



Corporate**Pack**2016





consula

CONSULTANT LAWYER SOLUTIONS

www.consula.co.uk

Welcome to Consula,
The consultancy for legal,
business
and strategic solutions

STRATEGIC SOLUTIONS

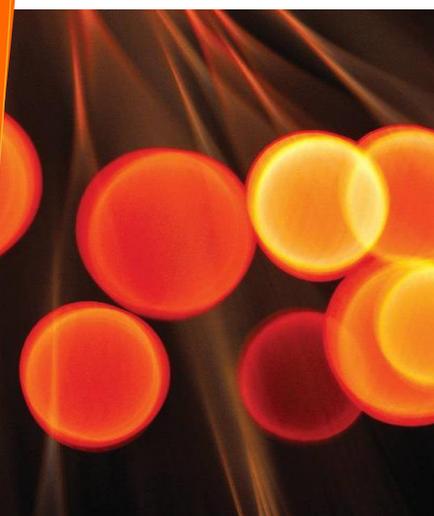
BUSINESS PLANNING
PROCESS MAPPING
PROJECT MANAGEMENT
MARKETING STRATEGIES
CHANGE MANAGEMENT
KNOWLEDGE MANAGEMENT
LEADERSHIP COACHING
CLIENT RELATIONSHIP MANAGEMENT
REGULATORY & COMPLIANCE
RISK MANAGEMENT
LAW FIRM SUPPORT
BUSINESS SUPPORT
START-UP SUPPORT

Consula is the most cost-effective solution for your business in these uncertain, increasingly competitive and cost-conscious times. If your business needs legal support, strategic innovation or access to know-how, then take a look at our range of products and services, delivered by experienced, competent lawyers to small, medium and large clients who all have one thing in common – success!

Founded by top Chartered Legal Executive Lawyer, Martin Callan, solutions, guidance and market opportunities are available through Consula's professional services. Consula offers substantive and practical solutions within the legal marketplace for law firms, new start-up businesses, established businesses and has fast become an invaluable source of legal and strategic solutions to a small but growing client-base.

Martin is a Council member of the Chartered Institute of Legal Executives, Treasurer of the CILEx London Branch and a founding Trustee and Treasurer of The Lord Edmund-Davies Legal Education Trust (LEDLET). Martin has been working in the Legal Profession for 22 years and spent much of the last 10 years in senior management/strategic roles.

Our strategic solutions draw on many years experience at all levels in small, medium and large businesses of different structures. This breadth of strategic experience, combined with legal practice and management/board experience, enable innovative and practical solutions as well as objective opinion, support and networking opportunities to be developed.



Consula offers tailored, bespoke solutions in a flexible, cost-effective way

Whether you are a start-up, an existing business or a



CONSULA PROVIDES A FLEXIBLE END TO END SOLUTION TO MEET YOUR NEEDS

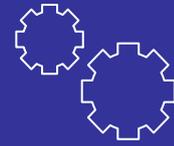
Consula understands the uncertain nature of the market these days. Reforms, restructuring, changes in law and regulation combined with reforms across training, pricing and employee rights makes for a lot of uncertainty but when combined with economic uncertainty you may need flexible, cost-effective solutions.

Law firms, in particular, now have a number of challenges and opportunities arising out of the Clementi and Jackson Reforms, especially with ABS and changes to litigation in PI.

Start-ups are facing one of the toughest times to

launch, with limited funding, tougher lending criteria and a more competitive marketplace.

Consula understands the nature of these challenges and the opportunities that can be derived from them by taking a different perspective that can help to innovate new solutions.



LEGAL SOLUTIONS

You may need some help drafting your terms & condition, or with a debt or legal dispute.

You may just need some guidance to understand your rights and obligations, or you may need an in-house legal office to deal with a particular ongoing matter. We can help.



BUSINESS SOLUTIONS

You may need strategic assistance to develop your business. You may just need fresh eyes to put a proposal in perspective, or you may need a Project Manager to run a particular project. You could simply want help deciding on different models/structured your business could have. Consula can help.



START-UP SOLUTIONS

You may need guidance and assistance with your new start-up to compliment any mentoring you may have. We provide tailored and very cost-effective solutions designed for start-ups.



FOR LAWYERS & LAW FIRMS

LEGAL SOLUTIONS

PERFORMANCE & PROFIT

LEXCEL ACCREDITATION

ABS.

ALTERNATIVE ABS

LOCUM COVER

MARKET OPPORTUNITIES

RESEARCH & DEVELOPMENT

RISK & COMPLIANCE

PRACTICE MANAGEMENT

PROJECT MANAGEMENT

Since the Legal Services Act reforms, including Jackson and Clementi, have moved forward, the marketplace for law firms is increasing in competitiveness and faces a number of challenges.

Alongside changes to the Regulation of lawyers, the Legal Education & Training Review, the introduction of Legal Disciplinary Practices and Alternative Business Structures, the market is also facing challenges from the economic difficulties, PII renewal, negligence claims and more. All of these pressures often mean that market opportunities, opportunities to restructure and opportunities to maximise WiP can be missed.

Consula can provide objective, fresh, innovative and market-leading solutions to meet the challenges and identify the opportunities.

Whether you are a sole practitioner or a small to medium practice, an objective perspective from a well-connected market-orientated strategist can help to develop new approaches, identify new opportunities and inspire management teams to step-up with more confidence.

Full business plans for certain types of projects including financial projections can help to provide clear signposting for opportunities such as Professional Negligence (Conveyancing), Industrial Disease (Hearing Loss), Barclays Bank LIBOR Fixing and can also help to identify and source capital funding, if required.

Consula can also provide your firm with practice management and project management assistance to deal with specific matters, or even help provide or source temporary cover for sickness or maternity leave. We also provide agency based solutions to help develop market opportunities.



Consula offers tailored, bespoke solutions in a flexible, cost-effective way.

Whether you are a sole-practitioner, small firm or



CONSULA PROVIDES LAWYERS AND LAW FIRMS WITH EFFECTIVE SOLUTIONS

The development and implementation of effective customer focused and "compliance-active" working methods have become an ever more important ingredient in business success in recent years.

This is even more so as the number of negligence claims against solicitors increases.



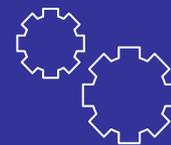
There are many ways to mitigate the risk of regulation.

Apart from control and transparency, you may want to consider methods that help reduce the risk of non-compliance.

Risk-averse solutions can give your firm the flexibility to adapt to a changing marketplace whilst avoiding and mitigating risk and compliance issues.

As well as Lexcel accreditation, other regulatory regimes can be deployed in arms-length structures to enable you to protect your core business whilst maximising market opportunities.

We have experience of this kind of corporate structure remodelling and why it can produce lower-risk models in an uncertain marketplace.



OPERATIONAL SOLUTIONS

Whether you want LEXCEL accreditation, need to run in-house compliance audits or simply need Locum cover for a short period. Consula can provide you with the operational solutions to meet your needs.



BD SOLUTIONS

Business Development is a key aspect of law firm survival these days. Many firms used to rely heavily on repeat business, but the marketplace is more competitive now than ever. We can help you to develop BD or marketing strategies that put your firm ahead of the competition.



R&D SOLUTIONS

One of the hardest things to do as a firm is to take on the risk of R&D, such as test cases, as not only is WiP at risk of being unrecoverable, but reputation is as well. We can provide an agency based solution to help protect your brand and run test cases through regulators or the Courts (with Counsel).



FOR START-UPS

START-UP SOLUTIONS

COMPANY FORMATION

BUSINESS PLAN SUPPORT

IN-HOUSE LAWYER SUPPORT

LEGAL DIRECTOR SUPPORT

AD-HOC GUIDANCE

HELP DRAFTING TERMS

REGULATORY / COMPLIANCE

STRATEGIC INPUT

BUSINESS DEVELOPMENT NETWORK

Consula is the most cost-effective solution for start-up businesses in these uncertain, increasingly competitive and cost-conscious times. We offer a range of solutions designed for start-ups. Complement any mentoring you may be getting with effective legal support to cover a range of key areas that start-ups may need.

Whether you want ad-hoc support on a rolling basis, tailored support for a specific project (such as help drafting your trading terms & conditions or contracts) Consula can help.

With very flexible, cost-effective solutions designed for start-ups, you can add legal support to your existing mentoring program. Our solutions can help you through the design, development and implementation stages of your new business and provides you with invaluable insight, signposting and an understanding of the nature of different legal issues and process that you may face during your early years.

Consula is a start-up too, but our Founder, Martin Callan, has many years experience of working in the start-up environment, particularly in respect of law firms, claims management companies and procurement companies. This experience covers operational matters, policy development, HR, staffing and recruitment, tailoring pitches to investors and regulatory and compliance matters (particularly with the SRA, IPS, MoJ and FSA).

This experience, understanding and access to a national and growing network can add significant resource to your fledgling business without adding significant overheads. This can be particularly useful for smaller start-ups with limited resources who understand their business and want to focus their time on the business itself rather than the many administrative and legal issues that can arise.



Whether you are a sole-trader, small company or medium sized start-up...

Consula has the solutions you need

CONSULA PROVIDES START-UPS WITH EFFECTIVE SOLUTIONS



Your business idea is as individual as you are! However, no matter what the idea, it's vital that you give yourself the best possible chance if you're thinking of starting your own business.

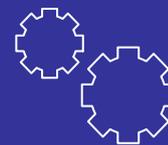
Consula believes that the economic recovery and rebalancing emerging from the financial crisis will take place slowly and wants to help start-ups like yours to plan and be best placed to succeed in the long-run.



It has been said that businesses don't plan to fail – they fail to plan. If you are starting your own business and want to succeed, you will need a detailed plan.

This means taking account of legal, regulatory and day to day challenges that you are likely to face. Complimenting the support of a business mentor with Consula can help you meet those challenges.

As well as Ad-hoc support, Consula provides a range of flexible, tailored solutions for specific aspects of your new business. Whatever your needs, Consula has the experience, network, insight and resource to provide your start-up with legal and strategic support in a cost-effective, flexible and professional way.



LEGAL SUPPORT SOLUTIONS

Whether you want help drafting terms or contracts, or support with a legal process or dispute, Consula can help. You may simply need guidance on regulatory matters, or support with legal forms. Consula has the solutions for your start-up.



STRATEGIC SOLUTIONS

Business planning and strategy vary from business to business. Innovation can often be challenged by practical, legal and regulatory obstacles which impact on strategic goals. Consula understands this and can help you find routes to strategic success.



AD-HOC SOLUTIONS

If you don't want to commit to retaining Consula as your in-house legal officer, we also provide Ad-hoc solutions on flexible terms, giving you support and guidance when you need it. However, because of the way the regulation of legal services works, this type of service has limitations.



FOR BUSINESS

BUSINESS SOLUTIONS

- PROJECT MANAGEMENT
- STRATEGIC INPUT
- IN-HOUSE LEGAL SUPPORT
- DEVELOPING MARKETING STRATEGY
- LEADERSHIP & MANAGEMENT
- KNOWLEDGE MANAGEMENT
- REGULATION & COMPLIANCE
- LIMITED AD-HOC SUPPORT
- PRODUCT DEVELOPMENT/PACKAGING

Consula is the most cost-effective solution for your business in these uncertain, increasingly competitive and cost-conscious times. If your business needs legal support, strategic innovation or access to know-how, then take a look at our range of products and services, delivered by experienced, competent lawyers to small, medium and large clients who all have one thing in common – success!

Whether you need specific legal support on an on-going basis (perhaps there is a dispute you need resolved, or court action you need support with), or whether you need strategic support to develop a new product or service, Consula can help.

Our Founder, Martin Callan, has worked as part of the management team on a number of different projects of varying sizes over the past 7 years from packaging legal services into a product to designing, developing and implementing corporate structures to meet strategic goals.

This experience, combined with legal practice, management and leadership, provides a blend of skills and know-how of a rare kind. This blend helps to provide a unique perspective towards problem solving, product development and strategy that has helped bring about innovation, efficiency, leveraged revenue streams and solutions to regulatory obstacles.

With a strong emphasis on risk, KPIs, visibility and compliance, our solutions, ideas and approach can help resolve issues, inspire new ideas, improve productivity and give our clients an edge in the marketplace. Whatever your legal or strategic needs are, Consula can help bring fresh eyes, fresh ideas and innovative solutions to help your business overcome challenges and deliver strategic objectives.



Consula offers in-house legal and strategic support

Whether you are a small firm, medium sized company or large corporation, Consula has the solutions you need



CONSULA PROVIDES SMALL MEDIUM OR LARGE BUSINESSES WITH EFFECTIVE SOLUTIONS

Having the support of an experienced professional lawyer as your in-house legal officer or legal director (non-executive) can provide your business with significant additional resource. We provide a range of flexible and cost-effective packages, depending on your needs.

A lawyer with a strong understanding of strategy and business is also a very useful resource to have.



A different perspective can help your business overcome particular challenges or develop new ideas.

Strategic innovation

can give your business the flexibility to adapt to a changing marketplace whilst avoiding and mitigating risk and compliance issues.

As well as legal support and strategy, other approaches can be deployed across your business to help drive efficiency, reduce overheads and improve operations. Consula has worked with client businesses of all shapes and sizes, giving us an insightful perspective on what can and does work and what can cause problems.



STRATEGIC SOLUTIONS

Gant charts, Visio based process maps, power point presentations and a white board are the tools that help ideas become understood. We can take an idea off the back of a beer-mat and turn it into a fully developed proposal.



LAWYER SOLUTIONS

Lawyers are expensive, but what if there was a cost-effective way of having your own in-house legal office or legal director. Consula can provide you with such a solution, enabling you to monitor, understand and make decisions more effectively on disputes or legal matters.



OPERATIONAL SOLUTIONS

It's difficult sometimes to identify an issue when you are inside looking out. Sometimes a different perspective from an objective outsider can help you identify and resolve operational issues. Consula can provide you with an objective, outsider perspective and help you devise innovative solutions.