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Global Law Firm DLA Piper Joins HBR Consulting's Roster of Managed Services Clients

New agreement leverages HBR's deep industry experience to significantly increase value for the Firm.

May 19, 2020 (Chicago, IL) – HBR Consulting LLC (HBR) announced today that DLA Piper LLP (US) has entered into a five-year managed services agreement with HBR. Under the agreement, effective March 1, 2020, HBR provides DLA Piper with a seamless combination of expert resources, optimized processes and service level metrics supported by HBR's [SpendConnect](#) analytics solution. The Firm will benefit from not only the managed services provided, but also full access to HBR's extensive team of over 300 industry experts, as well as its industry benchmarking data.

"We wanted to partner with an expert in this field who could help us scale the work and unlock cost savings opportunities in ways that simply were not possible on our own," said Janet Celly, Chief Business Operations Officer at DLA Piper. "HBR was the natural choice for us; they bring deep subject matter expertise, industry insights and the ability to attract and retain the best talent," she continued.

Given HBR's broad managed services expertise, both HBR and DLA Piper were comfortable moving forward with the transition despite the unprecedented times. The transition went smoothly, even in a remote working environment. Because of the scale and flexibility HBR offers, DLA Piper will be able to easily adapt to current market conditions, whether seeking process improvements, technology enhancements, cost reductions or new investments to support Firm growth.

"HBR is thrilled to be announcing this new aspect in our relationship with DLA Piper. We look forward to continued collaboration across the Firm to unlock value and produce significant bottom-line results to support its continued growth in the market," said Chris Ryan, vice president of client development at HBR.

Collectively, HBR is engaged with over 40% of the Am Law 100 to deliver [managed services](#) in areas of law firm infrastructure, including [procurement; information technology \(IT\); research and information \(library\) services](#); and information governance solutions. "With HBR's expertise and ability to deliver the right resources for DLA Piper's needs at the right time, we look forward to taking the foundation the Firm has built to a new, world-class level," said Lee Garbowitz, a managing director at HBR who leads the Vendor Governance Solutions team.

About HBR Consulting

HBR Consulting (www.hbrconsulting.com) delivers advisory, managed services and software solutions that increase productivity and profitability, while mitigating risk for law firms, law departments and corporations. As trusted advisors with deep industry experience, clients partner with HBR to achieve significant, sustainable results.