissolve business entities** – including start-up kits for emerging growth companies and an integrated approach to corporate formation and documents and efficient practices to withdraw or dissolve business entities when consistent with company objectives
- **Identify, assess and address business and legal risks through assessments and due diligence** – for potential mergers and acquisitions, procurement practices, or outsourced service relationships
- **Implement corporate subsidiary governance practices** – through assessments and counsel
- **Make informed decisions based on trusted legal advice** – on a wide range of topics, including unanticipated government investigations, inquiries and litigation, working with legal counsel who care about understanding your business and industry
- **Negotiate deals and resolve disputes** – working with a legal team with practical business sense and an understanding of and experience with the types of matters your company seeks to effectively address
- **Perform post-acquisition integration** – identifying and providing counsel on people, process, policy, and technology integration issues
- **Protect your business interests** – including guiding on risk assessment and management relating to your business
- **Serve the Board** – including developing Board charters, providing guidance and support on corporate secretary and Board minutes matters, guiding on Board education and reporting

Why Nelson Mullins?

- Practical business mindset
- Multi-disciplinary team
- Cost efficiency and budget predictability
- In-house counsel, general counsel, board-level experience
- Industry and professional association relationships and leadership

Experience

Following is a selected sampling of matters and is provided for informational purposes only. Past success does not indicate the likelihood of success in any future matter.

- Assisted with drafting and negotiating complex, long-term supply agreements critical to the growth and profitability of a contract manufacturer
- Supported the board of directors and the executive management team with the development of a strategic plan to grow and diversify the business in anticipation of the sale of the company
- Advised the board of directors on the creation of an organizational structure to better align subsidiaries and to promote segregation of liability with respect to at-risk operations, and assisted with drafting all documents necessary to complete the reorganization in order to achieve the intended end result
- Served as a mentor, risk manager and outside general counsel to real estate subsidiary for national insurance company from start up through to sale. This involved aspects of development, design and construction of an office complex with multiple office buildings and national concerns for project management, design and construction
- Developed resource identifying issues to consider for company's first US-based general counsel and serve as trusted advisor to general counsel for subsidiary company in the United States with parent company in Asia
- Benchmarked various law department management practices, including law department technology, matter management, and workspace arrangement practices, for senior in-house counsel and legal operations executives
- Advised general counsel client in developing a records retention and security program for the North American operations of a large multi-national construction and engineering company
- Performed strategic planning and enterprise risk grid assessment of the North American operations of a large English entity, including a SWOT Analysis of the legal department, and consulted on legal affairs structure
- Performed consultancy for Fortune 500 company, undertaking a review of total legal spend for the public holding company as well as a major retail subsidiary, reporting to the CEO and CFO, resulting in an implemented proposal for the realignment of legal tasking (internal and external)
- Prepared general counsel roundtable discussion materials on range of topics, including cybersecurity and information governance
- Prepared and presented materials on good practices for corporate secretaries regarding board minutes
- Outside general counsel to technology data company in the auto industry
- Outside general counsel to software development company in healthcare industry
- Outside general counsel to telehealth technology company
- Outside US general counsel to publicly traded Norwegian financial services technology company
- Outside general counsel to medical device company
- Outside general counsel to global web services company
- Outside general counsel to developer/operator of multiple indoor sports facilities
- Outside general counsel to hotel developer
- Outside general counsel to mobile software application providers