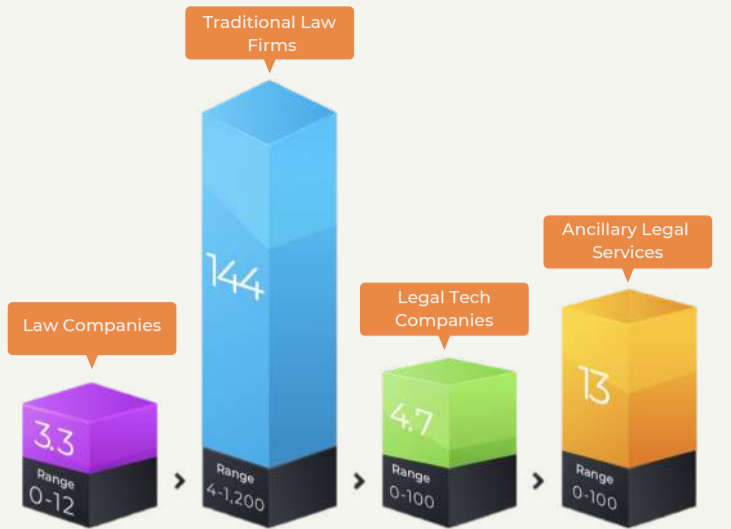


Savings when Procurement is Involved in Buying Legal Services



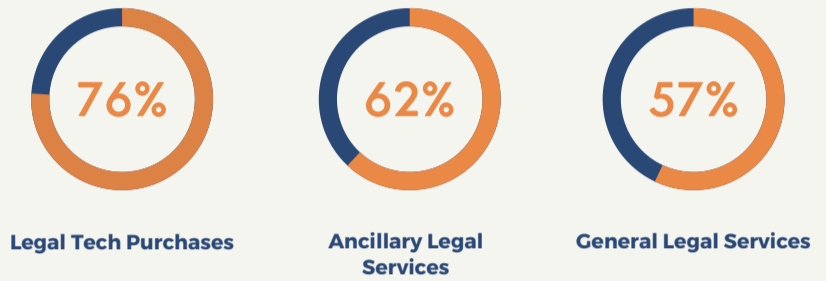
Average Number of Providers

How Large Are The Teams?

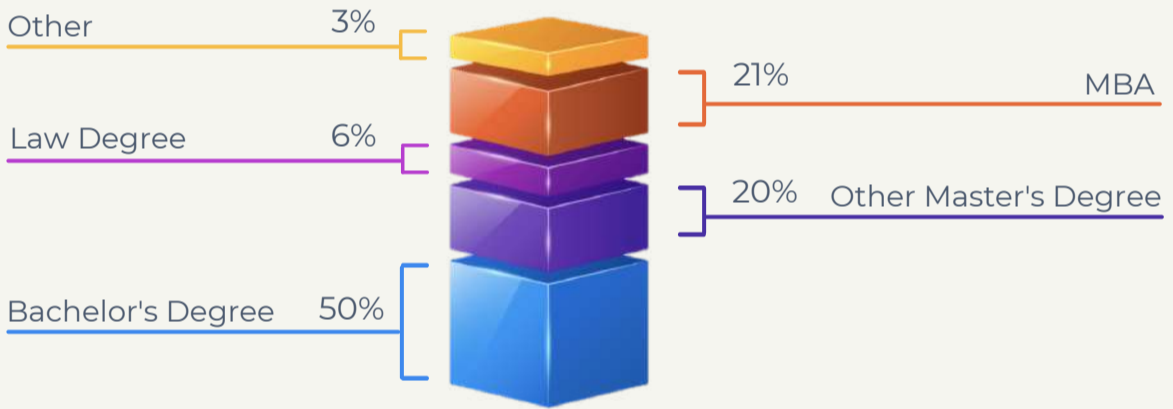
Average size (in large organizations)



Legal Procurement Influences



Educational Background of Legal Procurement Professionals

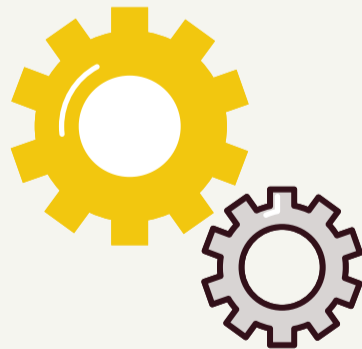


Legal Procurement's preferred value-adds from their legal services providers

- Use of innovative technology
- Business insight/root cause analysis
- Hotline/access to experts for quick questions
- Use of project managers
- Pre-matter planning sessions

Legal Procurement's preferred legal spend management tools:

- eBilling
- Outside Counsel Guidelines
- Data Analytics (Spend and Cost analysis)
- AFAs
- Pre-matter scoping



Legal Procurement's Top 3 Tasks:

1. Negotiate with all types of legal services providers (including law firms)
2. Shortlist all types of legal services providers
3. Manage relationships with legal services providers (excluding law firms)

Top 3 Selection Criteria

Legal Procurement's Top 3 Selection Criteria:

1. Provider has experience with similar matters
2. Predictability
3. Value

Legal Procurement's Top 3 Goals:

1. Better capture and analyze legal spend
2. Reduce legal spend
3. Better manage legal services