InCloudCounsel

How to Help Your Portfolio Companies Cut Legal Costs, Not Quality

In Partnership with ACG Association for Corporate Growth

incloudcounsel.com

Today’s speakers

Troy Pospisil
Founder & CEO
InCloudCounsel

Brett Shawn
SVP and Asst. General Counsel
Warburg Pincus

Mark Mallah
General Counsel
LiveVox

The true cost of insourcing

Costs such as IT, real estate, and travel, as well as less tangible costs such as opportunity costs, task-switching, and employee turnover, are rarely accounted for, even though they have a huge impact on the bottom line.

Common errors in calculating the costs of insourcing

According to Joseph Hadzima, Senior Lecturer at MIT Sloan School of Management, a fully functioning, managed employee costs about 2.7 times their salary in immediate costs.

The significant cost of task switching

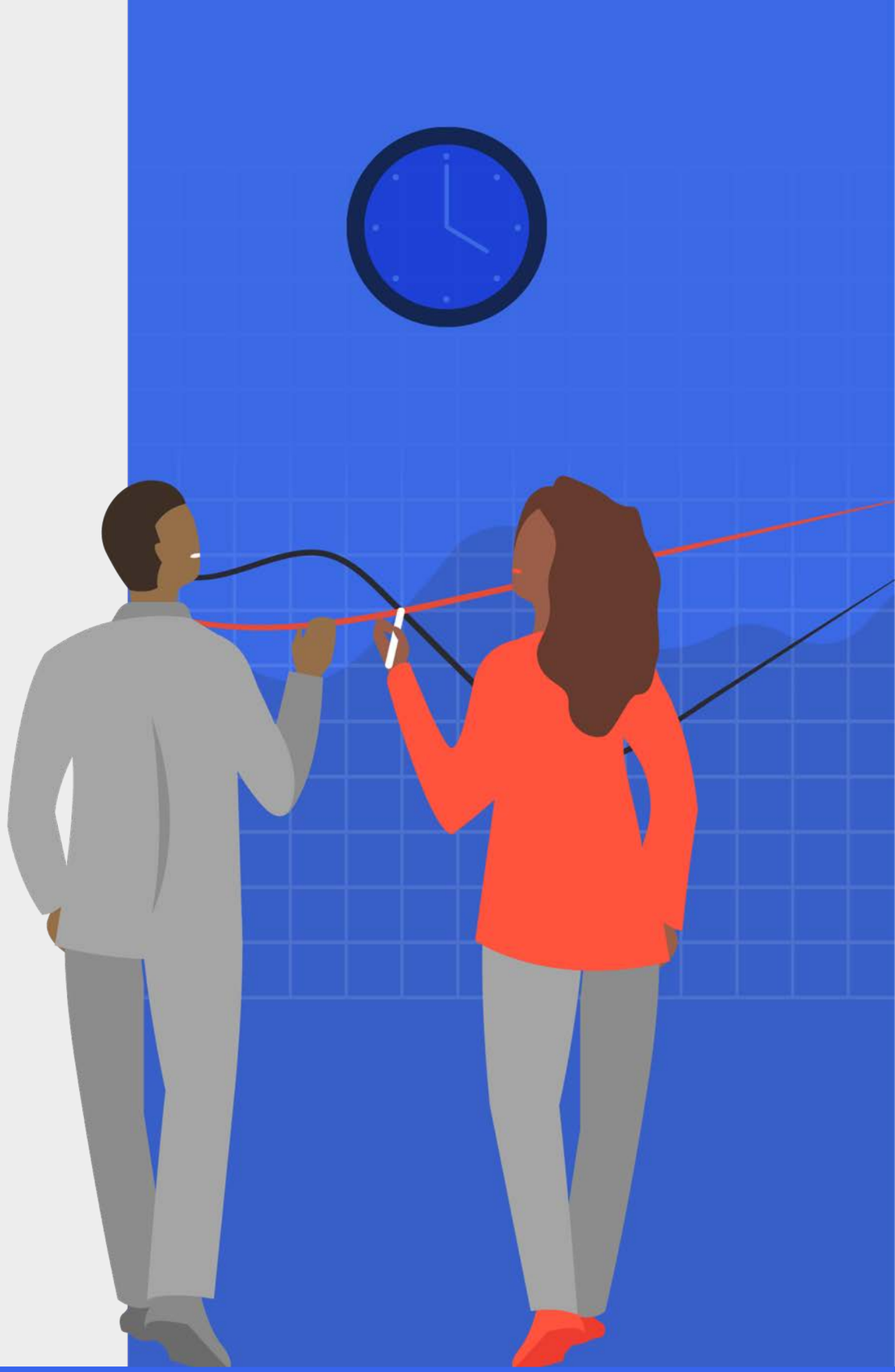
According to the American Psychological Association, “even brief mental blocks created by shifting between tasks can cost as much as 40 percent of someone's productive time.”

High costs associated with employee turnover

According to the Harvard Business Review, “The fully loaded cost of replacing a worker who leaves is typically 1.5 to 2.5 times the worker’s annual salary.”

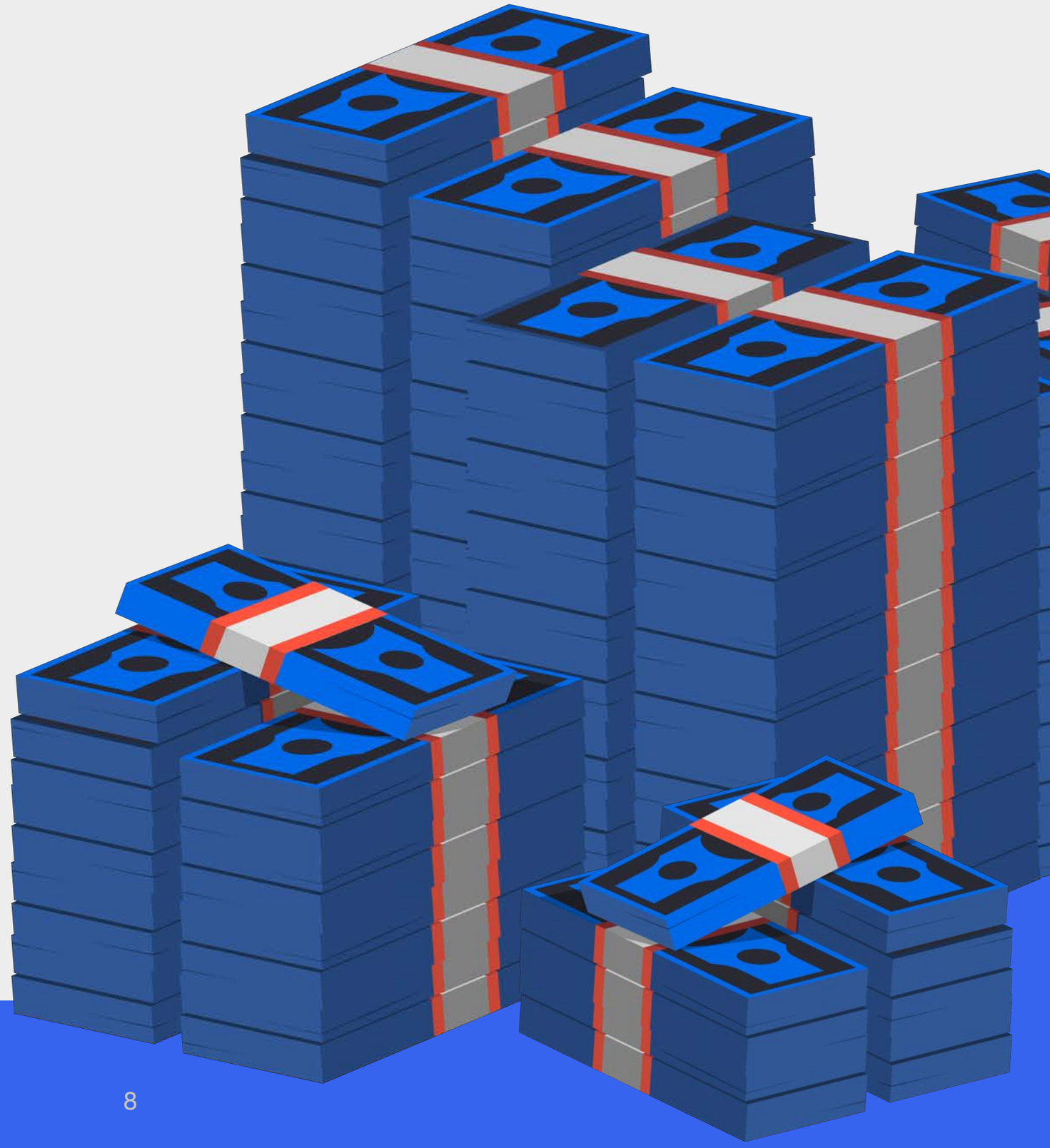
Costly mistakes in time allocation

Alex Pang, a professor at Stanford, concludes that knowledge workers are most productive with about four hours of complex work per day.



Total insourcing costs = $1,145,000 per year

One CFO found that the cost of insourcing contracting was 8.6 times higher than his team's initial estimate.



Panel discussion

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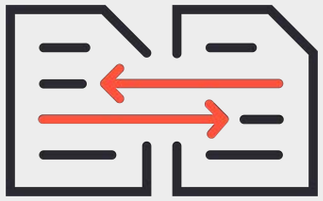
Three modern solutions



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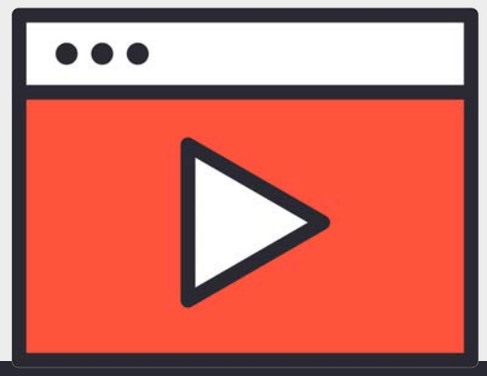
Questions?

Next steps



1.

Recording

2.

Additional Materials

3.

We’ll Follow Up

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Thank You!

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