

My Benesch My Team Campaign – Rightpoint

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“Benesch is always looking out for our best interests and makes us feel as if we’re their most important client. They know our business and serve as an extraordinarily responsive and trusted advisor.”

Ross Freedman and Brad Schneider, Co-founders at [Rightpoint](#)

How did your relationship with Benesch begin?

Six or so years ago, we were working with another law firm on one of our initial contracts, which was very early on. It’s typical for lawyers on both sides of the contract to do conflict checks, and there happened to be a conflict with this particular law firm. So the attorney we were working with referred us to Jeff Kosciuszko. We enjoyed working with Jeff so much, we continued to work with him from then on.

What kinds of things does Benesch help you with?

I consider Jeff Kosciuszko to be an overall advisor to us, although he primarily works with us in negotiating our contracts and master service agreements. Other areas Benesch has helped us with include working with us to be HIPAA compliant and on certain employment issues. Jeff put us in touch with the appropriate attorneys at Benesch to counsel us in those areas.

What do you like about working with Benesch?

Benesch understands our industry, specifically technology. Jeff has done these types of agreements with similar professional services companies for a long time, and that shows during the contract negotiations, so he is our trusted advisor in that capacity. I definitely like Benesch’s responsiveness. I think of some of my friends’ experiences with attorneys—they put in a call and get voicemail, and then send an email, and then sit and wait. Jeff is extraordinarily responsive. If we need something, he’s there and gets back to us almost immediately. He even responds to let us know if he can’t get to something right away to let us know when he will. That’s super important. And if there’s ever a big issue, he’ll drop whatever he’s doing to help us out. I’m sure he treats all his clients this way, but I feel like I’m his most important client, and I’m sure his other clients feel similar.

Do you face any unique challenges?

We’re a fast-growing company over the last seven years. When we started working with Benesch, our business had 10 employees and now we’re in the range of 140-150 people. Benesch has been able to scale with us and handle the increasing volume of work that has come with our expansion.

Anything else you’d like to add about your relationship with Benesch?

That ‘trusted advisor’ component is big. I consider Jeff a friend, and we have such good rapport. I know he’s always looking out for our best interests and treats us how he expects to be treated. Our

volume of work has been increasing steadily, and I don't have a question on invoices or Benesch's work for us. For example, I don't need the line items that say this is how Jeff is spending his time. I know he's spending his time in areas that are helping to service us. Just to have that comfort that he's looking out for us is invaluable.