

European launch for legal outsourcing and legal process solutions leader

Pangea3 opens London office for European LPO push

May 13 2010 –UK Legal Media - Legal Process Outsourcing provider Pangea3 has announced its latest expansion strategy; setting up a UK centre and

appointing Brian Allan as Vice President of Legal Services (Europe). From a UK base on London’s South Bank, Pangea3 will target General Counsel Europe-wide – helping them to unlock value and maximize efficiency by integrating LPO resources.

Pangea3 has established a strong foothold in the US through its integration of outsourced legal solutions, transforming many Fortune 1000 legal departments. “We are not in the market to replace the role of General Counsel; on the contrary in fact. Our solutions are designed to complement their roles as advisors to senior management by implementing Six Sigma and Lean process tools and technology,” explains Mr Allan, who has joined Pangea3 to head up the European expansion strategy. “Companies that already buy legal services are sophisticated clients – demanding a high quality service at a price that is impossible to achieve from a UK or US based workforce of lawyers. Pangea3 was launched to provide a unique range of solutions by lawyers for lawyers, and that is what we are now bringing to the European market.”

Pangea3’s Co-CEO David Perla is confident that the European expansion strategy will secure 15% growth in year one alone, and in India he reveals that an ongoing recruitment drive is already underway to meet rising demand. “We are planning to expand our 450-strong workforce with at least another 100 lawyers in Delhi and Mumbai by the end of the year.”

By analyzing existing processes, Pangea3 promises that all services and resources can be fully integrated to complement in-house legal departments. “Process-driven legal solutions have a growing part to play in how legal services are delivered,” said Mr Allan. “While we take great pride in employing a team of quality lawyers, embracing Six Sigma and Lean processes ensures consistency across the board, higher efficiencies, higher return on resources, cost predictability and of course significant cost savings.”

According to Mr Perla, a promise to deliver cost savings alone will not capture the imagination of in-house legal teams. But the potential to achieve better data on corporate transactions, to improve litigation success, and to reallocate internal resources to higher value matters will; a philosophy he shares with Brian Allan, who has over 20 years experience in the professional services sector. Mr. Allan most recently worked as a Business Development Director for a global Knowledge Process Outsourcing firm specialising in intellectual property, legal process services and bespoke research for corporates and law firms.

“Our strategy is to offer Pangea3’s legal solutions to a European client base of both new and existing clients – delivered by qualified lawyers in India, many of whom are UK and US trained professionals,” said Mr Allan. “Cutting costs without compromising on quality is always a challenge and companies must look at off-shoring and outsourcing as an alternative to expensive European on-shore or near-shore centres.

“Drafting commercial contracts and patent applications, carrying out M&A due diligence, managing compliance programmes and being involved in litigation can be a huge drain on in-house resources. This is where we come in. Having a strong team of lawyers on hand that can deliver results on a par with what is achieved on home soil is essential for large corporates. We free up in-house resources to focus on the most sensitive and valuable elements of a matter.”

Launched by Co-CEOs David Perla and Sanjay Kamlani in 2004, Pangea3 has built an international client base from its HQ in New York – servicing a range of businesses and firms from off-shore facilities in Mumbai and Delhi. In keeping with the company’s economical operating model, the London office will operate as a remote location and will draw back office support from New York and India.

“To make an immediate impact in Europe we needed a heavyweight, and Brian brings with him extensive client relations, as well as legal and outsourcing expertise – not to mention a proven track record of driving new business initiatives. He understands the LPO market and how we can meet the challenges clients face in terms of getting more for less; reducing costs, improving efficiencies, improving return on resources and getting a better end result,” said Mr Perla.

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About Pangea3 Inc.

Pangea3 Inc is a specialist legal outsourcing provider to corporations and law firms, offering a range of corporate, litigation, intellectual property and risk management services.

From its 600+ seats in state-of-the-art, high tech, secure facilities in Mumbai and Delhi, and New York HQ the company boasts:

- Over a dozen US Bar admitted lawyers with legal process outsourcing expertise and core domain expertise in litigation, corporate, and IP spread across the United States and India.
- Over 20 legal technology and infrastructure experts in market leading technologies and platforms constantly focused on integrating innovative solutions.
- Over 450 lawyers, engineers and other professionals in India recruited from leading law and engineering schools, and top law firms and corporate counsel departments.

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