

# Business Transformation

## THE PROBLEM

Our client, a large, well respected and well-regarded legal practise recognised a need for corporate change and diversification to prevent vulnerability from competition within the market to meet ever-changing demands.

A restructuring and reforming of the business stream was required and Diligencia were called in to research, recommend and instigate positive change.

## THE SOLUTION

We conducted a thorough review and management assessment, devising a single-minded corporate vision and focusing on optimising core skills and strengths. We advised the championing of 5 key business streams, a restructuring of management roles and responsibilities and the implementation of a more proactive sales drive.

## THE RESULTS

Changes and recommendations were implemented with our assistance. Projected turnover was exceeded, profitability increased and corporate professional performance – as measured by the legal sector – improved.



## TESTIMONIAL

**The Managing Partner says:**  
**“The expert assistance and objective advice we have received from Diligencia has been invaluable in enabling us to drive the firm forward over the last two years. We are now well-positioned to meet the ever changing demands of the legal market.”**