



System Simplicity and Process Efficiencies Increase Productivity at Pacific Seafood

PacificSeafood[®]



Pacific Seafood is one of the largest seafood companies in North America. Family owned and operated, the company has facilities in seven Western states, ensuring the finest and freshest products to customers across the country.

The Challenge

The decision to implement SimpleLegal at Pacific Seafood stemmed from a lack of visibility into legal spend. Deputy General Counsel, Tony Dal Ponte, was frustrated by the cumbersome, manual process that was in place for tracking and managing outside counsel costs.

The process was highly inefficient. The legal department stored paper invoices in a binder until the end of the month when Tony individually stamped and approved each invoice. After assigning costs to one of more than 40 business groups located across the country, invoices would get routed to the appropriate controller for payment. If there was a dispute on a specific line item, resolution could take up to an additional week before final payment.

With a small legal department, there was no time for manual and inefficient processes. They were looking for a comprehensive, yet easy-to-use e-Billing and matter management system that wouldn't add additional complexity and up-root their current billing process.

With SimpleLegal, all the information I need is readily available so I can make better operational decisions and act as a strategic adviser to the overall business.

– Tony Dal Ponte | Deputy General Counsel

How SimpleLegal Helped

Tony was immediately drawn to SimpleLegal because its name proved true, delivering on system simplicity without sacrificing on features and functionality. Flexible invoice and approval workflows integrate the entire legal department, all of their business units, and more than 25 controllers into the process at just the right time.

Email Notifications – To initiate payment, controllers simply reply #Paid to the email notification from SimpleLegal.

Along with process efficiencies, SimpleLegal gave Pacific Seafood immediate and complete visibility of their legal spend, vendors, and budgets for the first time. With electronic invoices and a system of record specifically set up for the legal department, they now have:

- A record of what is paid and when
- Easy access to historical data
- Visibility into what outside counsel is working on
- Reports to track spend by matter, compare rates across firm, and year over year spend

The Results

With SimpleLegal, all the information Tony needs is readily available so he can make better operational decisions and act as a strategic adviser to the overall business. The team knows where every dollar is spent and can proactively manage their law firms, ensuring work is given to the most efficient firms.

100% process adoption

Days saved each month

100% of law firms on e-Billing



About SimpleLegal

SimpleLegal provides a modern legal operations management platform that streamlines the way corporate legal departments manage their matters, track and interpret spend, and collaborate with vendors and law firms. SimpleLegal combines e-Billing and spend management, matter management, vendor management, and reporting and analytics into one comprehensive application to optimize legal operations and the management of the entire legal department.

For more information visit: www.simplelegal.com