

Law Firm Management

SPEAKER BIOGRAPHY

Pamela H. Woldow

Pam Woldow has earned a global reputation for exceptional expertise in the trends, tactics and technology that are transforming the face of the legal profession. The only legal consultant named a *Legal Rebel* by the American Bar Association, Pam is widely recognized as a candid and creative change catalyst by corporate legal departments and law firm management alike. During a consulting career spanning two decades she has become particularly well known for her innovative and practical approaches to the novel challenges of a rapidly evolving legal marketplace. Pam has served as a respected resource for law firms of all sizes and types, from AmLaw 100 and major global firms to rapidly-growing regional and specialty firms, and she also serves as advisor to corporate legal departments and General Counsel on all aspects of the law firm-client relationship.

Pam's award-winning blog, *At the Intersection*, has been praised for its provocative insights into the building blocks of law's "New Normal" and for articulating new approaches to:

- *Business development in today's hotly competitive marketplace*
- *Alternative approaches to legal service delivery, including legal process outsourcing*
- *Value-based pricing and alternative fee arrangements*
- *Selection and management of outside counsel, including effective use of RFPs*
- *Project planning, budgeting and monitoring*
- *Legal Project Management (LPM) and Legal Process Improvement (LPO)*

Pam is a Principal of Edge International and also its General Counsel, having earlier served in those same roles at the legal consulting firm Altman Weil. Before turning to consulting, she held positions as Chief Counsel of the Pennsylvania Department of Insurance and Pennsylvania Deputy General Counsel, Director of Litigation Management for a \$2 billion public financial services company, and General Counsel of a subsidiary of a diversified consumer services corporation. Pam has managed large legal staffs and annual legal department budgets exceeding \$100 million. Her earlier law firm practice included complex commercial and environmental litigation experience with several large US firms.

Pam is a sought-after speaker on trends in the legal marketplace and is co-author of the ABA's *Legal Project Management in an Hour for Lawyers*, published in November, 2013. Her articles have appeared in *The National Law Journal*, *The New York Law Journal*, *GC MidAtlantic*, *Corporate Counsel*, *The Legal Intelligencer*, and Pennsylvania Bar Institute Publications.

Pam has been designated a Certified Master Coach by the Behavioral Coaching Institute and is a member of the International Coaching Counsel. She recently was named one the 125 most distinguished alumni of the Chicago Kent School of Law.