

# INTERIM LEGAL TALENT: Trade Compliance Expertise On-Demand



Interim Legal Talent is uniquely positioned to provide organizations with the flexibility, expertise and bandwidth required to effectively and efficiently navigate all your trade compliance needs. Our interim counsel and compliance professionals provide timely, informed guidance to companies on their most important trade compliance, filing and auditing matters. MLA interim counsel and compliance professionals are embedded seamlessly into your legal, risk and trade compliance teams and assist in both their execution of specific transactions, response inquiries and realization of desired business outcomes.

## How We Can Help:

The diverse and specialized nature of trade compliance law requires a broad range of talent, depending on the types of transactions your legal department is focused on at any time.

- CBP - Export and Import Controls
- Assessor Efforts
- FCPA Status and Change Management
- Sanctions and Embargoes
- Customs Compliance
- Anti-Boycott Regulations
- Risk Assessments and Audits
- Apply Accurate Tariffs Classifications
- Determine Licensing Requirements
- USMCA Compliance
- Compliance Reporting and Build Out of Data Analytics

## What Makes Us Unique:

Employing experienced trade legal and compliance professionals in an interim and project capacity offers numerous advantages, ranging from bandwidth relief, filling expertise gaps and cost controls, enabling a company to effectively navigate the intricate landscape of international trade regulations. Key benefits include:

### Flexible solutions:

- Adapt to shifting workflows
- Valuable during transitional periods or workload increases
- Ensures robust and effective compliance programs

### Cost-effective alternative:

- Fraction of the cost and time of full-time hires
- Immediate access to specialized knowledge and skills

### Key negotiators for strategic transactions:

- Represent the corporation during third-party dealings
- Collaborate with corporate management, board of directors, clients, and stakeholders
- Align trade compliance strategies with business goals

Overall, experienced trade compliance professionals bring valuable expertise, flexibility, and cost-effective solutions to a company's trade compliance program, aiding in navigating complex regulations and effectively mitigating risk.

# Case Study Spotlights:

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## CASE STUDY #1

### Building Out a Trade Compliance Team to Revamp Export Controls and Sanctions Compliance



#### THE CHALLENGE

A Fortune 100, global logistics and shipping company had completed a risk analysis that revealed gaps in their export controls and sanctions compliance operations. The CCO was faced with mounting pressure from the C-Suite to quickly address the issue and build a function that would improve trade protocols, assessments and reporting without engaging costly outside resources. Additionally, the corporation was under a hiring freeze and FTE additions were not possible. The CCO engaged MLA Interim to present a formal proposal to address the strategic and human capital challenges.

#### THE RESULTS

By engaging MLA Interim and our network of legal and compliance professionals, the CCO was able to select and embed a project team of trade and CBP experienced professionals to assist with revamping export controls and sanctions compliance. A robust trade compliance system was created that ensured a full-scale program of policies & procedures, training, communication standards and governance checks. Additionally, the CCO experienced a 3x savings from prior projects with costly outside partnerships in consulting and law. Engaging MLA Interim consultants enabled the CCO to avoid challenges with the hiring freeze and on-board contractors to quickly address the issues in an expert manner.

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## CASE STUDY #2

### Reducing Outside Counsel Costs by Engaging Interim Counsel for CBP Regulations



#### THE CHALLENGE

Our client, a heavy-equipment and materials handling manufacturer, was committed to reducing outside services costs coupled with the goal of delegating a portion of their workload to focus on new initiatives. Our client expected to decrease outside counsel costs by 50% as a result of choosing this business model. This individual would be interacting regularly with the US Customs & Border Patrol ("USCBP") in compliance with the Customs-Trade Partnership Against Terrorism, among other USCBP regulations.

#### THE RESULTS

Thanks to our strong client relationship and timely introduction of MLA Interim services, we were awarded the 12-month renewable assignment. Requirements for the position included a solid background within Customs and Importing regulations. The GC and Director of Trade was extremely pleased with our responsiveness and detailed search method. Our candidate was chosen after a smoothly-run, 2-step interview process. MLA's Interim Counsel previously worked in-house for a vendor of the client.

**Together we bridge the gap between exceptional interim legal talent and the dynamic needs of legal departments and law firms.**