



Morae and PERSUIT Announce Launch of Strategic Partnership

Houston, TX – December 16, 2020 – [Morae Global Corporation](#), a leading provider of transformative legal and compliance solutions for corporations and law firms, and [PERSUIT](#), the leading enterprise platform for engaging outside counsel, have announced today that the two companies have entered a strategic partnership. Together they will work with corporate legal departments to bring about meaningful transformation through the combined capabilities of Morae’s industry leading advisory services with PERSUIT’s proprietary technology for better managing outside counsel.

Morae and PERSUIT have previously collaborated on multiple client engagements that assisted international corporate legal departments in the planning and execution of their strategic and operational priorities. The formalization of the partnership signals the continued expansion of the Legal Spend Transformation services at Morae, including greater choice and flexibility in the types of support now available to clients.

PERSUIT offers a market-leading cloud-based software application that provides in-house legal teams with the ability to launch matter-based RFPs, RFIs, AFAs, Hourly Rate reviews, and Panel Convergence Programs using industry best practice templates. PERSUIT is the platform chosen by Fortune 500 in-house teams for distributing work amongst their law firms in a way that is fair, transparent and competitive.

“Morae’s partnership with PERSUIT provides an important piece of the puzzle in how we solve for our clients’ challenges with a focus on enabling digital and legal business transformation,” said Mathew Crocker, Chief Strategy Officer at Morae. “Our experienced team routinely does this by working closely with our clients to help them better manage their cost, information, and risk. This includes helping them achieve measurable improvements in cost predictability and transparency, greater control over their information, and access to the data insights they need to support their business objectives, and ultimately meet their legal and compliance obligations.”

“Legal departments are looking to align cost with value. One of the ways PERSUIT guarantees this is through our reverse auction functionality that provides in-house legal teams with true market pricing at the matter-level. PERSUIT has analyzed that auctions typically deliver a 37% reduction in matter-level pricing,” said Jim Delkousis, Founder and CEO of PERSUIT.

Justin North, a Managing Director at Morae with years of expertise in Legal Spend Transformation added, “Morae is a long-time advocate of PERSUIT and so we’re very excited to announce this partnership. We have been frequently engaged by our clients this year to analyze and transform legal costs and procurement processes. The PERSUIT platform really helps our clients to bridge the gap with their outside law firms, streamline legal sourcing processes, and ultimately eliminate waste and create measurable savings.”

PERSUIT has consistently been recognized as the legal industry’s most widely used and highly rated legal RFP platform by corporate law departments and is currently working with world leading organizations including Walmart, Shell, Novartis, Johnson & Johnson, Exelon, Target, Citi, AT&T, Facebook, Intel and Twilio.

For more information about how Morae and PERSUIT are working together to transform legal, please contact Justin North (justin.north@moraeglobal.com).

About Morae Global Corporation

Morae Global Corporation is a market leading provider of digital and legal business transformation in the legal industry. We are purpose-built with former general counsels, law department operations directors, innovative leaders from LPO and eDiscovery firms, top law department management consultants, and senior strategy and technology experts who customize solutions to assist law firms, law departments, and compliance functions in transforming how legal work is done. Morae offices are located across the Asia-Pacific (Bangalore, Hong Kong, Sydney), Europe (Frankfurt, London, Maastricht, Zurich), Middle East (Abu Dhabi), and North America (Chicago, Houston, New York; Washington, D.C.). For more information, visit moraeglobal.com.



About PERSUIT

PERSUIT is a Software as a Service (“SaaS”) company specializing in legal RFP technology. The PERSUIT platform is self-service enabled and an out-of-the-box, cloud-based software application, providing in-house teams the ability to launch matter-based RFPs, RFIs, AFAs, Hourly Rate reviews, and Panel Convergence Programs using industry best practice templates. Request types can be used to drive price competition via real-time bidding to achieve true market pricing every time, delivering 37% savings on external legal spend. For more information, visit www.PERSUIT.com.

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