

KEY INSIGHTS: BUYING LEGAL SERVICES

17.1%

Average Savings Through Legal Procurement

23%

Average Savings Through Legal Procurement with 10+ Years Experience in Legal Category

Clients' Average Number of Providers

199 Law Firms

7 ALSPs

27 Ancillary

STAFFING

2.9 FTE Legal Procurement

6.9 FTE Legal Operations



Legal Procurement Professionals Influence Purchases of All Legal Services

Most Commonly Used Procurement Tools

Negotiate Discounts



Issue & Enforce Outside Counsel Guidelines



Issue Requests for Proposal



Favored Value-Adds from their Providers



Hotlines & Access to experts for quick questions



Pre-Matter Planning Sessions



Seminars & Business-Level Training

Learn more about the 2019 Legal Procurement Survey and the Buying Legal Market Intelligence Report:
www.buyinglegal.com/market-intelligence