



LexisNexis® Counsel Benchmarking

Control legal spend and improve efficiency with legal industry benchmarking data and analytics.

Intense cost pressures mean you need to manage your law department efficiently. That means knowing that you're paying the best rates available for the legal services you need and taking advantage of best practices for efficiencies. Are you?

Drive efficiencies and improve your value to your organization with LexisNexis® **Counsel Benchmarking**. You'll have the hard data you need to make smarter decisions, negotiate better—and answer critical questions about your legal spend, including:

- How much more or less than the norm are you paying per hour? Per matter? Does it vary by region? Firm size? Staff?
- Is outside counsel taking too much time to complete a matter?
- Should you be considering alternative fee arrangements?
- Do you have the data you need to make critical litigation decisions?

LexisNexis® Counsel Benchmarking

Anticipate matter costs, hourly rates and alternative fees when you leverage aggregated e-billing and matter management benchmarking data derived from invoices from nearly 6,000 law firms, over 80,000 timekeepers and 2 million actual, anonymized invoices covering 300,000 matters, all delivered on the cutting-edge Lexis Advance® platform.

A matter of efficiency

When would you use Counsel Benchmarking?

Let's look at a few situations from the perspective of Bob, a hypothetical director of legal departmental operations for a company with \$50M/year in outside counsel spend and 20 in-house attorneys.

Scenario #1: Proposed rate increase

The company's The Am Law 100® law firm for M&A work has proposed a blended rate of \$850/hour for partners and \$550/hour for associates. The firm has included its standard rate increase of 5%. Should Bob accept the rate and the increase?



Bob turns to Counsel Benchmarking, where he looks up the rates for firms with 750+ attorneys. He sees the median and 75th percentile rates for partners (\$655 and \$760 respectively) and associates (\$426 and \$545).

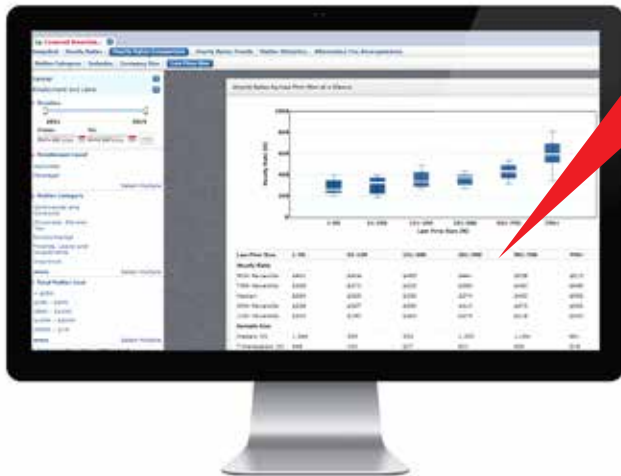


Then, by looking at the average annual rate increase for these types of matters, Bob learns that rates increased by only 2%–3% for partners and associates.

Bottom line: Bob determines that both the rate and the increase are higher than the average, and shares this with management. In fact, he reports, a rate decrease of 5% on both partners and associates would equate to a savings of approximately \$150K/year and would still pay the company well above the median rate for firms of its size. Bob suggests that perhaps it's time for renegotiation.

Scenario #2: Cost pressures

Bob needs to lower outside counsel rates by 5% by finding efficiencies. He sees that employment colleagues at his firm have been using primarily large firms for their outside employment work. Bob decides to explore options for efficiencies.



Bob consults the hourly rates comparison in LexisNexis® Counsel Benchmarking and looks at rates for employment work. He is able to compare rates by law firm size and sees the difference between firms with 100–200 attorneys versus firms with 750+ attorneys.

Bottom line: Bob discovers that additional savings may be achievable by moving appropriate employment matters to more right-sized firms. He brings this insight to the in-house team to discuss opportunities to seek savings by shifting some of the work between firms of different sizes.

Scenario #3: Alternative fee arrangements

Bob is convinced that alternative fee arrangements—great for lowering costs and increasing cost predictability—are an underutilized tool in his company’s legal department. However, he does not have the real data to support his point of view.



Bob decides to investigate employment matters. He looks to the LexisNexis® Counsel Benchmarking Alternative Fee Arrangement (AFA) tab and discovers that 15% of employment matters are done under AFAs. His team does not currently use any.

Bottom line: Bob proposes a trial period during which 5% of matters are handled under a fixed fee. He can monitor the trial and stay current with changing trends across matter types. Going forward, he can work with his in-house team to refine AFA best practices as needed.

Drive departmental efficiencies.

Make decisions based on real data from real firms. Know you're paying the right amount, and using the right teams for the right work.

Control your legal spend.

Know the numbers with access to aggregated e-billing and matter management benchmarking data derived from invoices from nearly 6,000 law firms, over 80,000 timekeepers and 2 million actual, anonymized invoices covering 300,000 matters.

Improve your value and your organization's performance.

You'll demonstrate greater efficiencies and improved legal spend management to your executive team when you leverage key trends to:

- Cut costs, save time or continue your current course
- Set annual budgets and forecast future spend based on industry data
- Manage spend by selecting the right law firm for specific matters

To learn more about LexisNexis® Counsel Benchmarking or our other powerful tools, visit www.lexisnexis.com/counselbenchmarking.

LexisNexis® Counsel Benchmarking + LexisNexis® Verdict & Settlement Analyzer: A powerful combination

Defend or settle? Essential tools for critical strategic decisions.

LexisNexis® Counsel Benchmarking

Anticipate the cost of potential litigation with legal hours, rates and matter duration data.



LexisNexis® Verdict & Settlement Analyzer

Improve litigation outcomes by assessing similar past cases and examining award and settlement trends.

When you combine deep case assessment insights from the industry's largest collection of verdicts and settlements with real cost benchmarking data, the results are powerful indeed.¹ You'll not only know whether you should defend or settle, but in addition:

- If you decide to defend, you'll make more informed decisions about the right firm and the right cost
- If settlement is your best option, you'll know how long the matter should last, and what it might cost

¹ Comparison data based on information available as of February 2014.



www.lexisnexis.com/counselbenchmarking