



MITRATECH

Implementing ELM to Elevate Legal Function

How an IT distribution leader implemented TeamConnect ELM to transform its Legal department.

The Company

An American multinational distribution company is one of the world's largest distributors of IT products and services. The company provides a broad range of product lines, logistics capabilities and value-added services that enable technology manufacturers and resellers.

The Challenge

The company was dealing with a hodgepodge of antiquated systems across regions and functional areas for Legal department operations and engagement with the broader organization.

There was **no consolidated view of the legal department**, including of the workload, resource allocation, and organization exposure. This led to a dangerous perception of Legal being a 'necessary evil' - it was

regarded as a **cost center**, instead of a true strategic business partner.

Inconsistent contract management meant there was no way to track compliance. Leadership believed that Legal was a reactive department, and there was **no way to get ahead of risks**.

Additionally, when the company acquired its largest competitor, it didn't have the technology stack in place to scale in order to consolidate, which amplified each and every risk and pain point.

The company **sought to implement a single source of truth** for managing matters, contracts, legal services requests, with fully integrated legal process global organization.



The Solution

The company chose Mitratesch as they felt a **strong sense of partnership** from the outset, with Mitratesch stepping up and helping stakeholders design a solution. They **differentiated the client experience** during the sales process, helping the company justify the premium investment.

Mitratesch also offered TeamConnect as a **fully integrated solution**, covering Matter Management, Contract Management, and Legal Front Door. Mitratesch actually helped expand the company's mindset, helping them to envision elevating Legal function in the corporate value chain in a more ambitious way.

The Results

With TeamConnect, the company now has a **single source of truth** in place, and the legal department has a true **enterprise Legal Front Door** to improve engagement with the broader organization.

Mitratesch enabled **standardization and automated distribution of key contracts** and dates to relevant internal stakeholders, thus making contracts enforceable.

The Benefits

The company now has a **proactive Legal department**, dissipating its perception as a cost center.

Beyond **improving engagement** between Legal and other departments, TeamConnect helped the company by **aligning expectations** - and calendars - of the global team.

About Mitratesch

Mitratesch is a proven global technology partner for corporate legal, risk & compliance, and HR professionals seeking to maximize productivity, control expense, and mitigate risk by deepening operational alignment, increasing visibility, and spurring collaboration across their organization.

With Mitratesch's proven portfolio of end-to-end solutions, organizations worldwide are able to implement best practices and standardize processes across all lines of business to manage risk and ensure business continuity.

For more info, visit: www.mitratesch.com

Challenges

- Hodgepodge of antiquated systems across regions and functional areas for Legal department operations
- Legal department regarded as a 'cost center'
- Lacked a single source of truth

Results

- Legal department has a true enterprise Legal Front Door
- Fully integrated solution covers Matter Management, Contract Management, and Legal Front Door
- Standardization and automated distribution of key contracts

Benefits

- Flexible & Scalable
- Improved engagement between Legal and other departments

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