

Kimberly MacLachlan

Practice Innovation and Business Development Lawyer



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Language(s) spoken: English

Bar Admission(s): Nova Scotia, 2019

Legal Assistant(s): [Heidi Evans](#)

Kimberly has a background in public relations, business, and law and brings this experience to lead the firm's business development strategy and support the practice innovation strategy across all six office locations in Atlantic Canada, which includes practice re-engineering, RFPs, RFQs, RFIs, alternative fee arrangements, pricing, legal project management, coaching & training, and data analytics. Her experience includes:

- Leading the business development function across all six offices including:
 - An increasing volume of responses to Requests for Proposals, Requests for Information, and Requests for Quotations.
 - Procurement interviews with panels of senior decision-makers including in-house legal teams and reviewing and/or amending procurement contracts on behalf of the firm.
 - Working with client service team leads in the development and execution of goals and objectives for firm clients.
 - Leading the development of business development tools and toolkit to support partners and associates in business development activities.
 - Client-specific data analyses to inform strategic business development and pricing decisions.
 - Client-specific alternative fee arrangements in mergers and acquisitions, litigation, infrastructure, class actions, and corporate governance.
- Leading firm-wide practice re-engineering projects (process improvement projects) and the development of process improvement tools (automated documents, standardized templates, and excel tools) in mergers and acquisitions, commercial lending, corporate re-organizations, opinions, and municipal tax sales.
- Training and coaching on matter budgeting and financial dashboards including the development of just-in-time

training resources.

- Developing client reporting tools in Smartsheet.

Education & Career

Education

Institute for the Future of Law Practice Certification, 2021

Yellow Belt in Legal Lean Sigma Process Improvement & Project Management, 2019

Dalhousie University Schulich School of Law, JD, 2018

Dalhousie University Rowe School of Business, MBA, 2018

Mount Saint Vincent University, Bachelor of Public Relations, 2014

Activities

Member, AI Task Force, Stewart McKelvey

Participant in the Guinness Book of World Records, World's Largest Washer Toss Tournament, 2017

Medical student interviewer, Faculty of Medicine, Dalhousie University, 2012 – 2017

Representative for the United Kingdom, Euroscola – European Parliament, 2009

Member, Canadian Renewable Energy Association (CanREA), 2023

Accolades

Schulich Scholarship, 2017, 2018

Rowe Entrance Scholarship

Senate Medal of Distinction

David Bell Memorial Endowed Award

Thought Leadership

Bringing corporate governance online, part 2: Electronically-signed share certificates

June 22, 2020

Presentations

Co-Presenter, "Practice Innovation 101", Dalhousie University, Schulich School of Law, Initio Clinic, March 2023

Co-presenter, "Developing Systemic Workflows to Improve Efficiency and Reduce Costs Through Legal Process Management", The Canadian Bar Association: Solution Series

October 26, 2021

Co-presenter, "Innovation in the Law", Dalhousie University, Schulich School of Law, Weldon Welcome Days Keynote

Panelist, “Legal Innovation in Practice Series: Innovation in the Firm”, Ottawa Legal Innovation Hub

January 28, 2021