

Topic: Panel Discussion – Need Analysis of Buyer Firms

- Rules, Governance and Compliances while dealing with LPO Vendors - International Law Perspective
- Breaking the ice - What does it take to convince US law firms/corporations to be agreeable to take offshore assistance - A marketing perspective; methods of approaching the law firms with an offshoring solution
- Measuring the return on investment in LPO partnership – buyers’ perspective
- Maintaining client relationship and sustaining quality; a balancing game An Operations Perspective

Speakers:



Alison Hook,
Head, International Department
The Law Society
England and Wales,



Michael Bell
Managing Principal
Fronterion LLC



Sakthivel Venkatraman
M.D.- Operations,
Cobra Legal Solutions Pvt Ltd

Moderator:



Rohan Dalal
Managing Director
Mindcrest