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Optimizing Your Legal Ecosystem

1) Budget & Financial Control

Greater Cost Reduction

Efficient Project Management

Improved Budget Forecasting

Proactive Planning Rather than Reactive Fire Drills

- Better time management
- More Predictable Cash Flow
- Risk Reduction
- Improved Profitability
- Increased Enterprise Value
- Reduced Cost of Capital
- Lower Tax Burden

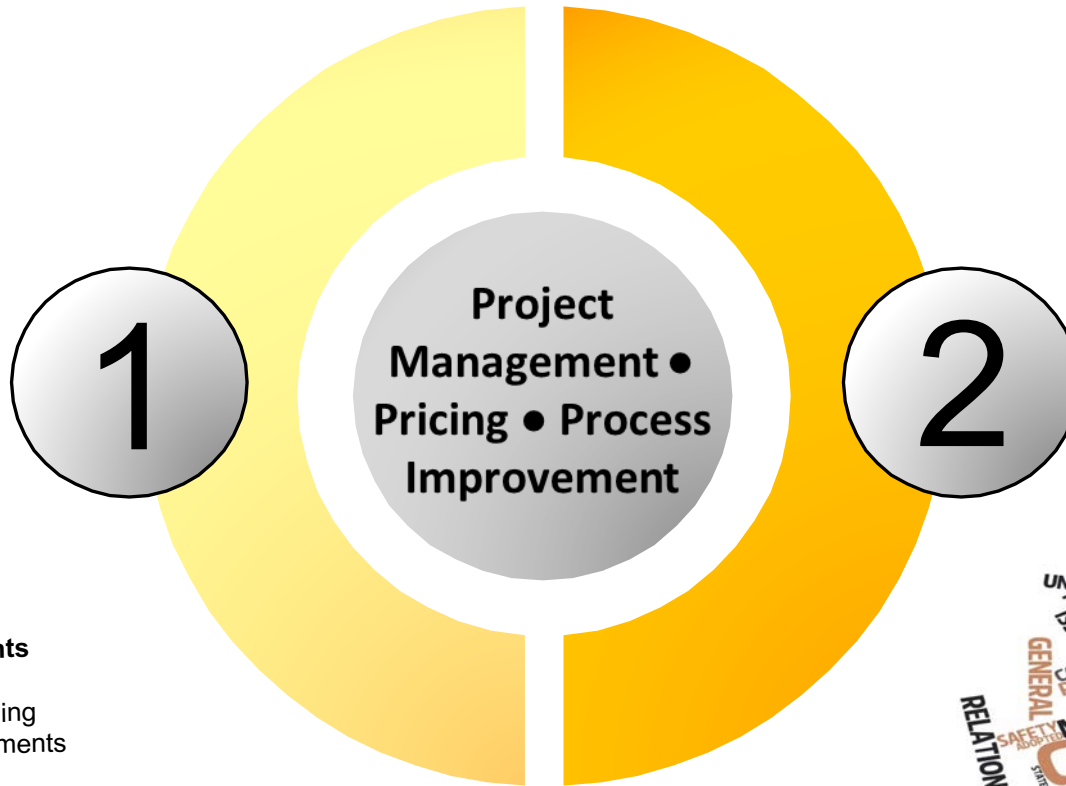
INCREASE CLIENT VALUE

Alternative Fee Arrangements

- Third-Party Litigation Funding
- Alternative Billing Arrangements
- Contingency Fee Matters
- Fixed Fee Arrangements
- Blended Hourly / Success Fee Engagements

(2) Contract Management

- Renegotiating Evolving Contractual Relationships is a Key to Avoiding Disputes
- Increased Contractual Complexity
- Dispute Prevention & Avoidance
- Contract Management as a mechanism to reinforce relationships with Customers and Vendors
- Mutually profitable contractual relationships evolve to accommodate change enjoying reduced litigation risk, enhanced satisfaction and improved profitability



Optimizing Your Legal Ecosystem

(3) Enterprise Risk Management

Data Breaches & Data Privacy

Preventative Maintenance

Reduce Costs, increase predictability and produce better outcomes

- Proactive v. Reactive
- Litigation Reduction
- Alternative Dispute Resolution
- Commercial negotiation of disputes as a method to improve customer and vendor relationships

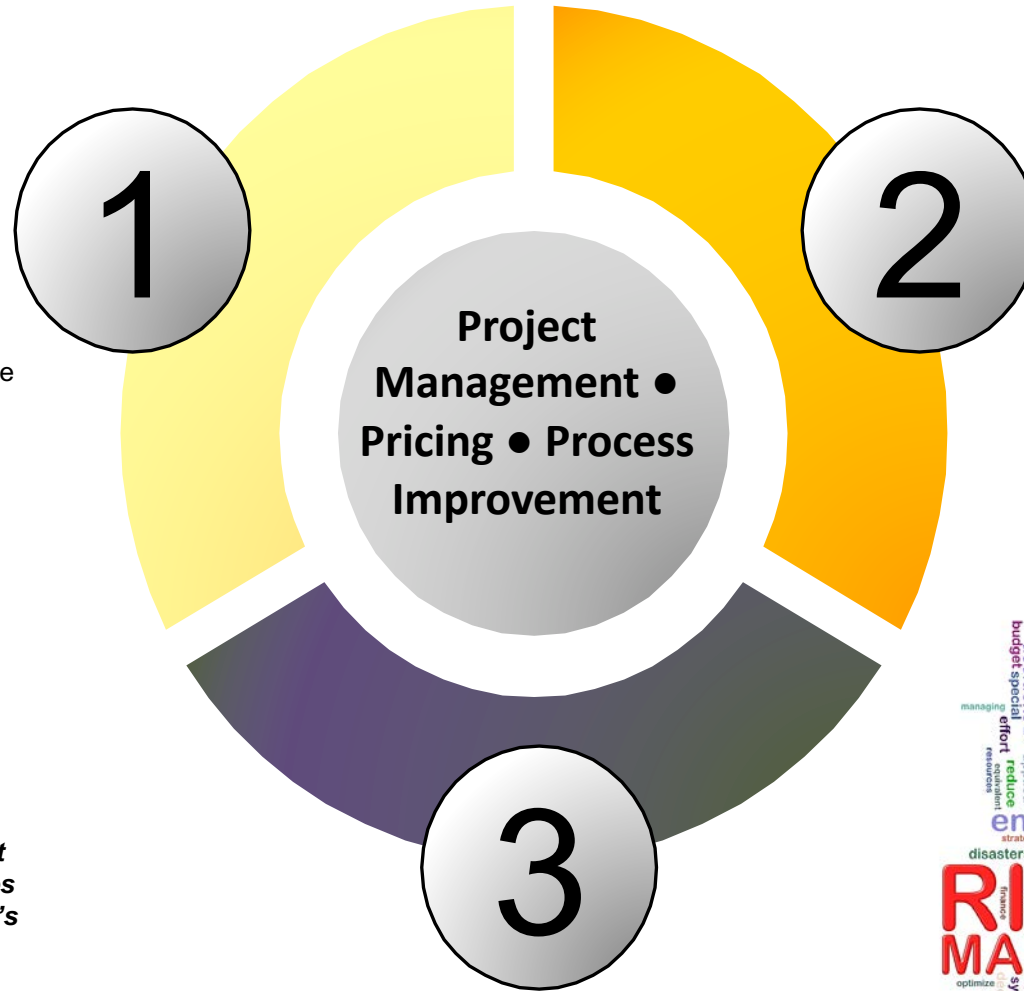
Crisis Management

Third-Party Risk Identification, Management and Mitigation

- Transactional Structuring
- Organizational Structuring

Litigation and Class Actions

M&A, False Claims (Qui Tam), Employment, Asbestos, Patent Trolls, Loss of Chance Damages and Injury-less Claims, Plaintiff's Bar & State Attorney General Alliances



Insurance Coverage

- Identify Enterprise Risk Exposures
- Review and Analyze Insurance Coverage
 - EPLI
 - D&O
 - E&O
 - General Liability
 - Special Lines
- Identify Coverage Gaps
- Augment Insurance Coverage Selection Process
- Confirm Coverage of Enterprise Risk Exposures
- Confirm Insurance Defense Litigation Coverage



Optimizing Your Legal Ecosystem

4) Regulatory Compliance

- Anticipating New Regulation through Government Affairs & Lobbying
- Adapting Internal Controls to Emulate External Regulatory Changes
- Third-Party Risk – e.g. FCPA, Mass Tort Exposures, etc.
- Litigation Claims can Initiate Unexpected Regulatory Compliance Costs - Cross-Functional Integration can Avoid Repeated
- Litigation Interrelationships with Regulatory Compliance Initiatives



Proactive Compliance Initiatives

- Review Compliance Procedures
- Provide Documentation Guidelines
- Develop Best Practices

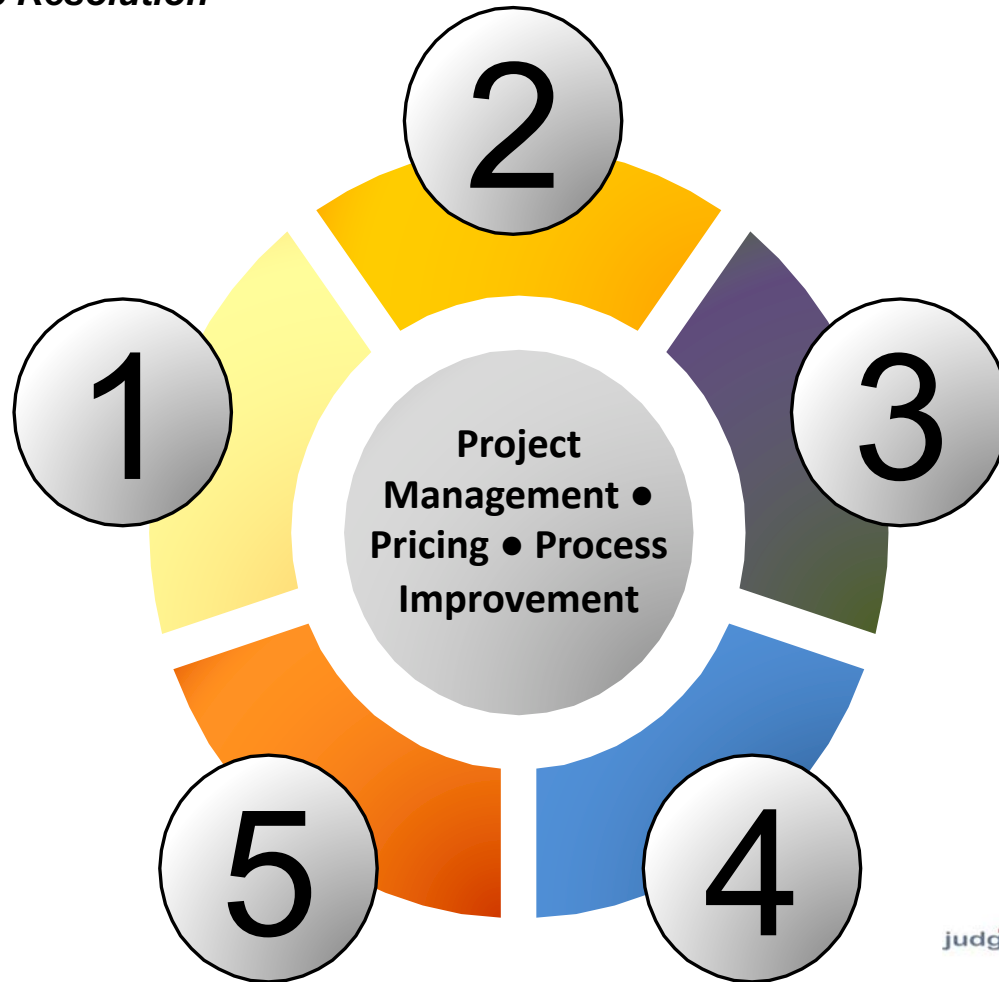
Continuous Examination Preparation

- Preparation
- Organization
- Documentation
- Reverse Due Diligence
- Proactive Remedial Measures

Optimizing Your Legal Ecosystem

(5) Alternative Dispute Resolution

Managed Dispute Resolution



- **We Are** Project Management Professionals Who Identify Profit Opportunities in Conflict Resolution
- **We Are Not** Advocates of “Winning” Civil Litigation that Results in Financial “Losses” to the Client



- Settlement Optimization = Lowest Aggregate Cost of Settlement Including Legal Fees
- Quantitative Settlement Analysis including NPV, IRR and other quantitative measures
- Client Value Focus on Outcomes rather than Billable Hours
- Alternative Fee Arrangements that Encourage Speed, Efficiency and Effectiveness NOT Protracted Litigation
- Quantitative Claims Management Ties Legal Fees (Costs) to the Benefit of Expected Value of Return on Investment (Collected Settlement / Judgments)
- An Uncollectible Judgment is Worthless

Legal Ecosystem Optimization

(6) Global Perspectives

- Anticipate, Identify & Advise on cross-border issues
- FCPA Audit & Development of Internal Compliance Plan
- SWOT Analysis
- Crisis Prevention and Risk Assessment
- Business Environments & Cultural Nuances
- Import & Export Regulations
- Terms & Condition of Sale
- International Regulatory Compliance
- Modify Standard Contracts for Non-US parties and applicable law
- Distributorships, Agencies and JV Ramifications



GC Business Decision-Maker

- Access to a vetted network of responsive in-country professionals providing direct advice and service
- Involvement in Strategic Decision Making
- Development of an optimal legal and tax driven structure
- Cross-Border Due Diligence assistance

Legal Ecosystem Optimization



7) Knowledge Management

Leveraging substantive expertise

- Professionals who already know the Answers
- Practical Organizational Structuring
- Effective Transactional Structuring

Our central repository of intellectual capital exploits existing knowledge saving countless hours, reducing legal costs and lowering transactional risk

Our critical path analysis is designed to identify transactional structures that provide the greatest overall value to our clients

- Form Libraries
- Seamless collaboration with in-house counsel wherever appropriate
- Specialized Expertise

- Continuous Process Improvement – never-ending effort to improve people, processes and systems in order to add value, lower costs, improve communication and budget more accurately
- Business Process Management – nimble innovation through examination of procedural change, technology changes and process organization.

Due Diligence & Transactional Preparation

- Identify Exposures
 - Subsequent Remedial Measures can Mitigate or even Eliminate these Exposures
- Identify Value Opportunities
 - IP Filings
 - Tax Planning Strategies
 - Contract Management
- Assemble a central repository of intellectual capital including governing instruments, books and records and business planning strategic maps
- Transactional Preparation results in higher-quality lower-cost debt, equity or hybrid capitalization and a higher valuation in the event of merger, acquisition, private placement, initial public offerings, sales or other liquidity events





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