



Wallace PLLC News
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Wallace PLLC Introduces Law *à La Carte*

A New Way to Buy Legal Services

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In a step aimed at addressing the nation's "justice gap," which denies millions of individuals and small businesses a path to cost-effective legal help, Wallace PLLC is making its dispute-resolution services available on an unbundled basis. This service option, dubbed law *à la carte*, offers clients an alternative to the traditional requirement of high retainer costs and pricing uncertainty, enabling them to evaluate the full cost of a lawyer's services beforehand.

David Wallace explains that unbundling "involves limiting the scope, but not the quality, of legal services, and tailoring them to meet client needs. Think of a restaurant's *à la carte* menu. People from all walks of life want and need affordable access to the legal system and its gatekeepers."

Wallace's idea emerged from recognition of law's distribution and pricing problem. "A generation ago, Harvard's Derek Bok put it in striking terms. He said, 'there was too much law for those who can afford it and far too little for those who cannot.' And so many years later, not much has changed."

Before walking away from life as a Big Law partner last year to open his own disputes boutique, Wallace's client list consisted entirely of large multinational corporations and wealthy individuals. "Bok, I think, had the brain drain to mind. Every year, the nation's best and brightest young lawyers flood Big Law's left and right coasts to represent far-flung conglomerates and business tycoons. And tens of millions of Americans -- individuals and small businesses -- live with unmet or unrecognized legal needs, because of the obstacle of high retainer costs they can't afford and pricing uncertainty, the fear of being left with an unpayable bill at the end of the day."

Ruminating on his own Big Law experience got Wallace thinking more deeply about issue. "Corporations and wealthy individuals have their pick of lawyers, and leverage to command favorable pricing. I was on the front lines of that dynamic for a long time. But middle- and low-income individuals, small businesses, basically the retail segment of the market, they have neither."

This prompted Wallace to flip the script. "I saw a silver lining and thought: What if there were another way for people to access legal services? What if folks could purchase and manage legal services the same way large corporations and wealthy individuals do? What if people had the option of accessing legal services on an unbundled basis, if they could get needed legal help, have greater control over the process, and pay much less?"

And so was born unbundled legal services, or law *à la carte*. "We divide the typical life of a dispute into separate tasks, set a fixed price for each one, and let clients choose the desired level of services without making them commit to a more expensive and involved business relationship than necessary in the circumstances."

Wallace realizes unbundled legal services are not right for everyone or all cases but adds, "for an awful lot of people it's a game changer."

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About [Wallace Law PLLC](#)

Wallace Law PLLC, a high-powered New York disputes practice with national reach, is focused on commercial litigation, product liability, and select personal injury cases. It was formed in 2017 by David Wallace, an accomplished New York trial lawyer with decades of experience trying bet-the-company cases around the country. Formerly a partner at Herbert Smith Freehills, and at Chadbourne & Parke before that, Wallace offers clients the personal attention, experienced judgment, and efficiencies of a seasoned trial lawyer.

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