



Fractional DLO Services
through Optima Growth Strategies

DIRECTOR OF LEGAL OPERATIONS

David B. Kaplan, J.D.

Your On-Demand Legal Operations Executive

Strategic legal operations management — without the cost of full-time in-house counsel. Built specifically for growing small and medium-size businesses.

◆ Director@OptimaGrowthStrategies.com ◆ (509) 263-4625 ◆ Remote

*“Hiring full-time General Counsel costs \$222,750 to \$270,500 in salary alone — before benefits, payroll taxes, and overhead. A fractional DLO delivers **highly valuable** executive-level legal oversight, **analysis, and management** at a fraction of that investment.”*

— Robert Half 2026 Salary Guide | Expert legal operations leadership. No full-time price tag.

35+

Years of combined legal, business & military service

77%

of legal departments say increasing legal operations support is a medium or high priority (CLOC 2025)

50%+

Contract review time reduction using AI-assisted legal tech

WHAT IS A FRACTIONAL DLO?

A Director of Legal Operations serves as the strategic bridge between your executive team and the attorneys, law firms, and legal technology your company depends on. For growing SMBs, legal matters are constant — contracts, compliance, vendor agreements, regulatory requirements — yet hiring full-time in-house counsel is often cost-prohibitive.

A fractional DLO delivers highly valuable executive-level legal operations management and initial legal review on a flexible, part-time engagement. You get experienced oversight of your legal processes, outside counsel, and legal spend — at a fraction of the cost — freeing your leadership to focus on growth.

Critically, a DLO does not replace your potential need for a licensed attorney. Fractional DLO Services through Optima Growth Strategies cannot provide legal advice or establish a formal attorney-client relationship. However, retaining a DLO provides first-line legal operations analysis, attorney selection & delegation support, and significant cost management — creating the infrastructure that makes your legal team perform at its best.

WHAT DAVID BRINGS TO YOUR COMPANY

David Kaplan, J.D. brings over three decades of legal, financial, and operational experience spanning civil litigation, military law, international joint ventures, commercial real estate, financial advisory, and nonprofit leadership — credentials that translate directly to the demands of fractional DLO work.

CORE QUALIFICATIONS

- ✓ J.D., Univ. of San Diego (1991)
- ✓ U.S. Army JAG Corps, Major (Ret.)
- ✓ Civil Litigation & Insurance Defense
- ✓ Global Licensing Agreements
- ✓ U.S. Attorney's Office Clerk (1988)
- ✓ California Bar Member, 31 years
- ✓ Merrill Lynch Financial Advisor
- ✓ Commercial Real Estate & JV Counsel
- ✓ Series 7 & 66 Registrations (former)
- ✓ CRPC, Merrill Lynch (2004)

David has served clients across real estate, healthcare, green energy, AI technologies, financial services, business consulting, and international nonprofit organizations.

CORE SERVICE AREAS

Strategic Planning & Legal Oversight

- Legal department mission and operations planning
- Reducing outside legal expenditures
- Best-in-class law firm engagement
- Litigation lifecycle management
- Strategic improvement initiatives

Financial & Vendor Management

- Outside counsel fee oversight & RFP management
- Legal budget development & monitoring
- Billing compliance & retention letters
- Legal spend analysis & reporting
- P&L; support with CFO / COO

Operations & Technology

- Contract management
- AI-powered contract review implementation
- eDiscovery & document management
- Compliance frameworks & workflow design

HOW A FRACTIONAL DLO ENGAGEMENT WORKS

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| 1 DISCOVERY Initial assessment of your current legal processes, outside counsel relationships, and cost profile | 2 STRATEGY Develop a tailored legal operations plan — priorities, technology recommendations, and quick wins | 3 EXECUTION Ongoing DLO support: managing counsel, contracts, compliance, budgets, and legal tech on your behalf | 4 REPORTING Regular executive reporting on workflows, metrics, legal spend, and efficiency gains |
|---|--|--|--|

THE BUSINESS CASE

83%

of Legal Departments Expect Rising Demand

The 2025 CLOC State of the Industry Report found 83% of legal departments expect demand to increase — but most aren't receiving a matching boost in budget or headcount. A fractional DLO closes that gap.

Most SMB executives acknowledge that managing legal issues, selecting the right attorneys, juggling multiple retainer agreements, and communicating with legal professionals is both complicated and time-consuming. Fractional DLO Services through Optima Growth Strategies acts as your corporate legal operations avatar — so your leadership team can devote its full energy to strategy, growth, and operations.

INDUSTRIES & SECTORS SERVED

Fractional DLO Services through Optima Growth Strategies has served and is actively engaged with companies across a diverse range of sectors:

Commercial Real Estate

Healthcare & Wellness

Green & Renewable Energy

Technology & AI

Financial Services

Business Consulting

International Nonprofits

Series B/C Startups

Professional Services

Particularly well-suited for companies with 10–200 employees that are scaling faster than their legal infrastructure — and not yet ready for full-time in-house counsel.

AI-Powered Legal Technology — A Force Multiplier for Your Company

Contract Review & Redlining

AI automatically reviews NDAs, MSAs, SaaS agreements, and more — flagging risk clauses and suggesting revisions aligned to your company playbook. Review times reduced by 50%+.

Contract Data Extraction (NLP)

Natural Language Processing extracts key terms, deadlines, and obligations at scale — eliminating missed renewals and unfavorable lock-ins that cost companies thousands.

Risk Analysis & Clause Monitoring

Dynamic contract clauses are scored and flagged in real time. Suboptimal terms are caught before they become costly surprises.

Accelerated Approval Workflows

Multi-stakeholder contract approval cycles that traditionally take weeks are streamlined to days. Your deals close faster.

FLEXIBLE ENGAGEMENT MODEL

Fractional DLO Services through Optima Growth Strategies structures engagements around your company's actual needs — not a one-size-fits-all retainer. Common arrangements include:

- Part-time fractional retainer (monthly)
- Project-based engagements (contract buildout, compliance framework)
- Advisory / as-needed hours arrangement
- Transition support (building toward in-house counsel)

All engagements are available remotely or on-site. Scope, deliverables, and pricing are tailored in an initial no-cost discovery conversation.

WHY DAVID KAPLAN

David's career spans every dimension relevant to fractional DLO work: practicing attorney (civil litigation, insurance defense, global commercialization licensing), military legal officer (JAG Corps, Civil Affairs/Special Operations Forces Command), financial advisor (Merrill Lynch Global Private Client), commercial real estate institutional investment consultant, and nonprofit leadership.

What sets David apart is not just legal knowledge — it is the combination of strategic business thinking, financial acumen, and cross-industry relationship experience that allows him to serve as a genuine operational partner to executive leadership, not merely a process administrator.

Current clients have engaged Fractional DLO Services through Optima Growth Strategies in business development, strategic partnerships, and legal operations support across multiple sectors — with complete confidence in his integrity and professional judgment.

Fractional DLO Services | Optima Growth Strategies

David B. Kaplan, J.D. | Remote · Coronado, CA & Coeur d'Alene, ID | Engagements available nationwide

Fractional DLO Services does not provide legal advice and does not establish an attorney-client relationship. Services are limited to legal operations management, outside counsel coordination, vendor management, and legal technology consulting.

SCHEDULE A DISCOVERY CALL
Director@OptimaGrowthStrategies.com

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