

**Topic: Global Partnership Groups – Law Firms and LPOs: What is IN for me? ROI? How can I set up my LPO company?**

- What is Global Partnership Group? Can this help me venturing into LPO industry?
- How can the law firms (Asia, Africa, America and UK/Europe) partner with LPOs to offer joint Legal/IP support services to global clients?
- Typical questions asked by the buyers; Perception issues amongst buyers;
- How to offer multi shore Legal/IP support services without setting up offices?
- How to market my company in global legal outsourcing world? How do I connect with the buyers?
- No presence in buyer market: does it impact the sales pitch positively or negatively?
- What is IN for me? ROI – return over investment?
- Costs and advantages involved in this partnership model
- Does it impact my law practice (or LPO business) positively – can I grow by venturing into this partnership model?

**Speaker:**



Jerome Kowalski,  
Founder,  
Kowalski & Associates (US)

**Moderator:**



Pankaj Parnami,  
Founder Director  
Global Outsourcing Association of Lawyers (US)