

## VLP Founding Partner David Goldenberg authors Inside Counsel article, “Virtual Law Firms and What General Counsel Should Look for When Hiring Them”

It’s no secret that in-house counsel want to drive more value from outside counsel and the legal services market in general. This article notes a variety of solutions proposed to help law firms deliver. Strategies have ranged from technological solutions, to changes in business operations (reworking of office layouts, reduction of staff ratios), and an increased use of alternative fee structures.

With the new focus on efficiency, as well as the evolution of the workplace, some law firms have taken a slightly more radical approach and have adopted a distributed model—sometimes referred to as a “virtual” firm. The article provides an overview of a virtual firm and reviews the advantages of hiring one.

The entire article may be viewed on the *Inside Counsel* website.