



**SNIGDHA SHARMA,**  
FOUNDER & DIRECTOR OF MEGHLEX  
LEGAL SERVICES

*An expert in Corporate and Intellectual Property Law, Snigdha serves as a Director on the Board of several companies. She is proficient in reviewing and drafting contracts across multiple domains. Her core expertise lies in matters related to Intellectual Property Law, Company Law, and Insolvency Code. And, her practice primarily revolves around analysis, strategy, and effective execution in finding solutions to legal problems. Key verticals she has personally handled include Business Development and Relationship Management with clients across domains.*

**EVERY SECTOR HAS  
DEMAND, BE FOCUSED  
ON WHAT YOU WANT AND  
NOTHING CAN STOP YOU  
TO ACHIEVE YOUR DREAM**

## SNIGDHA SHARMA

### STRATEGIZING BUSINESS-ORIENTED SOLUTION TO HANDLE LEGAL TROUBLES

**W**ith corporate law and compliance becoming a crucial part of businesses, the role of the legal professionals has also been substantially transforming from mere advisors to business-oriented solution providers. However, partnering with different legal professionals for aiding different mission-critical business facets of an organization often turns into a bane. While many service providers in the industry have realized the situation and running towards becoming a 'one-stop-shop, a Meghlex Legal Services - has already carved an exceptional impression by providing high quality comprehensive legal advisory solutions. Founded by Snigdha Sharma, the company has been instrumental in guiding its clients with a rare blend of best professional advice and a distinctive personal service according to the client's needs. Below are the excerpts of insightful conversation between Snigdha and Women Entrepreneur India.

#### **Give us a brief overview of Meghlex Legal Services. What are the major features of your brand's expertise?**

Ideated in 2012, the core competency of Meghlex was helping start-ups tackle the legal hurdles in setting up and growing their business. In nearly a decade, we have grown into a full-fledged legal boutique offering a range of services. The legal advisors on Meghlex are providing their expertise to clients in diverse areas. From legal counsel in Litigation, Compliance, IP, and Company Law, there is a spectrum of services that the team is currently delivering on the platform to the clients.

We don't just ensure legal compliance. Our consulting background allows us to provide business-oriented legal advice that enables growth. There are some clear value additions we have been able to contribute to the clients and businesses. By offering strategic guidance, our partners have benefited firms to get a better understanding of their legal necessities.

#### **Take us through your educational and professional background.**

#### **How did the journey lead you towards the realm of corporate law?**

I completed LL.B, LLM in Business Law from Bharati Vidyapeeth New Law College. Further, pursued a few PG Diploma courses in Intellectual Property Law, Business Law, and Mergers and Acquisition from the Asian School of Cyber Law.

My professional journey began in 2010 when I joined Singhania, Bangalore as a legal associate. Although Meghlex was established earlier, I actively started working for Meghlex in 2015.

#### **Tell us about the current state of the corporate law advisory industry in India. How big is the market and in your opinion what opportunities?**

The corporate law advisory sector witness immense growth with the increase in the market for legal services in India. Over the past decade, India has seen an increase in the demand for more sophisticated legal and corporate services owing to the growth in sectors such as finance, corporate restructuring, and intellectual property rights, and the overall globalization of the economy. To reckon some figures, the top 500 corporate firms in India spent an average of USD 2.15 million in legal expenses, while each of the top 50 firms spent, on average, more than USD 10 million on legal services in the year 2014 as mentioned in a review published by the Economic Impact Analysis. With increasing demand, the supply for corporate legal advisors has also increased.

The sector in India has shown extraordinary growth in the last few decades which has resulted in the launching of a lot of new career avenues for people and the economy of the country alike. Be it an operational decision, a new merger, a case against the company, a business deal, a corporate law advisory entity is needed to set the parameters right. It is a comparatively new field and hence promises opportunities and growth options.

#### **What is the roadmap ahead for your professional journey? Are you looking to focus on any specific areas or niche capabilities in the days to come?**

We are headquartered in Bangalore, we also operate in Pune, Delhi, Calcutta, and Guwahati. Expansion into

other cities and establishing a presence is a priority in our pipeline. Alongside, we are willing to providing free legal aid to the weaker section. Moreover, our services and expertise are available on an online platform helping us reach-out to companies and people all over the country.

My firm's niche is Intellectual Property. The aim is to provide all intellectual property services to our clients not only in India but also globally. We are working towards making it possible really soon.

We have introduced our new Human Resources vertical spearheaded by our expert partners adding value and substance to our already curated list of end to end services to help start-ups and established firms excel towards a smoother and more professional approach of their own business operations. Our goal is to support the challenges of our clients by managing the areas in which they do not have the time, expertise or resources.



#### **Tell a few sentences about your high-performing team.**

We are a team of management consultants solving complex business challenges. Our attorneys are knowledgeable, experienced, honest, and great team players.

With a diverse portfolio, an experienced team, and a background in management consulting, we are able to offer counsel that's relevant, committed, and growth-centric. [WFI](#)