



Fortunato

Alternative Legal Services for law firms, financial service institutions, and corporations.

Contents

- 01.** An overview of Fortunato **Pg 3**
- 02.** Why Fortunato? **Pg 4**
- 03.** Fortunato Black Label **Pg 5**
- 04.** Black Label Case Study: US Investment Bank **Pg 6**
- 05.** Fortunato White Label **Pg 7**
- 06.** White Label Case Study: UK Law Firm **Pg 8**
- 07.** The Fortunato Team **Pg 9**

01.

An Overview of Fortunato

Fortunato Alternative Legal Services supports law firms, financial institutions, and corporations.

We provide access to vetted consultant lawyers quickly and cost efficiently. Whether to respond to secondment requests coming into law firms, or by providing flexible legal resource directly into in-house teams, our mission is to save organisations time, hassle, and money when sourcing flexible legal support.

We have two distinct service offerings: Black Label seconds consultant lawyers into financial services institutions and corporations; White Label places Talent Managers on site with law firms to source lawyers for client secondments on request.



02. Why Fortunato?

We help our clients save on two important resources when sourcing flexible legal support: time and budget.



Our unique way of operating helps us cut through red tape, so our clients can find the legal talent they need quickly and efficiently, without having to negotiate a lengthy recruitment process. We're an agile consultancy unencumbered by hefty overheads, and we pass this saving directly on to our clients.

Fortunato provides access to a rich talent pool of fully screened lawyers quickly and without hassle. You won't have to wait around for approval from human resources bureaucratic hiring processes. Instead, you'll have the seconded legal resource you need in no time at all.

03.

Fortunato BLACK LABEL

Flexible legal resource for corporations and financial services institutions, quickly and cost efficiently.

When in-house counsel are under resource pressure, sourcing quality, flexible support is vital. With law firms increasingly reluctant to second out Associates, and traditional ALS firms struggling to provide clients with the expertise they need quickly and at reasonable cost, sourcing has never been more challenging.

Black Label seconds flexible consultant lawyers into the legal, regulatory, and compliance teams within financial services institutions and corporations.

We have an in-depth understanding of the legal talent landscape. With a carefully curated network of consultant lawyers developed over decades, we're well positioned to access a vast scope of talent, quickly and cost efficiently.

Our vetting process is rigorous. We know what it takes to successfully recruit and retain legal talent, and we apply this understanding to the unique needs of your business. Our teams are experts in delivering top legal talent inside short timeframes and for specific project schedules.



To discuss how Fortunato Black Label can help you source legal resource quickly and cost effectively, speak to our expert team today.

04. BLACK LABEL Case Study:

US Investment Bank

A household name US investment bank required a number of consultant lawyers across a range of practice areas to join on a flexible basis to meet varying demand, project work, and staff leave coverage. Panel firms were unable to meet all of this demand through secondees, internal procurement processes prevented them from using recruitment agencies, and the traditional ALS providers had struggled to source consultant lawyers with the requisite expertise.

Fortunato sourced ten consultants over six months, from highly experienced lawyers with expertise in niche global markets products, to transaction management paralegals. We made significant savings compared to law firm tied ALS offerings, and the feedback on the quality of support has been fantastic.

To discuss how Fortunato Black Label can help you source legal resource quickly and cost effectively, speak to our expert team today.

05.

Fortunato WHITE LABEL

Dedicated on site resource for law firms to respond to secondment requests without having to sacrifice an associate.

Demand on law firms to provide clients secondees and flexible solutions has never been higher. If one firm can't provide them, it's an opportunity for a competitor. It's critical secondees meet the quality bar clients associate with your firm's brand. Done well, providing consultant secondees protects and develops client relationships, increasing revenue and market share.

White Label places Fortunato Talent Managers on site into law firms to source secondees on request.

Think of it as your own dedicated on-site headhunting unit. These are experienced, highly trained, well connected recruitment consultants who come equipped with full access to our extensive network built over 20 years in the industry.

Leverage our network and experience and bring our expertise in-house to provide consultant lawyers quickly, and all without having to sacrifice an Associate.



To discuss how Fortunato White Label can turn secondment requests from a defensive necessity into a valuable new client offering, get in touch with our expert team.

06. WHITE LABEL Case Study

UK Law Firm

A UK city firm with offices across the UK, Europe, and the US, had struggled to effectively deliver on client secondment requests. They'd seen a rapid increase in the number of clients asking for Associates for 6–9 month periods, and wanted to deliver without compromising their stretched Associate body.

Fortunato placed a team of experienced Talent Managers with the goal of increasing delivery rates, and designing an after placement care process. Within the first month, we had secondees working with four clients, and they have grown quickly to provide secondees to clients of the Finance, Corporate, Technology, Litigation and Real Estate practices.

To discuss how Fortunato White Label can turn secondment requests from a defensive necessity into a valuable new client offering, get in touch with our expert team.

07.

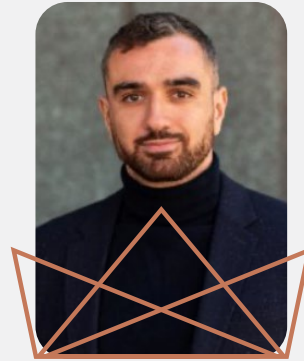
The Fortunato Team



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Get in touch

If you're wanting to make use of our Black Label or White Label services, please do not hesitate to get in contact with us. Our consultants will happily talk you through the process.

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