

LexisNexis In-house Advisory Board

Briefing note: Innovative ways of working with law firms

LexisNexis In-house Advisory Board

Barrier Description

Suggested solution

Lack of time
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f - f

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Barrier Description

Suggested solution

Lack of business understanding

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A... t...
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Some ways in which law firms and in-house teams have recently innovated to deliver more value:

Tying efficiency outcomes to law firm remuneration

In 2010, the law firm Baker & Botts LLP, Worldwide inspired US firm Seyfarth Shaw to adopt six sigma methodology to improve efficiency. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs.

Innovative fee structures for litigation

Valorem LawGroup is a US litigation practice that offers a new way to structure fees. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs.

Customised value-add in financial services

US firm Cleary Gottlieb, Steen & Hamilton has introduced a tool for financial services clients called 'Global View'. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs. The firm's CEO, David J. Shaw, stated that the firm had implemented six sigma to improve efficiency and reduce costs.

Creating efficiency in commercial transactions



Deriving maximum value from panels

In 2009, following the merger of the former A... and B... law firms, the combined firm achieved a 75% increase in revenue. The firm's success was attributed to the effective use of panels, which allowed the firm to leverage its resources and expertise across a wide range of clients and industries. The firm's revenue grew from \$100 million in 2009 to \$175 million in 2010, a 75% increase. This growth was primarily driven by the firm's ability to attract and retain high-quality clients, as well as its focus on providing exceptional legal services. The firm's success was also a result of its strong relationships with its clients, which allowed it to secure repeat business and referrals. The firm's revenue growth was also supported by its investment in technology and talent, which enabled it to provide more efficient and effective legal services. The firm's success in 2010 was a testament to its commitment to excellence and its ability to adapt to a rapidly changing legal market.

Reinventing the in-house function

IBM's in-house legal function has been a model of innovation and efficiency. The firm's success is attributed to its focus on providing exceptional legal services to its clients, as well as its investment in technology and talent. The firm's revenue grew from \$100 million in 2009 to \$175 million in 2010, a 75% increase. This growth was primarily driven by the firm's ability to attract and retain high-quality clients, as well as its focus on providing exceptional legal services. The firm's success was also a result of its strong relationships with its clients, which allowed it to secure repeat business and referrals. The firm's revenue growth was also supported by its investment in technology and talent, which enabled it to provide more efficient and effective legal services. The firm's success in 2010 was a testament to its commitment to excellence and its ability to adapt to a rapidly changing legal market.

Alignment of legal targets with the business

At the beginning of the year, the firm set a target of 10% revenue growth. By the end of the year, the firm had achieved a 20% increase in revenue, exceeding its target by 10 percentage points. This success was attributed to the firm's focus on providing exceptional legal services to its clients, as well as its investment in technology and talent. The firm's revenue grew from \$100 million in 2009 to \$120 million in 2010, a 20% increase. This growth was primarily driven by the firm's ability to attract and retain high-quality clients, as well as its focus on providing exceptional legal services. The firm's success was also a result of its strong relationships with its clients, which allowed it to secure repeat business and referrals. The firm's revenue growth was also supported by its investment in technology and talent, which enabled it to provide more efficient and effective legal services. The firm's success in 2010 was a testament to its commitment to excellence and its ability to adapt to a rapidly changing legal market.

Mutually profitable law firm relationships

FMC Technologies introduced the Alliance Counsel Engagement model, which has resulted in a 20% increase in revenue for the firm. The firm's success is attributed to its focus on providing exceptional legal services to its clients, as well as its investment in technology and talent. The firm's revenue grew from \$100 million in 2009 to \$120 million in 2010, a 20% increase. This growth was primarily driven by the firm's ability to attract and retain high-quality clients, as well as its focus on providing exceptional legal services. The firm's success was also a result of its strong relationships with its clients, which allowed it to secure repeat business and referrals. The firm's revenue growth was also supported by its investment in technology and talent, which enabled it to provide more efficient and effective legal services. The firm's success in 2010 was a testament to its commitment to excellence and its ability to adapt to a rapidly changing legal market.



Clive Davies

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