

# Legal Sector Specialist Services



**KCS**

Strategic Intelligence & Corporate Security

## Overview

This service offering is based upon the understanding that there are very specific problems and difficulties faced in the legal sector, and a subsequent need for specialised solutions to mitigate and eliminate these threats. Not least, because problems can arise not only from the legal firms themselves but from their clients

(prospective or actual), creating an immediate and very large at-risk base. KCS can offer support to both firms and their clients, in terms of providing a detailed and clear picture of the threat landscape, reviewing potential partners and assessing the associated risks.

## Taking on new clients within a risk profile

Legal firms are increasingly being asked to accept clients with questionable backgrounds and connections – not just known Politically Exposed Persons (PEPs) but also those who may have second- or third-degree connections to contentious individuals, and whom may have secrets of their own. There is a clearly identified need to ensure that a firm is aware of the full range of issues associated with a prospective client and of how they (or may not) fit into a firm's risk

profile. Through extensive yet discreet due diligence and investigation, KCS is able to supply timely and actionable intelligence that provides the Client total clarity about the company and key individuals with whom they are contracting – and also on those 'hidden' interests about which the Client may never have been meant to find out, which could have a severely detrimental effect on reputation.

## Merging and making acquisitions

The above points are also relevant to when a firm is looking to merge/make an acquisition. But further to this, in addition to looking at a particular individual/firm, it is also necessary to understand the dynamics of the new region: this can be very challenging given the high-risks associated with certain markets in different regions.

KCS is able to help navigate a path through the grey areas: not only advising on the known dangers and how to manoeuvre through these (for instance an obstinate bureaucracy, or a known case of corruption), but indicating where problems could arise from quarters where no threat was assumed. Essentially, this is a mixture of horizon scanning and immediate threat identification.

# Solving problems

Aside from these problems of 'the unknowns', where KCS can create transparency and shed light on a problem from all sides, not just those the Target wishes to be known, legal face problems ranging from industrial espionage, to outright campaigns of cyber-hacking and compromise, from private bodies or competitors. Moreover, legal firms will have exclusive access to extremely sensitive and private information about their clients that is ripe for theft. Information can be just as valuable a currency as hard cash.

Especially today in a world where much of business has moved to cyberspace, firms should be aware of the full range of cyber- and hacking threats they are facing, and enhance their protection. All of these need to be considered from a pro-active stance by the Client, and take the attitude that both short- and long-term problems should be resolved with speed and discretion. Levelling the playing field – in any situation – is the goal to allow a firm's business to develop and prosper.

## Specific services

- Discreet due diligence on potential mergers and acquisitions/partners
- Intelligence support in matters of dispute

resolution/litigation for clients

- Identification of strengths, weaknesses, opportunities and threats (SWOT) in marketplaces
- Horizon scanning and strategizing for new risks (whether through person, policy, etc)
- Leveraging in-country contacts in high-risk markets to offer the best possible environment
- Monitoring of threats to companies through the cyber arena and the dark web

KCS has extensive on-the-ground contacts in almost all high-risk environments around the world, able to supply the crucial 'edge' in intelligence-gathering, in addition to long-standing experience in due diligence, threat analysis and market support.

This service offering can be taken 'all-in', as a comprehensive program of assistance stretching from pre-deal to long-term post-deal support, or on an ad-hoc basis when considered necessary. Either way, it is a proposition that adds significant value and helps to minimise the risk of financial or reputational loss.



## Contact us

To find out more or to arrange a meeting to discuss your business needs, please contact us:

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