

Morae Expands Strategic Advisory Team with Acquisition of Janders Dean

Creates UK-based Legal Advisory Practice Group to Address Growing International Demand

EMBARGOED UNTIL 9:30am GMT LONDON 1st July 2020 – [Morae Global Corporation](#), a leading provider of transformative legal and compliance solutions for corporations and law firms, today announced the acquisition of legal management consultancy [Janders Dean](#). The deal establishes a UK-based legal advisory practice group to assist in meeting growing global demand, especially from large law firms and international in-house legal teams looking to re-evaluate how legal work is done. The UK team will complement Morae's existing US-based advisory team and will assist clients with legal spend management, resource management, process and policy enhancement, and technology and knowledge service transformation.

The Janders Dean team of senior analysts and consultants in the UK and APAC will continue to be led by Janders Dean founder Justin North in his new role as a Managing Director. The acquisition follows several joint ventures and collaborations between the two companies and Morae plans to further invest and expand the advisory team over the coming year.

Founded in 2007, Janders Dean is best known as a leading legal industry consultancy with clients that include some of the world's largest law firms and corporate in-house legal departments across the United Kingdom, Europe, North America, South America, Africa, India, Australia, and the wider Asia Pacific region.

Commenting on the acquisition, Janders Dean founder Justin North said:

“This is an extremely exciting deal that opens up a range of opportunities for our team and clients, who stand to benefit from the scale and coverage of Morae’s impressive global operations.

Now more than ever, the legal industry is reimagining the way it works, from evaluating working practices to assessing cost models. There is a huge appetite to move beyond hype and towards implementing major transformation programmes that deliver measurable value. By joining forces with Morae, we can help drive meaningful improvement and lasting change for our clients.

We have worked closely with the Morae team over the years and have always shared a common view on the possibilities for the future of the legal industry. This belief crystallised early last year when we worked together on a major transformation initiative for one of the world's leading financial institutions. It was at that moment our conversations began about coming together.

I could not think of a more appropriate place to bring the Janders Dean team. With our collective skills and experience and the strong proven history of the Morae leadership team, we are now able to significantly amplify the delivery of our services to clients around the world.”

Shahzad Bashir, CEO of **Morae Global Corporation**, added:

“I welcome Justin and the whole Janders Dean team to Morae. Transformation is at the heart of what we are about and for years I have admired Janders Dean’s dedication and unwavering focus on innovation and influencing the market towards new ways of thinking. I have also witnessed first-hand how the ideas they’ve sown across their community have evolved into commonly adopted working practices.

These are the skills and characteristics that others try to imitate, but ultimately it is a cultural piece that few have nailed, and that is what makes Janders Dean such an ideal fit for Morae.”

This announcement follows Morae’s acquisition of Phoenix Business Solutions in May 2019 and the Clutch Group in 2017. Matthew Crocker, Chief Strategy Officer at Morae and former CEO of Phoenix, commented:

“I could not be happier with the progress we have made in integrating our teams since Morae’s acquisition of Phoenix last year. We’ve really come together culturally and there is this visible excitement everyone has about what we are doing as One Morae. I believe our clients feel this too and I think the acquisition of Janders Dean will likewise have an exponential impact in our combined capability to create innovative client services and deliver them with consistent service excellence.”

About Morae Global Corporation

Morae Global Corporation provides comprehensive legal and compliance solutions to law departments, compliance teams and law firms. Morae’s team of experts is comprised of some of the most seasoned and knowledgeable professionals in the legal industry who are trusted to transform legal ecosystems worldwide. Core service lines include information governance and discovery, advisory and alternative legal resourcing, and digital transformation solutions. Morae has offices around the world, including in Abu Dhabi, Bangalore, Chicago, Frankfurt, Hong Kong, Houston, London, Maastricht, New York, Sydney, Washington, D.C., and Zurich. For more information, visit www.moraeglobal.com.

About Janders Dean

Janders Dean is a niche independent consultancy founded in 2007. Core areas of expertise include analysis services for strategic and operational planning projects across the legal industry. As a team of leading management consultants and trusted experts across a number of areas, Janders Dean takes pride in their unparalleled industry knowledge and ability to separate fact from hype. Clients include a number of leading law firms and corporate in-house departments in the United Kingdom, the United States, and the Asia Pacific region. For more information visit www.jandersdean.com.

PR Enquiries

Beth Farrer
Director, Farrer Kane
+ 44 (0) 20 7415 7154
beth@farrerkane.com

Eric Feistel
Director, Marketing at Morae Global
+1 713 364 6190
press@moraeglobal.com