



MOPI PRESENTATION

2020

BUYING LEGAL<sup>®</sup>  
SERVICES THE NEW  
REALITY

18 November 2020

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# MARKET INTELLIGENCE REPORT: LEGAL SERVICES

The comprehensive market  
overview

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# COST AVOIDANCE & SAVINGS



## Average Savings When Procurement is Involved in Buying Legal Services

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The most successful Legal Procurement professionals save their employers an average of 25%.



## Of Clients have both Savings and Cost Avoidance Targets

33% of organizations in our 2020 Legal Procurement Survey only had Savings Targets; 19% had No Target.





# AVERAGE NUMBER OF PROVIDERS



**168**  
Law Firms



**27**  
Ancillary Legal  
Services  
Providers



**6**  
ALSPs/Law  
Companies

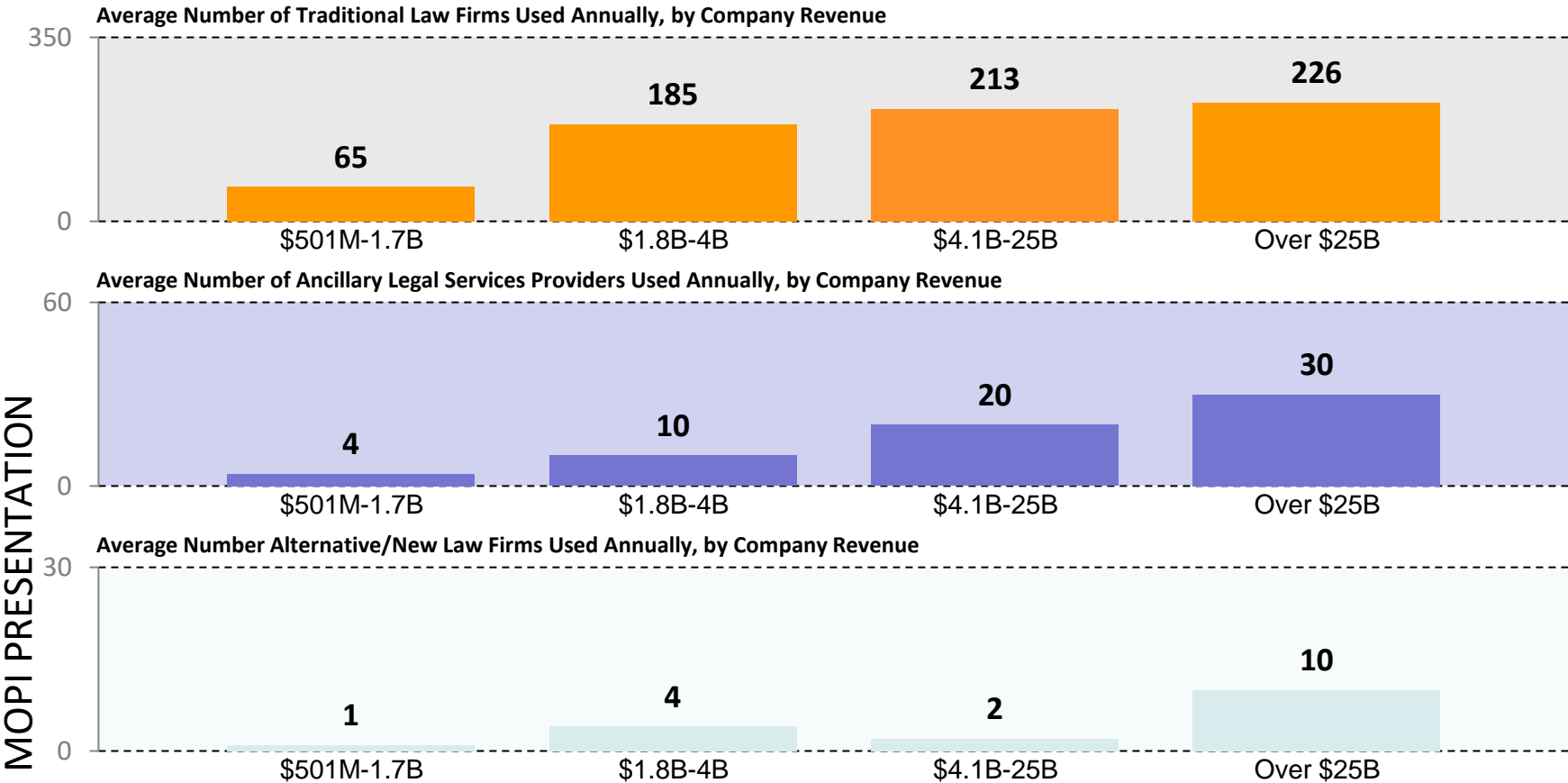


**6**  
Legal Tech  
Providers

**Average  
Number  
of  
Providers**

# NUMBER OF PROVIDERS BY COMPANY REVENUE BRACKETS

How many firms and service providers do you use in any given year?



Note: Companies with less than \$500M in annual revenue did not provide utilization data





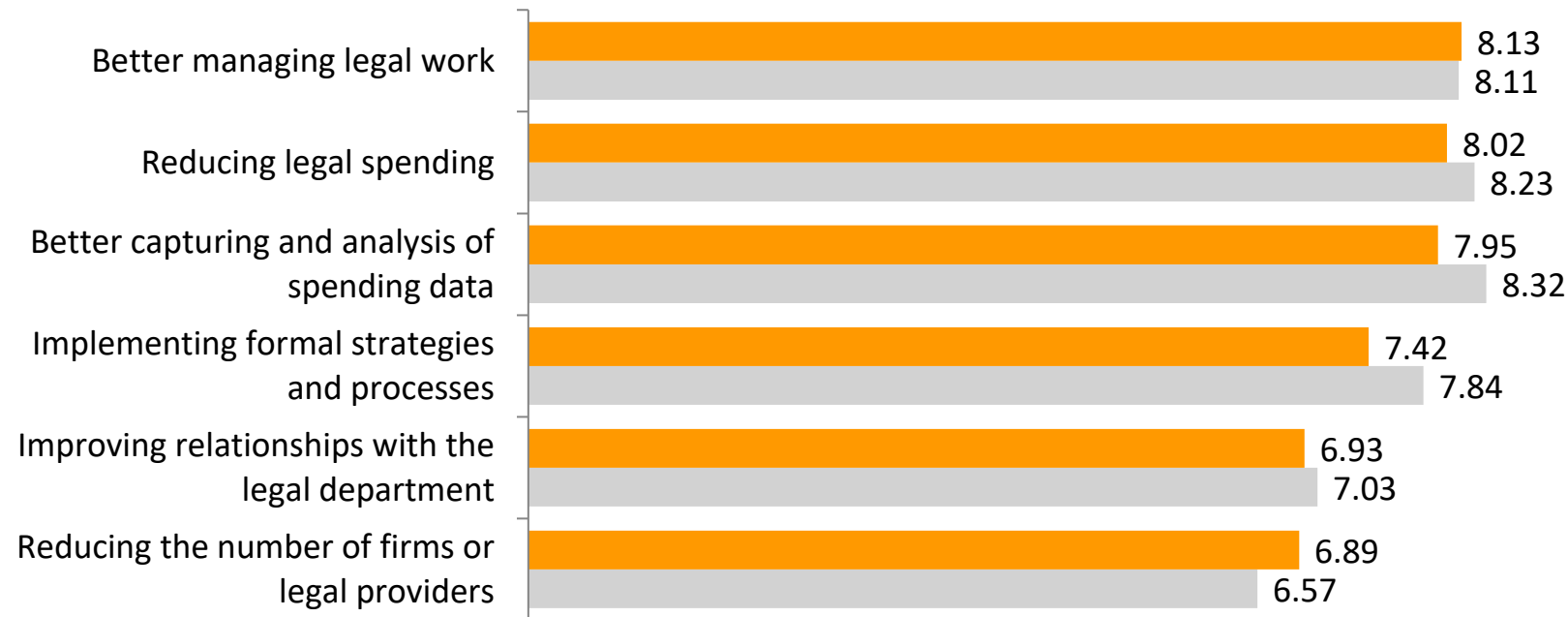
# PROCUREMENT GOALS

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# BETTER MANAGING LEGAL WORK OVERCOMES REDUCING LEGAL SPEND AS NEW TOP GOAL

On a scale of 1 to 10, with 10 being the most important, how important are each of the following goals to you in 2019?

Average Importance (10=most important)



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■ 2019 ■ 2018 2020: Measure & Save



# MOST COMMONLY USED PROCUREMENT TOOLS

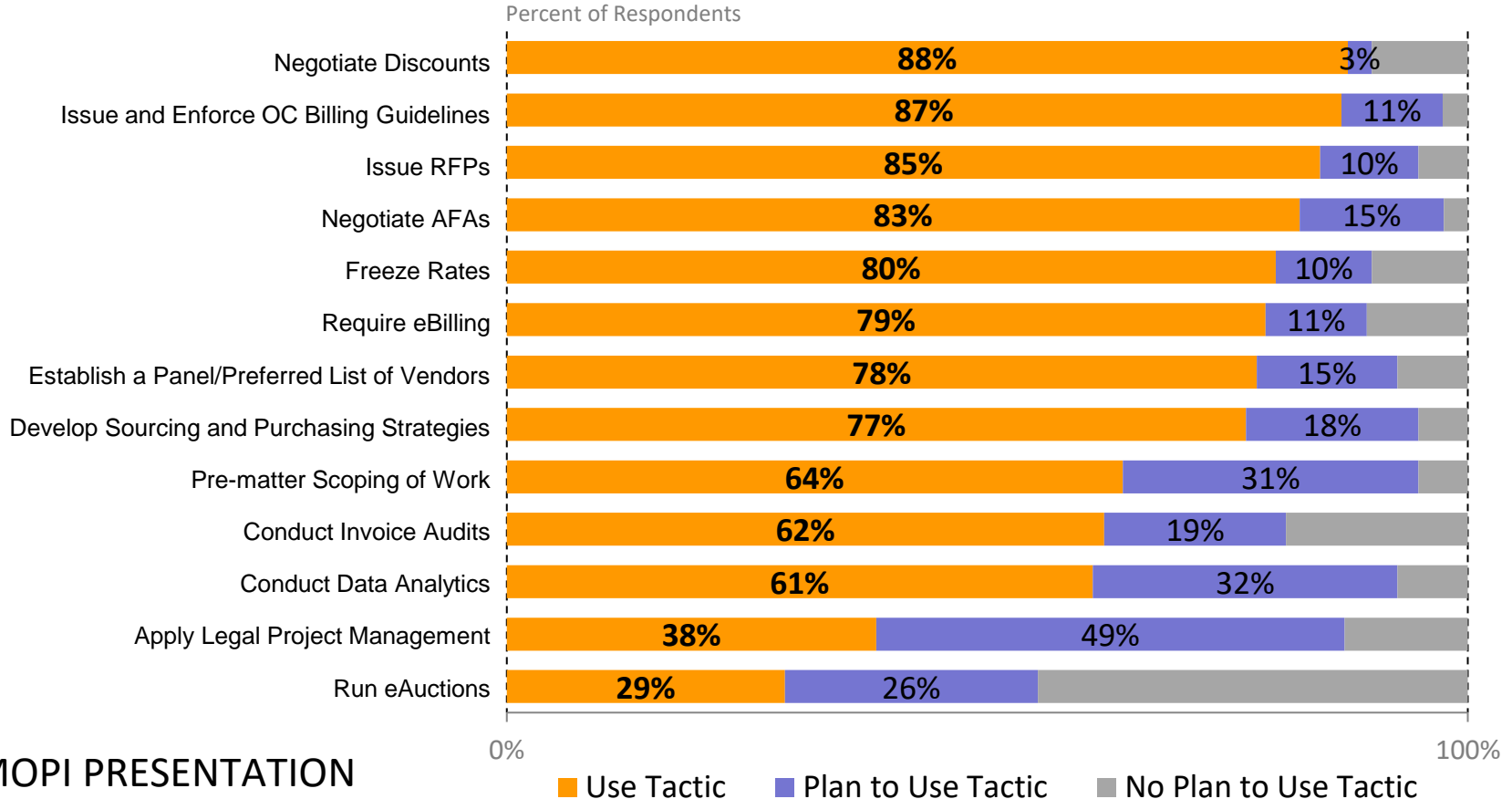


## DISCOUNTS: The Most Commonly Used Procurement Tool

Also commonly used are: Negotiating Alternative Fee Arrangements (AFAs); Using eBilling; and Issuing and enforcing Outside Counsel Billing Guidelines

# MOST PROCUREMENT TACTICS UNIVERSALLY ADOPTED

Which of the following tactics or approaches does your organization use as a procurement tool to drive and receive value from legal services providers?

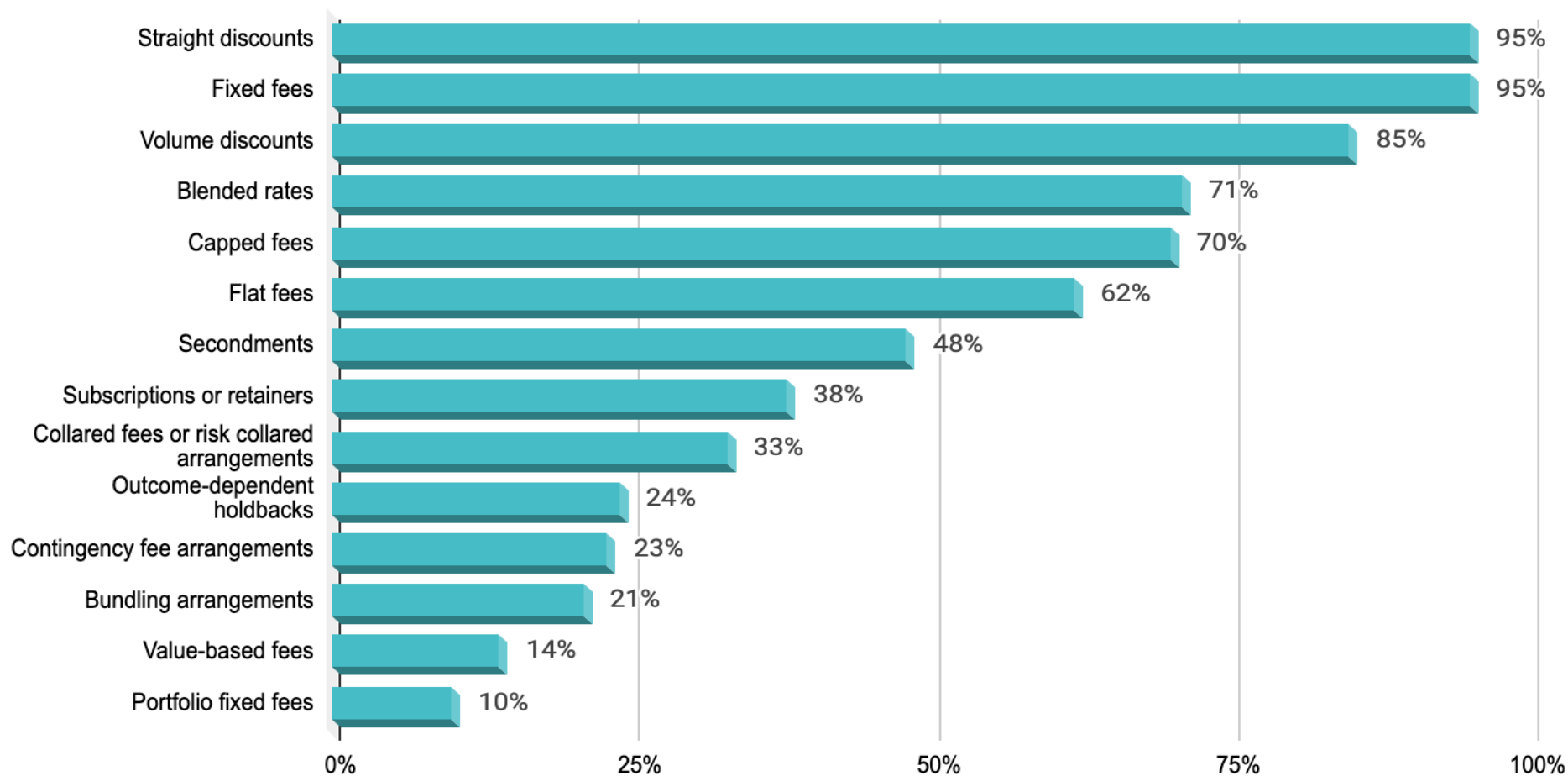






# MOST COMMONLY USED PRICING MODELS







VALUE-ADDS

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## MOST FREQUENTLY OFFERED VALUE-ADDS

- (1) Secondments
- (2) Seminars and business-level training
- (3) Hotline/access to experts for quick questions
- (4) Conducting pre-matter planning sessions
- (5) Outside counsel/providers participation on internal calls
- (6) Use of provider's/firm's meeting rooms
- (7) Business insight/root cause analysis
- (8) Use of (innovative) technology
- (9) Use of project managers

# Use of (Innovative) Technology: Clients' Most Preferred Value-Add

Clients also really appreciate firms offering Pre-Matter Planning Sessions and Business Insights/Root Cause Analysis. They don't want generic Seminars.



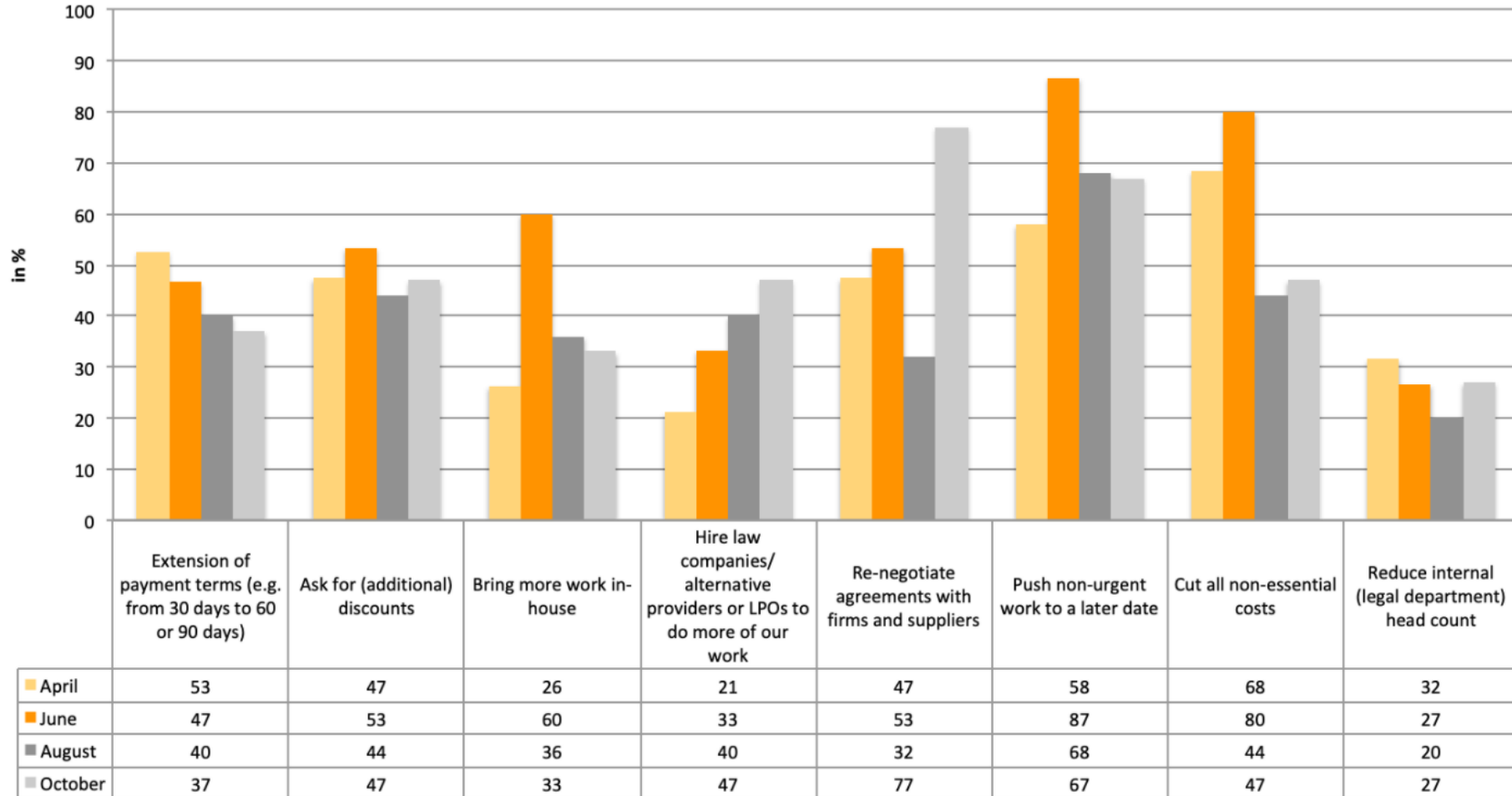


**IN CONCLUSION**

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# Solving Legal Counsel Question of the Week

## How does your organization handle COVID-19?



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# BECOME A FRIEND

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and Legal Procurement.  
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[www.buyinglegal.com](http://www.buyinglegal.com)**

## Why Join Us?

**Access the largest knowledge base on buying legal services best practices.  
Benefit from the insights and experience, and be a part of the community!**

### Onboarding Fast & Easy

How you handle the first 100+ days in the legal category will be crucial for your success as it sets the tone for building the necessary trust with your colleagues as well as the providers of legal services. [More](#)

- Follow our Ten Steps To Success Onboarding Process to get the skills necessary to advance your career. [More](#)
- Get your Certificate Fundamentals of Legal Procurement [More](#)

### Continued Education

Strengthen your knowledge and skills with our Continued Education program.

You will have access to the latest thinking and best practices on buying legal, alternative legal, and ancillary legal services, and legal technology. Our educational material will make you even more successful at your job.

- Best Practices Webinars [More](#)
- Expert and Peer-to-Peer Roundtables [More](#)

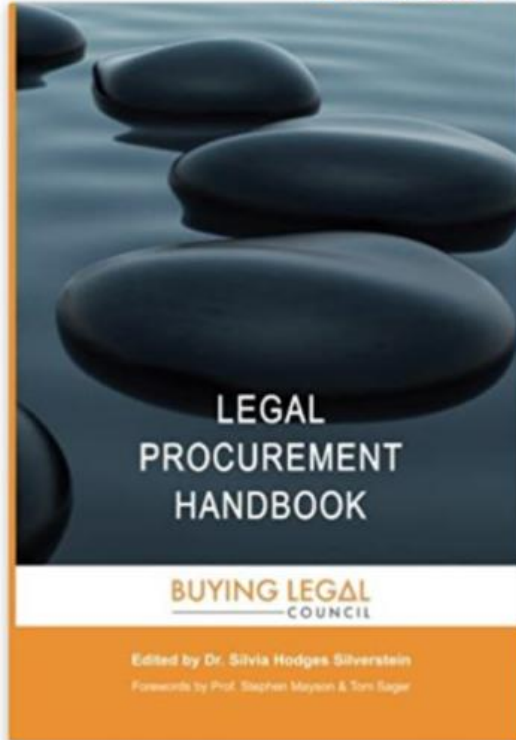
### Access Best Practices

As the only organization dedicated to buying legal services, alternative, and ancillary legal services as well as legal technology, you can benefit from the many best practice materials available to you. Find solutions for your legal procurement issues and learn from the insights from your peers and experts.

- High impact Cheat Sheets & Checklists [More](#)
- Deep-insight Primers [More](#)
- Templates [More](#)
- Best practices Videos [More](#)
- Best practices Slides [More](#)
- "Mini Law School" Legal Lessons [More](#)

# EDUCATE YOURSELF!

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[info@buyinglegal.com](mailto:info@buyinglegal.com)

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