

TBL Legal Solutions

Jessica Carroll — Fractional In-House Legal Counsel



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Commercial lawyer. Legal operations. Business partner.

The Business Case at a Glance

The Problem

Your legal workload has grown — but hiring full-time in-house counsel isn't the right move yet, or your existing team is stretched beyond capacity.

The Alternative

Private practice fees are high, turnaround is slow, and external lawyers rarely understand how your business actually operates.

The TBL Solution

Experienced in-house legal capability — embedded, responsive, commercially focused — available on a flexible basis that scales with your needs.

How We Work Together

Flexible Engagement Models

Embedded Counsel

Ideal for in-house teams needing ongoing support. Work part-time under your brand as an integrated team member. Consistent, embedded support without a full-time headcount.



Project-Based

Ideal for defined deliverables with a clear scope. Fixed-fee, clearly scoped engagements. You know the cost and outcome before work begins. No billing surprises.



Advisory Retainer

Ideal for growing businesses needing legal on call. Monthly retainer providing consistent access to senior legal advice. Scale up or down as your needs change.

 All engagements are scoped clearly before work begins — so you know exactly what to expect.

Services & Capabilities



Legal Overflow & Embedded Support

Step seamlessly into your team during busy periods or long-term gaps. Work under your brand, alongside your people, with full commercial context.



Contract Drafting & Negotiation

Commercial contracts drafted, reviewed and negotiated with a practical lens – protecting your position without over-lawyering.



Legal Operations & Process Improvement

Contract automation, playbook development, intake systems and workflow design – building legal functions that are efficient, scalable and integrated with the business.



Governance & Frameworks

Policies, frameworks and governance structures that translate legal obligations into operational reality – practical, defensible and aligned to how your business actually runs.



Dispute Resolution & Risk Advisory

Strategic advice on commercial disputes, risk allocation and contractual positions – drawing on genuine litigation experience, not just theoretical knowledge.



Stakeholder & Executive Advisory

Translating complex legal issues into clear, commercial advice for boards, executives and operational leaders – legal thinking that drives business decisions.

The Business Case for Fractional In-House Legal

Why This Model Delivers Better Outcomes

Factor	Traditional Law Firm	TBL Legal Solutions
Cost	High hourly rates. Bills for every email and phone call.	Flexible, agreed fees. Retainer or project-based. No billing surprises.
Commercial Context	Learns your business from scratch each engagement.	Embedded approach – deeply understands your operations, risk appetite and strategy.
Responsiveness	Queued behind other clients. Partner availability unpredictable.	Direct access to senior-level counsel. Responsive, because your work is my work.
Business Alignment	Legal advice delivered in isolation from business realities.	Legal advice calibrated to operational constraints, stakeholder needs and business goals.
Scalability	Fixed service model. Expensive to scale up or down.	Scales with your needs – more support during peak periods, less when things are quiet.
Continuity	Relationship re-built with each new matter or partner.	Consistent relationship. Institutional knowledge retained and compounded over time.

Demonstrated Experience

Selected Project Highlights

Contract Framework Reform

Redesigned legacy contractual structures into scalable modular frameworks aligned with distinct operational models. Applied legal design principles to improve contract accessibility and usability.

Service Expansion Contracting

Developed contractual structures and supporting frameworks for residential and commercial collection model expansion. Drafted customer and operator agreements advising on risk allocation across commercial, operational and governance dimensions.

Contract Review Uplift & AI Implementation

Developed comprehensive contract review playbooks in a high-risk construction and crane-hire environment. Implemented AI-assisted contract review software to improve efficiency, consistency and scalability of the legal function.

Legal Operations & Process Improvement

Led legal operations uplift across a multi-entity business group including contract automation, template development and workflow redesign.

Governance & Recontracting Frameworks

Developed assessment and procedural governance frameworks for recontracting processes. Built defensibility and accountability structures for decision-making with regulatory integrity requirements.

Dispute Resolution & Mitigation

Provided strategic advice and guidance on the resolution and mitigation of disputes within business, including by developing appropriate systems and processes where dispute risk is evident, and actively negotiating the resolution of disputes.

Credentials & Professional Standing

Qualifications

- Bachelor of Laws (LLB) – Griffith University
- Graduate Diploma of Legal Practice – College of Law
- Practice Management Course – Queensland Law Society
- Mini Master of Business Administration – Australian Institute of Management

Admitted to Practice

Queensland, Australia

Professional Engagement

→ Co-Founder — Between Counsel

Professional community for fractional and modern legal practitioners.

→ Columnist — Contract Nerds

'New to Contracts' series on the global commercial contracting platform.

→ Author — The Low-Hanging Fruit

LinkedIn newsletter on practical legal ops.

Client Perspectives

What People Say

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"Jess is a standout for me in two key ways: her obvious passion in understanding and partnering with a business, and her focus on finding innovative solutions." – Thomas Juzwin, Executive General Manager, Network Delivery, Container Exchange (Qld) Limited

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"Jessica's contributions have added significant value to the business. We are operating more efficiently, creating more space and time to focus on strategic projects and proactive improvements to our in-house service delivery." – Patricia Cabrera, Legal, Risk and Governance Manager, Container Exchange (Qld) Limited

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TBL.

Legal Solutions

If your team is stretched, your contracts need attention, or you're growing faster than your legal capability – let's have a conversation.

Ready to Talk?

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