

# 3M Lawyer on Cutting More Than 250 Law Firms

General counsel support is crucial for corporate legal departments that are trying to decrease the number of law firms they work with, 3M Co.'s managing counsel said, writes **Yin Wilczek** for **Bloomberg BNA**.

Joseph Otterstetter, who leads his company's ongoing convergence efforts, told Wilczek that the most important step is making sure the in-house team is "aligned, starting with the general counsel. There will be resistance, I promise, and so if the general counsel isn't supportive, it's best not to even start, frankly."

3M launched its effort convergence in 2013, when it cut the about 300 of its U.S. outside firms to about 35 to 36 firms, said Otterstetter, who also is associate general counsel of 3M. And more recently the company re-assessed the major portfolios into which it divides its legal work, he said.

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