

TransUnion's Latin American Growth

A Temporary Need for Specific Talent Becomes a Full Time Resource

CASE STUDY ■ ■

The Client

TransUnion, a global leader in credit and information management, provides solutions to approximately 45,000 businesses and approximately 500 million consumers worldwide. In business for more than 40 years, TransUnion gathers, analyzes and delivers the critical information needed to build strong economies throughout the world.

The Business Need

With its Latin American business growing quickly, TransUnion had an immediate need to expand its resources and expertise. In addition to finding a lawyer to support the growing workload, TransUnion's legal department needed a highly seasoned lawyer who was fluent in Spanish and familiar with legal and business issues in several Latin American markets.

Finding candidates with the unique combination of skills and specialized experience proved challenging and time consuming to find.

The Solution

TransUnion turned to Galmont Legal and its extensive network of senior-level attorneys to support its search. Knowing that TransUnion was looking for a lawyer with rich experience in supporting complex, international business development, Galmont Legal quickly identified several top-tier Spanish-speaking professionals from its network. Each candidate had substantial experience in corporate legal departments for Fortune 100 businesses.

Proposing that TransUnion leverage one of the attorneys on a contract-to-hire basis, Galmont Legal then narrowed the candidates again based on their cultural fit to this unique, growing and dynamic company. The limited-term contract Galmont Legal suggested would allow TransUnion to evaluate the lawyer on the job and ensure her/his skills were up to par before investing in a full-time attorney.

"Galmont has proven to be a phenomenal business partner," said Gary Friedlander, Vice President and Division General Counsel, Global Business and Contracting Services. "They took the time to really understand our legal needs and then they moved very fast to find appropriate candidates. The fit was perfect. The attorney we brought on was able to delve right in and became part of the team immediately. We have subsequently again called on Galmont to help us fill a temporary assignment, and again, Galmont found us the right attorney."

After the two Galmont Legal candidates were presented, TransUnion quickly selected one and had her on site and at work in less than a week.

From addressing corporate governance among Latin American subsidiaries and intercompany agreements to supporting intellectual property protection, the Galmont Legal lawyer worked on a diverse array of projects over the six-month period. The Spanish language fluency was a tremendous asset, giving business partners and subsidiaries the comfort and certainty that they were working with professionals who understood their market and business.

The Outcome

After the six month temporary assignment was over, the Galmont Legal lawyer was hired full-time by TransUnion where she continues to support its rapidly growing Latin American operations.

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