

FOR IMMEDIATE RELEASE

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CONTACT: Chad Schmidt | Counsel On Call
(615) 345-7509
chad.schmidt@counseloncall.com

SCHIEFFELIN TO LEAD COUNSEL ON CALL'S BUSINESS DEVELOPMENT TEAM

NASHVILLE, Tenn. | Bill Schieffelin has joined [Counsel On Call](#), the leading provider of cost-effective legal services to in-house departments and law firms, as Vice President of Business Development.

Schieffelin will lead Counsel On Call's business development team, directing efforts with in-house legal departments and law firms across the country. Counsel On Call currently has five offices and works with hundreds of clients across the U.S. in virtually all areas of the law. Schieffelin will be based out of Austin, Texas, as the company continues its process of opening a Texas office.

"Bill has a proven record of business development in the legal profession that will help our company continue to grow," said Jane Allen, Counsel On Call's President + Founder. "As a former practicing attorney and someone who has been working with law firms and publicly traded companies for more than 25 years, he understands the fiscal and workflow challenges corporations and law firms face, how the legal profession is changing, and how Counsel On Call can help solve these issues. His experienced leadership will be a great asset to both our existing team and clients."

Schieffelin, who practiced law for eight years, most recently served as Senior Vice President, Global Sales, for [SPi Global Solutions](#), a global Knowledge Process Outsourcing service provider. He led sales and business solution teams in the publishing division for the 14,000-employee company.

Prior to SPi, Schieffelin worked for more than 15 years with [Thomson Reuters](#) in a variety of sales and development roles within its family of companies, including the Senior Director, Law Firm & Inside Sales position for Thomson Scientific. Throughout his time with Thomson, he worked extensively with Fortune 500 legal departments and law firms, selling and developing enterprise-level products and professional services. He won numerous company awards, including Thomson Scientific's President's Club / Top U.S. Sales Manager in 2006.

"There is no legal services company that is better positioned to assist in-house counsel and law firms than Counsel On Call," Schieffelin said. "Our clients must find new ways to control and forecast legal costs, especially concerning overwhelming expenses like e-discovery and litigation. It's a bottom-line business, and Counsel On Call offers not only a clear path to achieve aggressive cost-saving goals, but the hands-on management and experienced attorneys to see it through."

Schieffelin earned his J.D. from the University of Texas School of Law, clerked for the U.S. District Court, Western District of Texas, and is a member (inactive) of the State Bar of Texas. A father of two, Schieffelin lived in Nashville during his high school years and is originally from Mobile, Ala.

About Counsel On Call

Counsel On Call provides high-quality, attractively priced solutions to the challenges faced by corporate legal departments and law firms. Utilizing experienced attorneys and proven processes, the company handles and manages a wide variety of matters – across all practice areas -- that dramatically reduce legal costs.

A woman-owned company headquartered in Nashville, Tenn., Counsel On Call also has offices in Atlanta, Boston, Chicago and Memphis. The company has experienced significant growth since its founding in 2000 and has been named to *Inc.* magazine's list of the nation's 500 fastest-growing privately held companies three times.

For more information, please visit counseloncall.com or Lawdable.com, the company's blog.

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