

# Who We Are



## Mission

Advancing Legal Careers



## What We Do

Our people help make law firms great.

## Vision

With industry expertise, hard work, and integrity, consistently deliver the best legal professionals to our clients and make the experience fun for all.

## Key Differentiators

### Connections

We're connected to both seasoned and up-and-coming technology experts and attorneys ready to make an impact at law firms.

### Perspective

A great culture fit is as much our priority as finding the individual with the hard and soft skills needed.

### Flexibility

Our size and agility give clients flexibility when it comes to payment terms and processes that larger staffing firms can't match.

### Know-how

We know who our clients are looking for because we understand the unique challenges and opportunities law firms face.

## Where We Play

**Geographic Area:**  
National



### Target Customer Segments:

Legal Technology  
Attorney Staffing  
Practice Management & Litigation Support

### Vertical:

Law Firms

### Products and Services we provide:

Direct Hire  
Technology Executive Search  
Contract Staffing

### How we go to market:

Leveraging long-term relationships, using our database, and building new accounts and relationships through sales, recruiting and marketing.

## History

In 1996, ESP Legal recognized that law firms had an urgent need for highly qualified, skilled technology professionals to support their growth. In the over 20 years since, we've become the top legal technology recruiting firm by specializing in connecting law firms with the best legal technology talent. Our deep understanding of the legal niche allowed us to add litigation support staffing to our service offerings and expand our recruiting practice to meet the needs of law firms nationwide. After nearly a thousand successes, we expanded our services again to include attorney staffing solutions to meet our clients' needs.

## Core Values

### Do the Right Thing

- Have direct, open and honest communication
- Assume people are good, fair and honest
- Hold self and others accountable to eliminate duplicity
- Focus on the solution to the problem, not the cause
- Listen with the intent to understand



### Support Each Other

- Treat everyone as equals
- Check ego at the door
- Respect individual differences
- Acknowledge achievements of others
- Give back to the community
- Win together as a team



### Be The Best

- Strive for excellence
- Act with integrity
- Always follow through
- Strive to learn and grow
- Set and ask for expectations
- Embrace change
- Plan and anticipate
- Think long term



### Be Happy

- Be passionate about what you do
- Laugh often, including at yourself
- Have a positive attitude
- Know your coworkers and your clients
- Have fun and celebrate success

