



Buying Legal Council Tips

The document outlines top 5 tips when starting in the legal category by Buying Legal Council.



This knowledge paper is supportive of Procurement professionals operating at operational level of the CIPS Global Standard



CIPS members
can record
one CPD hour

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Top 5 Tips When Starting In The Legal Category from The Buying Legal Council.

1. **Reach out:** Start building relationships with your colleagues in the legal department and strive to become a real partner. Do not “do” procurement “to” them, but seek collaboration.
2. **Listen and understand:** Learn how your colleagues in the legal department currently source legal services and how they manage supplier relationships. How do they approach “make or buy” decisions? Understand how they switch between their roles as “doers” of legal services/managing internal resources and managers of external resources/outside counsel. What do they think works well, what do they see as areas for improvement? Take the time to find out.
3. **Educate yourself:** Every area has its lingo, commonly used terms, and abbreviations. Learn about basic legal concepts and how to speak “legalese.” Subscribe to legal publications (online and/or in print) and attend legal seminars or webinars.
4. **Offer your help:** Find out which issues keep your colleagues in Legal up at night. Is there anything that you can address that is outside their primary area of expertise but needs to be done? For example, getting visibility into spend data, spend drivers, data security, project management of outside counsel, matter management systems, eBilling, benchmarking data or rate cards etc. Understand how your colleagues get measured and strive to make their life easier.
5. **Gain credibility:** Start with a “pilot” project –ideally an ancillary legal service (such as court reporting, due diligence) – and showcase how you can add value. Present the business case and make your colleagues in the legal department look good: help them be seen as good stewards of the company’s money. Having an executive champion – the general counsel, CFO, COO or CEO- will make or break your success in this category.

For more information on Buying Legal Council with further case studies and market intelligence visit <https://www.buyinglegal.com/>.

