



Successful Client Solutions

Just One Phone Call Away: Lex Mundi's Arizona Member Firm Coordinates Internal Compliance Check-Up for Client in Twenty-Three Central and South American Countries

A client of Snell & Wilmer L.L.P., Lex Mundi's member firm for Arizona, was expanding its on-the-ground operations across 23 Central and South American countries. The client, a global manufacturer based in North America, needed to ensure that it was in compliance with the local laws and regulations in each country. It turned to Snell & Wilmer to coordinate an internal "check-up" to provide a compliance assessment for each jurisdiction. The client needed the information within one month's time and wanted only one invoice submitted for the services rendered in each of the 23 countries.

Calling upon its fellow Lex Mundi member firms in Latin America, Snell & Wilmer acted as a single point of contact for the client and coordinated a seamless on-time and cost-effective solution.

Working with Basham, Ringe y Correa, S.C., Lex Mundi's member firm for Mexico, Snell & Wilmer developed a sample response template that each member firm could follow to provide the compliance assessment for its jurisdiction. The template would provide for an "apples to apples" comparison of the information collected in each country. Snell & Wilmer worked with the client to establish a set price for the project and then coordinated the agreement of each of the 23 member firms to a set fee for their work. This provided the client with controlled and predictable costs. At the conclusion of the project, Snell & Wilmer provided the client with a single invoice that was within budget.

The client was very impressed with the quality of the work and collaboration of the Lex Mundi member firms. Since the completion of the internal check-up project, the client has called upon Lex Mundi's member firms in Latin America again as new issues have arisen and its business plans have required additional legal input.





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According to the partner handling the matter at Snell & Wilmer, the success of the project would not have been possible without the global legal network made available through Lex Mundi. "With just one phone call to a Lex Mundi member firm, the client was able to set the terms for the project and get the information needed to help its business expansion in Latin America." The partner went on to say that working with a Lex Mundi member firm is a "huge benefit" for the client, especially when the project involves more than one jurisdiction. Due to each Lex Mundi member firm's dedication to collaboration and client service, no additional management was required on the part of the client.

Lex Mundi is the world's leading network of independent law firms with in-depth experience in 100+ countries. Through close collaboration, our member firms are able to offer their clients preferred access to more than 21,000 lawyers worldwide - a global resource of unmatched breadth and depth.

Lex Mundi - the law firms that know your markets.

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