

CT TyMetrix & Corporate Executive Board's Legal and Compliance Practice Present:

The 2010 Real Rate Report™

An Analysis and Report on Law Firm Rates, Trends & Practices



Publication Date: Sept., 2010

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Publication price:
\$4,500

Who should buy this report?

Corporate Law Departments:

General Counsel and in-house practice leaders looking to assess their own legal spend, negotiate more effective AFAs, and benchmark their rates and legal expenses.

Claims Organizations:

Senior Claims Officers and Claims Managers looking to optimize their legal expenses and benchmark their spend.

Law Firms:

Senior Partners and practice area leaders looking to compare matter rates, timekeeper rates, practice area rates, etc. against other law firm competitors.



Harness new insights from the legal industry's *only* quantitative analysis of what legal departments and claims organizations are really paying for outside counsel

CT TyMetrix, the industry's leading provider of legal performance management solutions, has partnered with the Corporate Executive Board's Legal and Compliance Practice to take the power of information to a new level with the legal industry's first (and only) quantitative analysis of over \$4 Billion in legal spend from more than 4,000 law firms and 50,000+ individual billers.

LAW FIRM BILLING PRACTICES AND REALIZED RATES

Our analysis of more than \$4 Billion in actual detailed invoice data from 2007 through 2009 has enabled a new view into what in-house legal departments are really spending on outside counsel. This analysis is essential to effectively negotiate rates, evaluate law firm efficiency, set performance expectations, and properly value Alternative Fee savings. This report takes a look into not only the rates being charged by law firms, but also the trends and practices in resource allocation and timekeeper assignment that have real impact on your legal expense.

SEGMENTED FINDINGS & INSIGHTS

The 2010 Real Rate Report™ analyzes rates across nine different practice areas, and across

partner, associate and paralegal professional levels. It also analyzes resource utilization by Timekeeper as well as median versus realized rates across multiple dimensions.

OPTIMIZE YOUR OUTSIDE COUNSEL EXPENSE

The *Report* provides additional guidance about how to work more effectively with outside counsel, incorporate emerging trends and law firm billing practices into better managed law department budgets, and how to make more informed decisions about resource allocation.

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The 2010 Real Rate Report will Include Analysis of:

I. Actual rates charged by firms to their major corporate clients, by:

- Geography
- Type of work/matter-type
- Matter phase
- Timekeeper role (paralegal, associate, partner)
- Timekeeper practice area
- Timekeeper experience level

II. Law Firm Staffing Behavior:

- Staffing ratios (number of paralegals vs. associates vs. partners)
- Timekeeper billing patterns
- Red flags to watch for
- How has law firm billing behavior changed: 2007, 2008, 2009

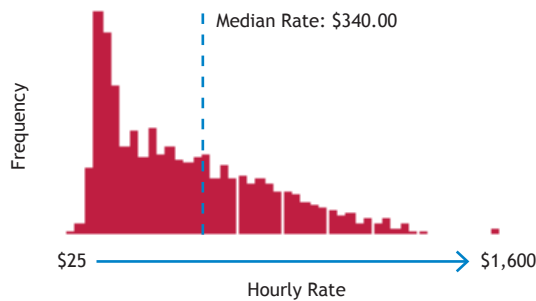
III. Portraits of Typical Corporate Legal Matters:

- Matter staffing across law firms by matter type
- Length and cost of specific matter phases
- Timeline from service to billing
- How much could companies save by using regional law firms or smaller law firms?

Preview of the Real Rate Report Data

Data Point #1:

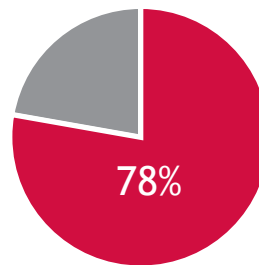
\$340 per Hour Was the 2009 Median Weighted Partner Hourly Rate



When the total hours billed at each rate are considered, the 2009 median partner rate was \$340 per hour. This rate is lower than the typical “rack” rates reported through law firm and corporate legal department surveys.

Data Point #2:

Seventy-Eight Percent of Timekeepers Bill Different Rates to Different Clients



More than three-quarters of timekeepers (paralegals, associates, and partners) charge different hourly rates to different clients for similar work. Of the timekeepers billing at multiple rates, the largest differences range from \$350-\$1,000 an hour.

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How to Purchase the Report:

CT TyMetrix Clients:

If you are a CT TyMetrix client who agreed, in writing, to participate in this study you will receive a free copy of the report immediately upon publication. Go to www.cttymetrix.com to get more information or to download an order form.

Corporate Executive Board Legal and Compliance Practice Clients/ Members:

If you are a client/member of the Corporate Executive Board’s Legal and Compliance Practice, your copy of this upcoming report is likely free of charge. Please contact your service team or legalandcompliance@executiveboard.com.

All Others:

Special pre-publication Price: Order your copy before the report’s publication date for a discounted rate of \$1,500/copy. Reports will be shipped immediately upon publication. Post-publication pricing will be announced on the CT TyMetrix web site (www.cttymetrix.com) in June, 2010.

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Go to www.cttymetrix.com for detailed order information which will be posted in June, 2010.