



2019

BUYING LEGAL[®] SERVICES

INSIGHTS

BUYING LEGAL
COUNCIL

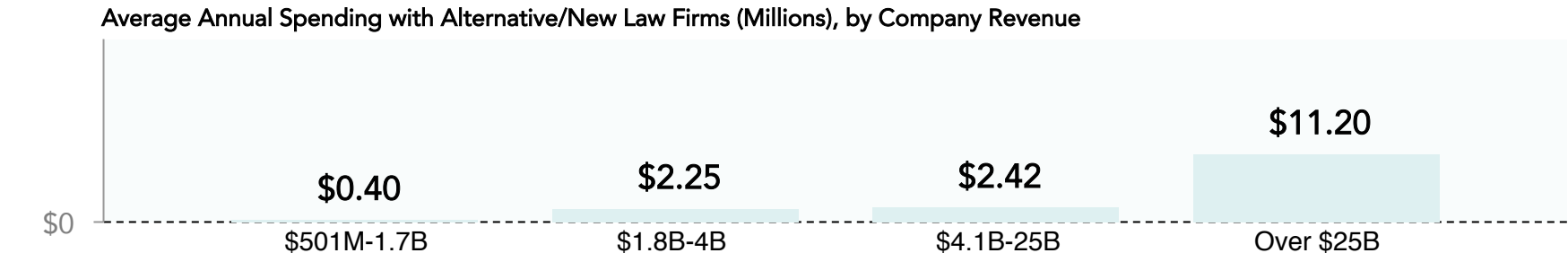
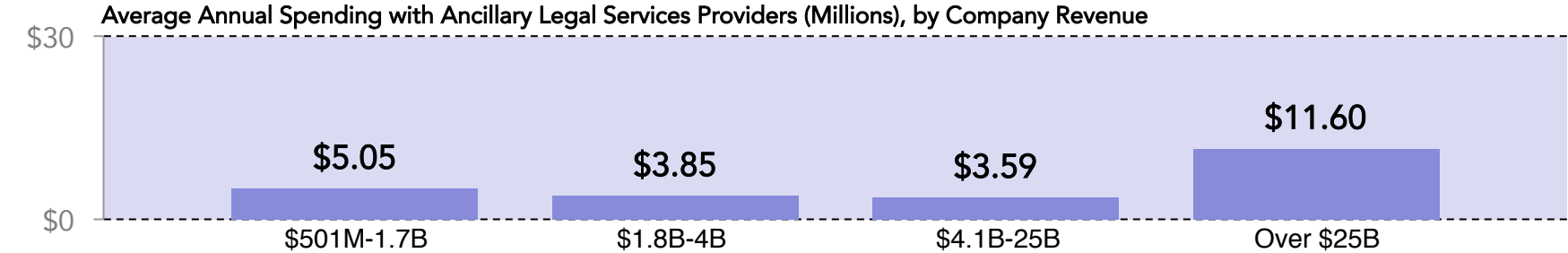
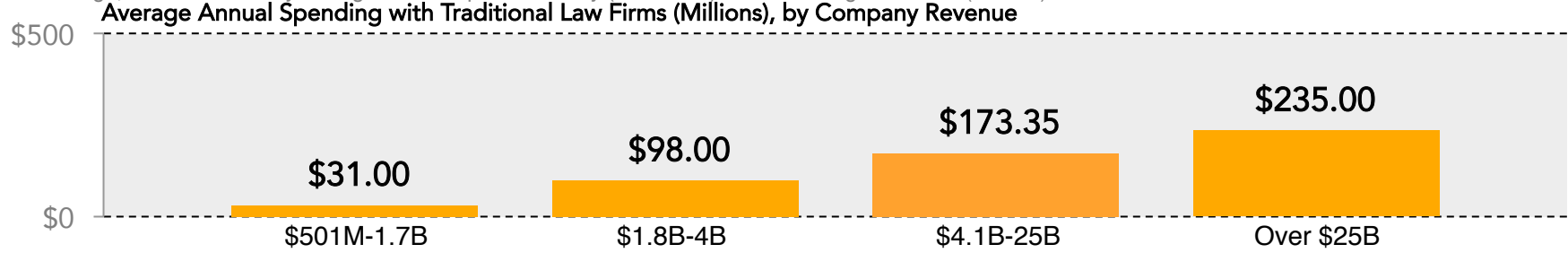


KEY BENCHMARKS

SPENDING ON LAW FIRMS DWARFS SPENDING ON OTHER PROVIDERS:

SPENDING BENCHMARKS BY COMPANY REVENUE BRACKETS

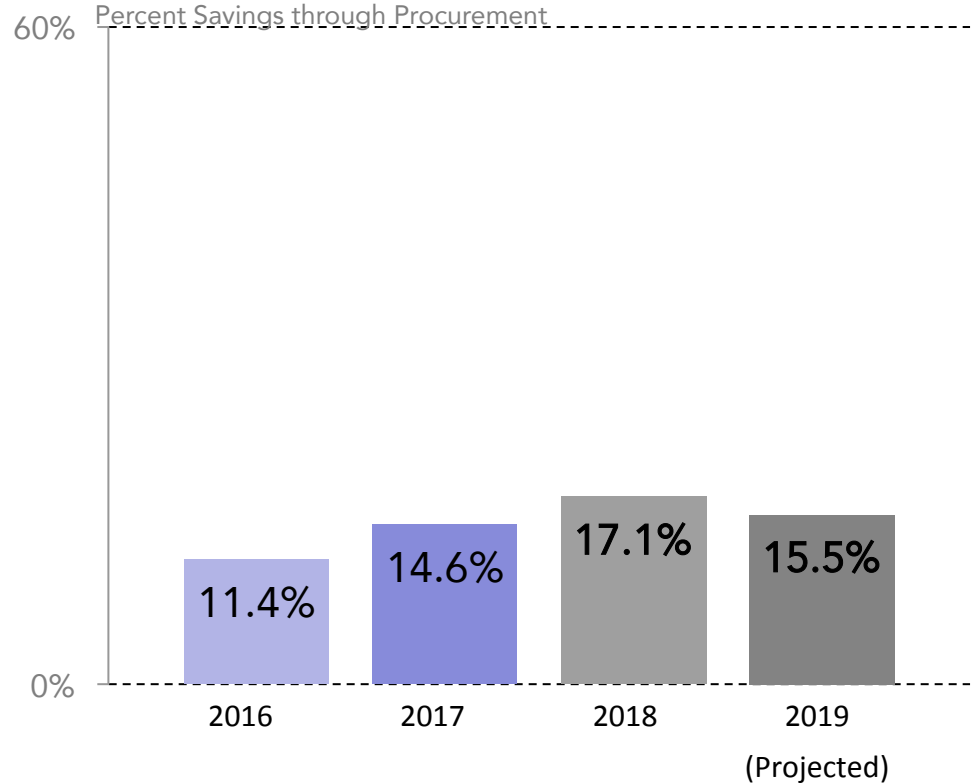
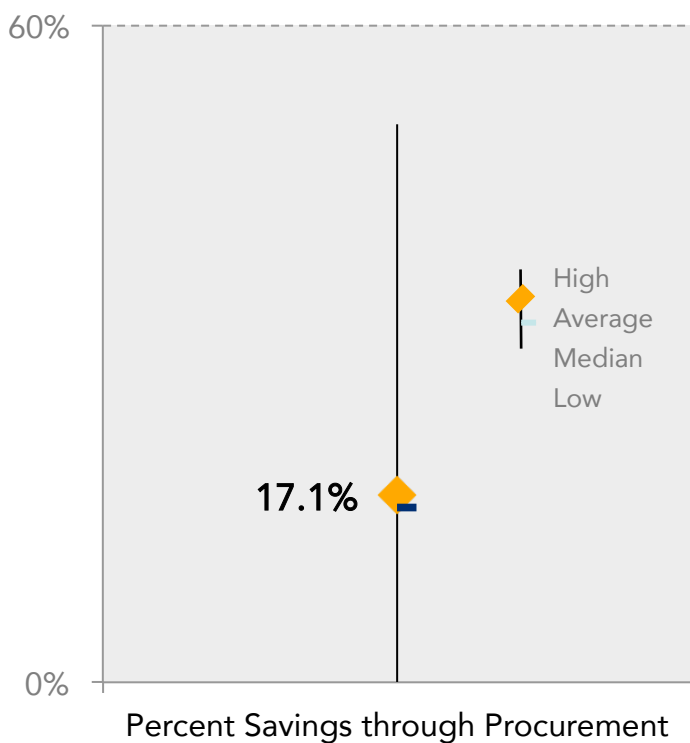
On average, how much does your organization spend annually (worldwide) on outside legal services (in USD)?



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

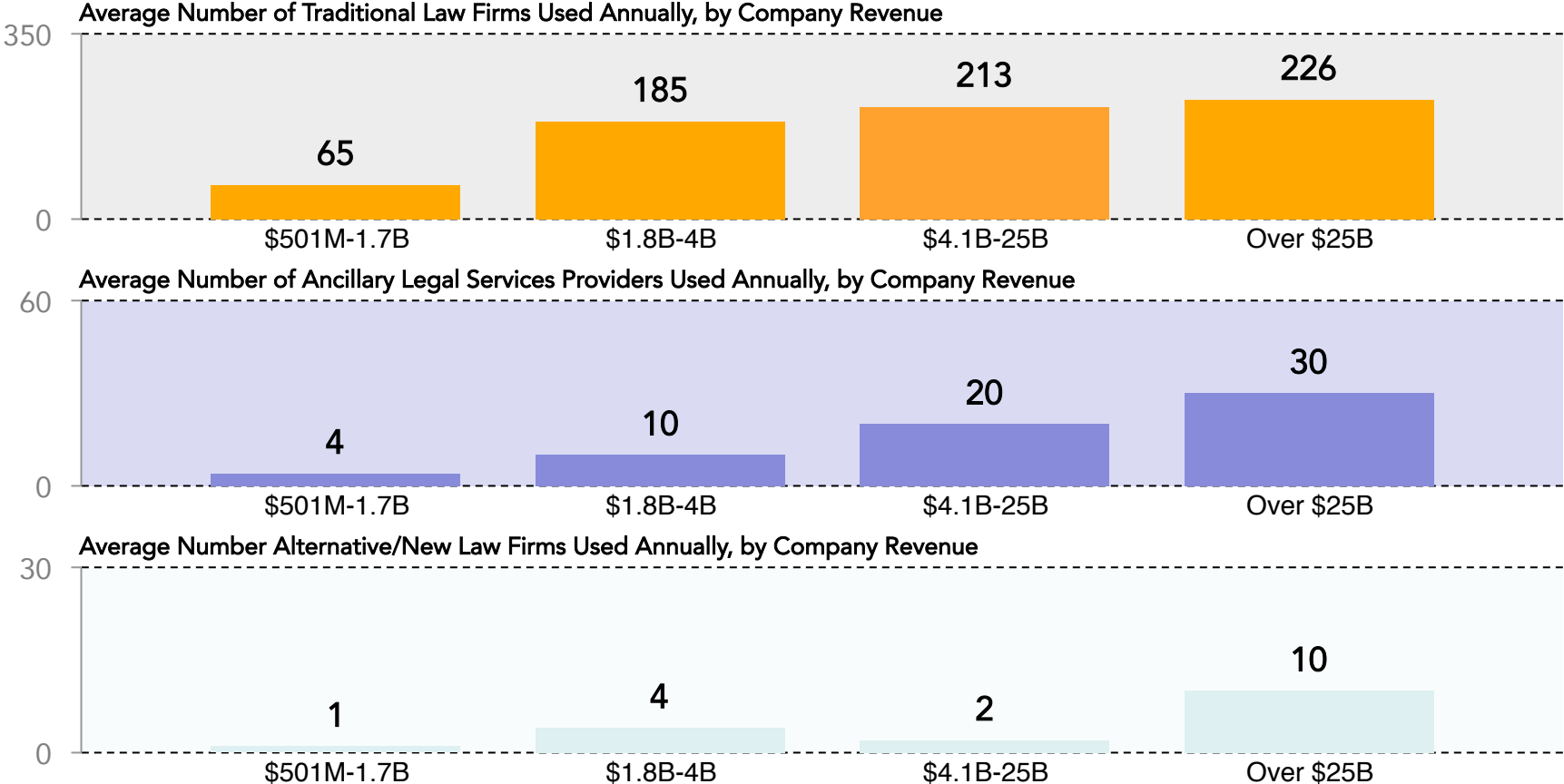
SAVINGS REALIZED THROUGH PROCUREMENT INCREASES—FOR NOW

How much, as a percent of total spending with legal services providers, do you believe your efforts have helped save the organization in the last year?
What will be your goal, in terms of cost savings as a percent of total spending with legal services providers, for next year?



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

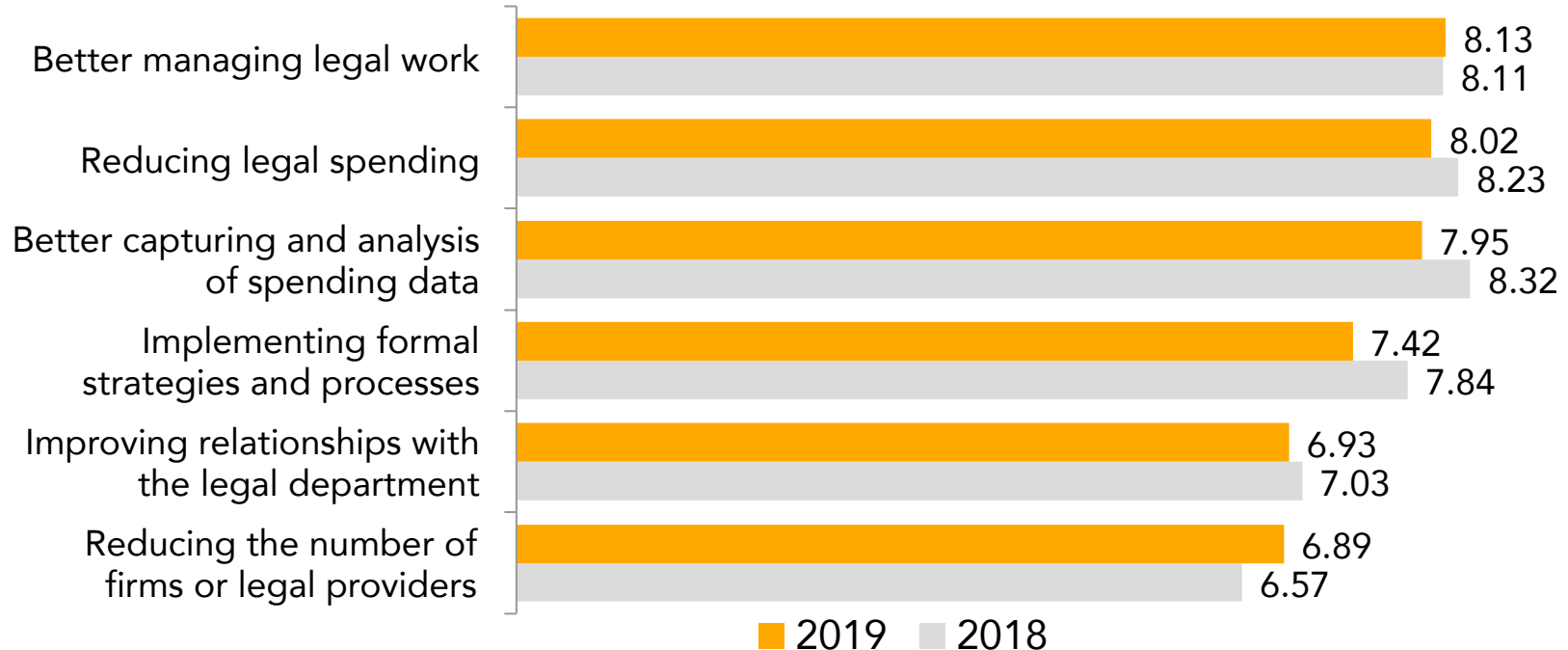


GOALS & INFLUENCE

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?

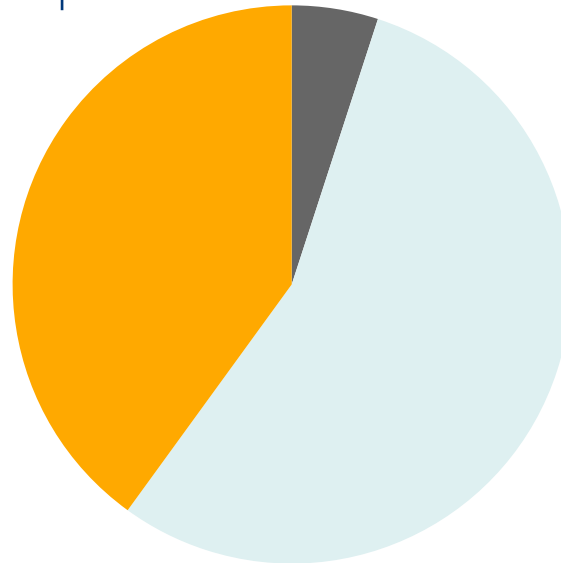
Average Importance (10=most important)



ONE-THIRD OF PROCUREMENT DEPARTMENTS INFLUENCE ALL LEGAL SERVICE PURCHASES AT THEIR COMPANY

What type of legal services purchases does procurement influence in your organization?

Influence Purchases of
ALL Legal Services
40% of respondents



Influence **NO** Purchases
of Legal Services
5% of respondents

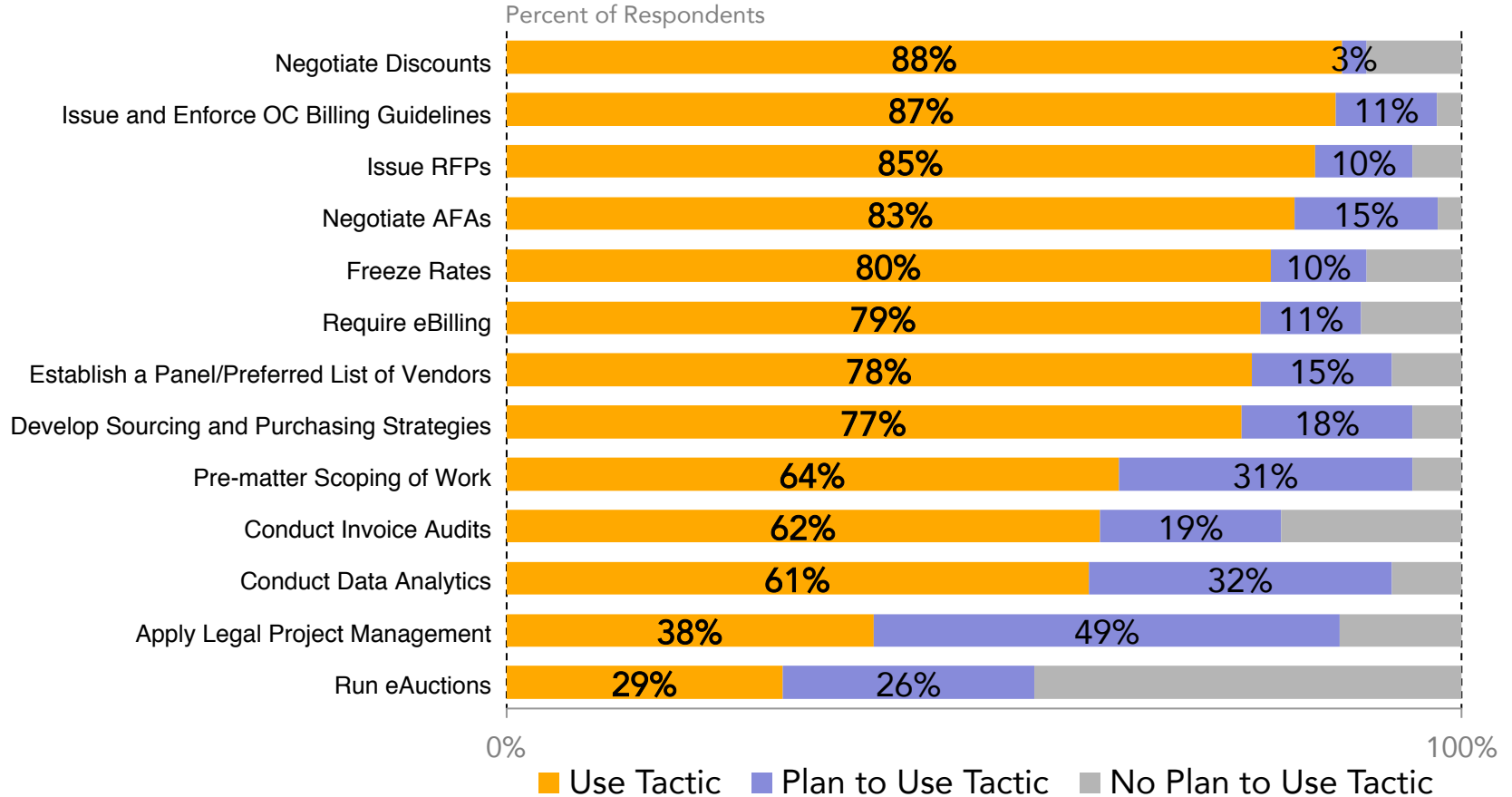
Influence Purchases of
SOME Legal Services
55% of respondents



INSTRUMENTS & TACTICS

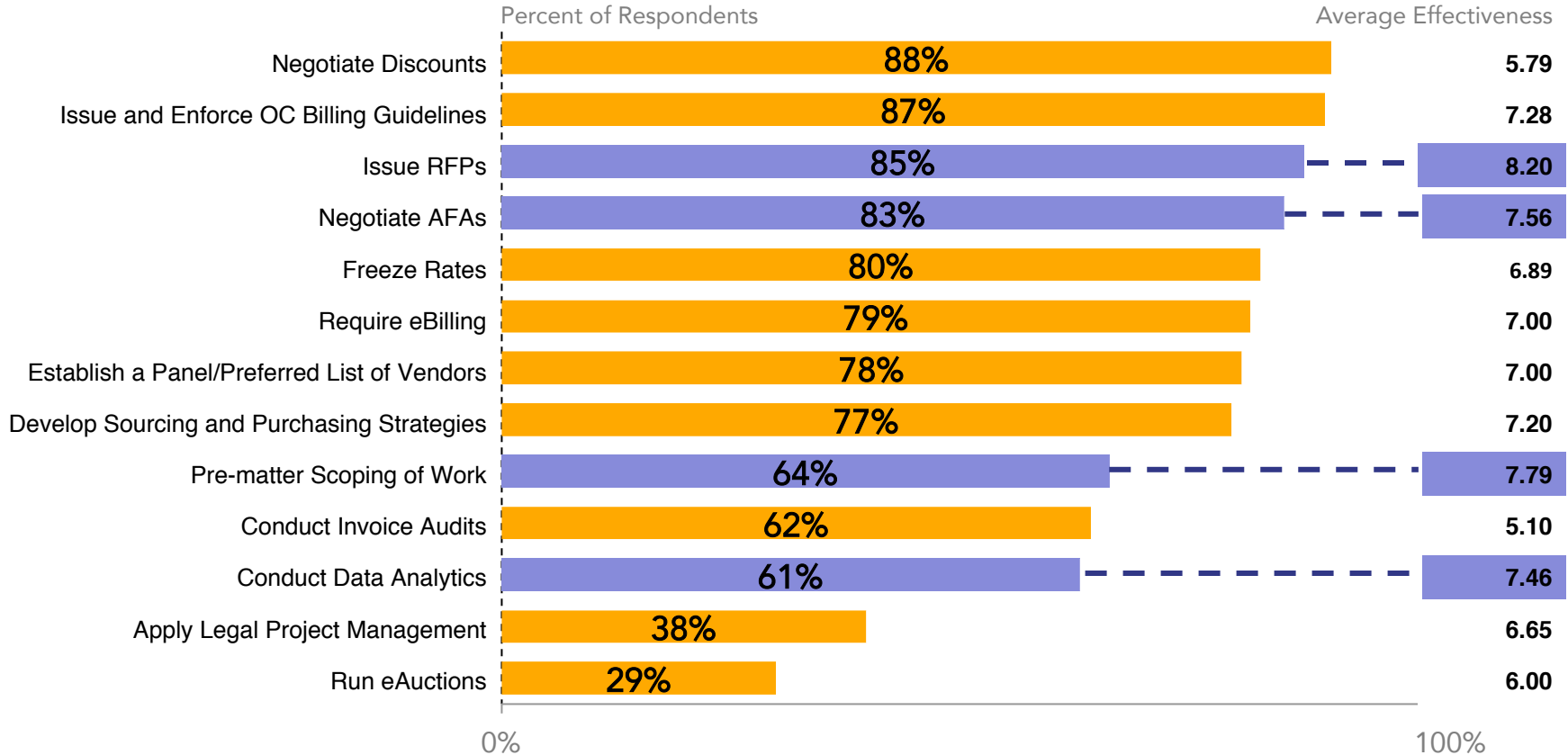
MOST PROCUREMENT TACTICS UNIVERSALLY ADOPTED

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



NOT ALL TACTICS CONSIDERED EFFECTIVE ARE HIGHLY 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?





PREFERRED VALUE-ADDS

MORE PROVIDERS OFFERING HOTLINES AND PRE-PLANNING MEETINGS

Of the below list, which activities are your legal services providers providing to you as a value-added (and free) service?

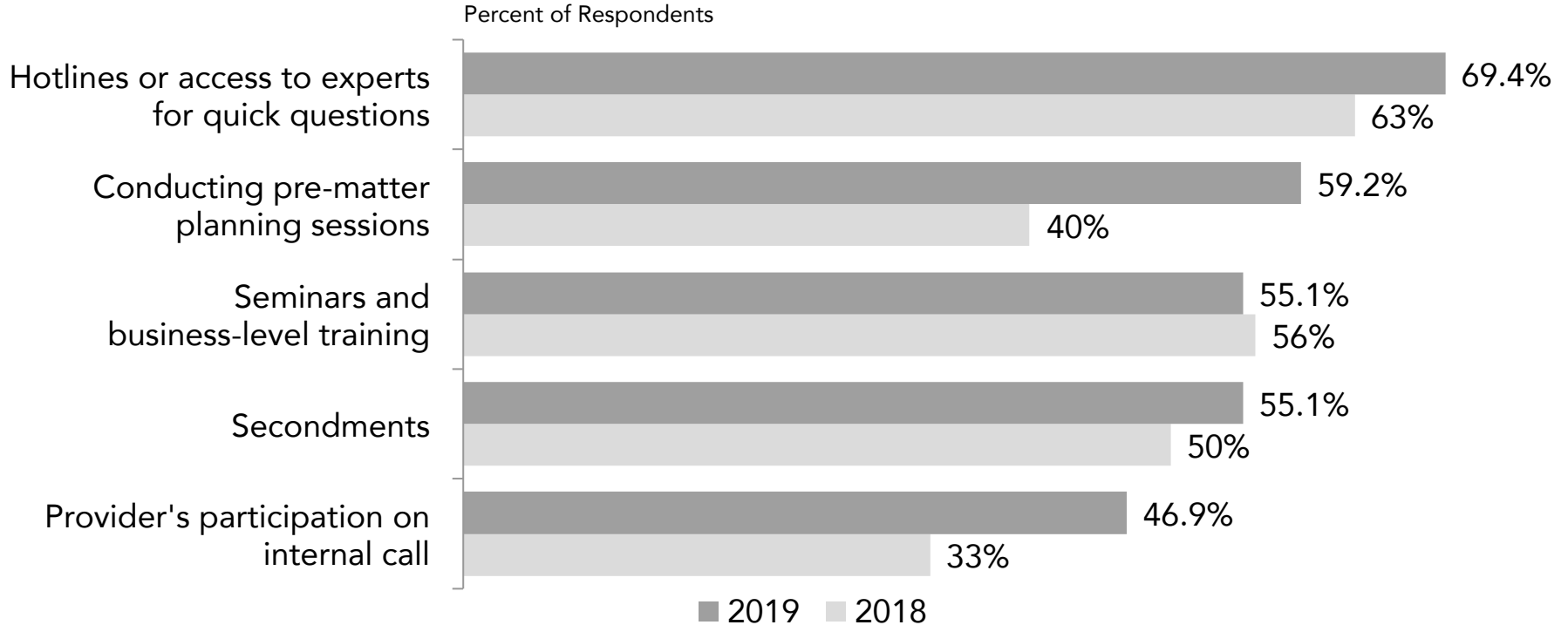


Chart adds up to more than 100%; multiple responses allowed.



IN CONCLUSION

Stronger, emboldened clients with the help of Legal Procurement:

- » More tracking, more measurement
- » Objective comparisons, compliance with corporate policies
- » Strategic supplier relationship management to maintain quality, increase efficiency, and aim for cost avoidance
- » Save money and build strong relationships with strategic firms: drive business partnerships