

# BLG Beyond Consulting

## Transform Your Business for Success

### Optimize your operations and deliver sustainable change for the better.

BLG Beyond Consulting focuses on delivering lasting improvements by helping you plan, prioritize and execute on transformation initiatives that deliver results. We anticipate and proactively address the risks that come with technology and process innovations so you can thrive through change. Established to support General Counsel and in-house legal departments with changes impacting business operations, BLG Beyond Consulting has quickly expanded to address growing demand from other business functions and stakeholders.

Our multidisciplinary team has both industry and consulting expertise, which means we provide timely, relevant and practical advice based on real-world experience. We seek to understand the problem or opportunity through your eyes and partner with key stakeholders inside and outside of your organization to co-create solutions tailored specifically to your needs and culture.



#### Improve performance

Focus on critical factors that deliver the greatest impact to productivity, profitability and growth.



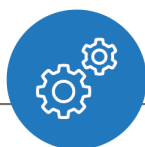
#### Drive informed decisions

Use real-world experience, relevant and timely data-driven insights, and objective methods to guide decisions.



#### Generate practical solutions

Build fit-for-purpose solutions, tailored to succeed within your culture.



#### Deliver Results

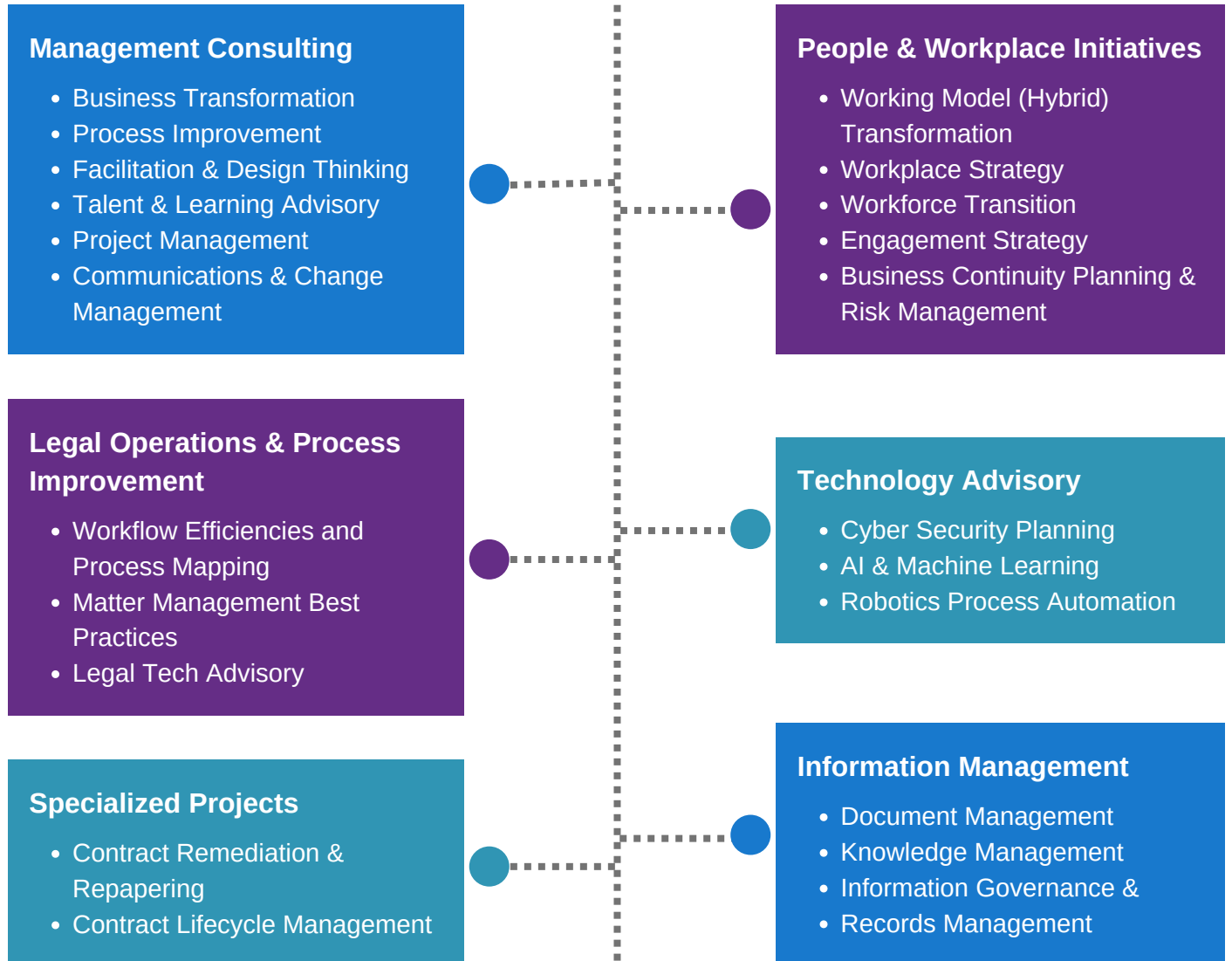
Achieve desired outcomes with robust project and change management methods and tools.



#### Increase capacity

Address capacity challenges by outsourcing operational/business-as-usual work to BLG, enabling your team to focus more on strategic work.

## Our Service Offerings



## Representative Work

### Management Consulting

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- Managed the **Finance function transformation** of a large Canadian law firm, including creation of a Centre of Excellence.
- Facilitated **strategic planning** offsite for the leadership team of a provincial ministry.
- Conducted an in-depth review of the intellectual property group of a leading law firm – diagnosing issues, defining opportunities and supporting the implementation of **organizational effectiveness** recommendations. This led to significantly improved productivity, retention, and morale.
- Managed a large **digital transformation initiative** for a leading Canadian law firm, redesigning processes and deploying tools to enable paperless ways of working.

### Technology Advisory

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- Defined **business requirements for ERP selection** for a Canadian higher education institution – engaging broadly with business stakeholders through interviews and working sessions, and partnering with the client’s IT group to lay the foundations for change.
- Reviewed and recommended **legal technology** to improve operational efficiencies and vendor management.

### People & Workplace Initiatives

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- Led the creation of the **vision, design and implementation roadmap of a hybrid-working model** for a large higher education institution, including HR, technology and facilities considerations, to enable a successful mix of remote and on-campus work.
- Implemented the workplace of the future for a leading professional services firm, supporting the transition to “paperless” ways of working and an **agile workplace**. Managed business readiness and change management, as well as leading the national operations strategies to drive a heightened client and talent experience.

### Legal Operations & Process Improvement

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- Undertook a five-year partnership with a major health sector insurer to **co-create solutions** aimed at improving the efficacy of its in-house legal team and the overall safety of the healthcare sector. Tangible benefits included better-reported client outcomes, establishing information security best practices and implementing predictive analytics.
- Implemented **new intake, workflow processes** and **technology** for a Canadian trade association, providing them visibility to work volumes and key milestones.
- Co-created **legal operations guidelines** and processes with numerous key clients, resulting in them having processes in place to more proactively manage their legal portfolios.

## The BLG Beyond Team



**Mary Ann Stallings**  
Leader, BLG Beyond  
Consulting

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### Our needs to outcomes translator.

With over 30+ years of consulting experience across numerous industries and complex professional service environments, Mary Ann is known for driving market-leading results in business transformation, organizational effectiveness and the future of work. She brings extensive leadership experience ranging from strategy development through to implementation, including workplace transformation, business process redesign, organizational change and technology deployments. She builds strategic relationships founded on trust to understand and creatively solve our client's most complex problems, and deliver lasting change.



**Jennifer Smith**  
Director, BLG Beyond  
Consulting

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Jennifer brings more than 20 years of finance, operations and transformation experience to BLG Beyond Consulting. She collaborates across teams and functions to deepen insights and map solutions that address the root of complex challenges.



**Noha Kamal-Eldine**  
Senior Consultant, BLG  
Beyond Consulting

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Noha is a senior consultant with a background in business analysis, continuous improvement and organizational development. Noha is skilled at bringing about positive and sustainable organizational change through current state analysis, process redesign and training. She has more than 15 years of experience leading, consulting and collaborating on transformational projects.



**Benjamin Rozek**  
Analyst, BLG Beyond  
Consulting

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Benjamin brings a multinational background in solving organizational challenges in businesses ranging from start-ups to major law firms. By merging his legal, IT and business acumen, he is able to effectively identify operational improvements in order to reach enterprise goals. He has over 10 years of applicable experience in: systems design and implementation; strategic business development initiatives aimed at increasing market share; process improvement and workflow optimization; corporate reorganization and restructuring and legal compliance and risk.

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