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HAVE MORE TIME  
TO SELL

DECREASE  
RESPONSE TIME

MANAGE RISK

PLAN FOR HR ISSUES

BE IMMIGRATION  
LAW READY

ADMINISTER YOUR  
CONTRACTS

MANAGE LITIGATION

LOWER LEGAL  
COSTS

MANAGE WITH  
PROCESS

## “It’s all about the Benjamins”...9 Reasons Why Every IT Services Company Should Have A General Counsel

A famous (and wealthy) rapper summed up success quite eloquently: “It’s all about the Benjamins.” Making money—big money—is the name of the game... period... end of story. If you’re a businessman, whether in IT, Rap or whatever, your primary objective is to ask and answer the question: How can I maximize my profit without compromising quality? Every day you battle in a super competitive selling market that includes complex and ever-changing challenges to successfully delivering your services—and all at “internet speeds.” In IT, unquestionably the most successful companies have already figured out that the best way to maximize profit is to hire and utilize a general counsel to increase efficiency and to help avoid costly and preventable “got ya’s.”

After being general counsel for IT service providers since 1999, LaRoe P.C. knows that success is “All about the Benjamins.” LaRoe P.C. knows that there are basic processes that help prevent most costly mistakes from destroying your bottom line. LaRoe P.C. knows that you must have affordable legal counsel to regularly help set, audit and advise you on those processes to help make your business more successful . . . and maximize your “Benjamins.”

**There are 9 key benefits of having a general counsel, outsourced or otherwise:**

### **1. You Need To Spend Your Time Selling and Delivering**

As an IT Services company, you live and die by sales and delivery. You simply don’t have time to devote to general counsel activities such as addressing human resources conflicts, client contract review, vendor contract negotiation, corporate formalities and effective insurance procurement and renewal. These are all issues that are byproducts of the IT service provider business; however, if they are not handled correctly, they could lead to devastating financial losses.

### **2. Your Response Time Needs To Match the Speed of IT**

When evaluating master client services agreements, statements of work, vendor list requirements, or request for proposal legal requirements, you simply don’t have time to slow down, educate and wait for unfamiliar legal counsel to review, research and advise you. Someone familiar with your company and its goals and practices can efficiently review necessary documents, advise and revise with your best interest and goals in mind. You don’t want to be one of those companies to suffer the consequences

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of “do-it-yourself” legal help which could result in unnecessary conflicts, regulatory action or even worse litigation costing valuable time and money and threatening the existence of your business.

General counsel is either your employee or outside legal counsel that has assessed and refined your company’s legal processes. General counsel will be familiar with all aspects of your business, your history and your repeat issues to effectively and efficiently respond quickly as issues arise.

### **3. Risk management is Key to Long Term Success**

Risk management, insuring against legal risk, is a key to the long-term success of any business and especially for any IT services companies. You are regularly required to insure your client contracts and face extensive complex liability related issues. General counsel will help establish and maintain processes that are essential to success, including how you communicate with your brokers, agents and insurers to help make sure that you have the right coverage.

### **4. You Must Plan to Avoid Human Resources Conflicts**

As an IT services provider, you are necessarily a human resources company and are open to related conflicts, regulatory and legal actions. Effective general counsel is indispensable in:

- helping to anticipate, plan for and manage human resource issues;

- to minimize management involvement and distraction time; and
- in coordinating employment legal counsel.

### **5. Immigration Issues Can Shut An IT Business Down**

Most IT services providers are involved with immigration regulations in some way. Legal counsel can greatly assist in predicting potential problem areas and advising on ways to avoid them and how to protect the company. Legal counsel can also assist in avoiding the distractions of regulatory compliance and can coordinate other immigration-related issues, including the use of outside immigration counsel.

### **6. Contract Administration Is Everyday Business**

Contract administration of client, vendor and employee contracts, including formation, modification and administration is at the heart of every IT services business. No two contracts are the same. Effective legal counsel will help establish and refine processes and master documents to enable your company to best conduct these important daily tasks and to provide continuity in all of your contracting efforts. Additionally, counsel will be an advocate for your company to help insure that your company is being protected.

### **7. Litigation Management Has To Be Done**

When (not if) your company is involved in legal action, you will need a capable representative for your company—someone who knows how to hire and

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manage qualified litigation counsel, to act as intermediary between you and your litigation counsel, to direct the litigation without distracting you from your core business activities. General counsel can be indispensable in resolving litigation matters.

## 8. Limit Your Legal Costs

The best way to limit your legal costs is to have a general counsel, whether an employee or outsourced. The costs to ramp up a lawyer to become familiar with your business to respond to an issue can be cost prohibitive. Effective general counsel is already familiar with not only your industry but also your particular business and is ready to respond before a bad situation turns into a financially devastating situation.

## 9. Managing by Process Is Most Efficient

In any business, managing by an established and clearly defined process is most efficient especially when there are repetitive business activities. General counsel will help set up processes for the key legal functions of your business and will assist in regularly auditing those processes to make sure that they remain effective.

Making and keeping the Benjamins should be the focus of every IT services providers' day—not issues that can be handled by competent legal counsel. A competent, available and affordable general counsel will enable you to

make more money and avoid costly distractions.

*The Law Offices of James K. LaRoe P.C. has issued this white paper for informational purposes only and is not intended to be construed as general legal advice. Hiring an attorney is an important legal decision. Before you decide, ask for written information about a lawyer's legal qualifications and experience.*

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