

# Corporate Matter Management & Electronic Billing – *New BFFs*



Reducing the TCOC:  
(Total Cost of Outside Counsel)

# Introductions - New BFF's



## **Garry Tully**

Director of Operations, Qualcomm Law Department

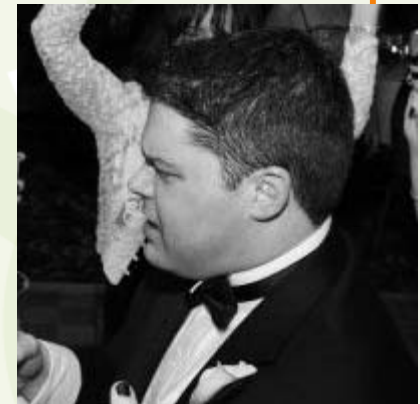
[gtully@qualcomm.com](mailto:gtully@qualcomm.com)



## **John Thompson**

Analyst IT Litigation Support, Purdue Pharma

[John.Thompson@pharma.com](mailto:John.Thompson@pharma.com)



## **Bill Young**

Senior Director of Operations -Legal, HR, IT,  
Dynegey [william.young@dynegey.com](mailto:william.young@dynegey.com)



## **Robin Snasdell (Moderator)**

Director, Huron Consulting Group

[rsnasdell@huronconsultinggroup.com](mailto:rsnasdell@huronconsultinggroup.com)



# Agenda

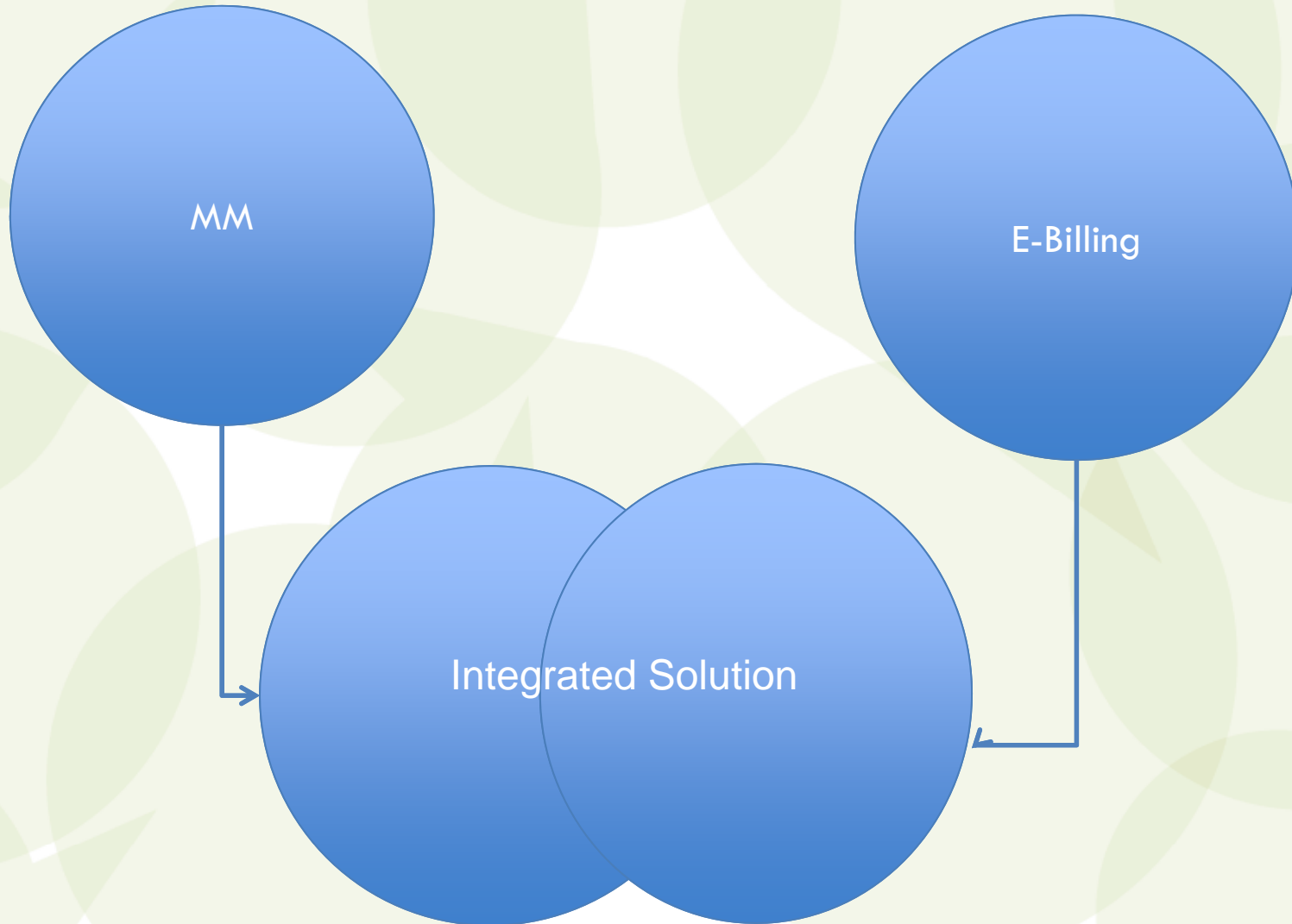


- Introductions
- Total Cost of Outside Counsel – TCOC
- Recent History of MM & Electronic Billing
- Benefits of An Integrated Solution
- Reducing TCOC with MM/E-Billing
- Some Other Techniques
- Questions

# Total Cost Of Outside Counsel

- Definition:
  - External costs themselves
  - Time
    - Fee Negotiation / Engagement
    - Invoice processing (legal department & finance)
    - Payment information
    - Accruals
    - Budgeting
    - Compliance with Outside Counsel Guidelines
  - Headaches / Surprises / Miscommunication

# Recent History of MM / E-Billing



# Benefits of An Integrated Solution



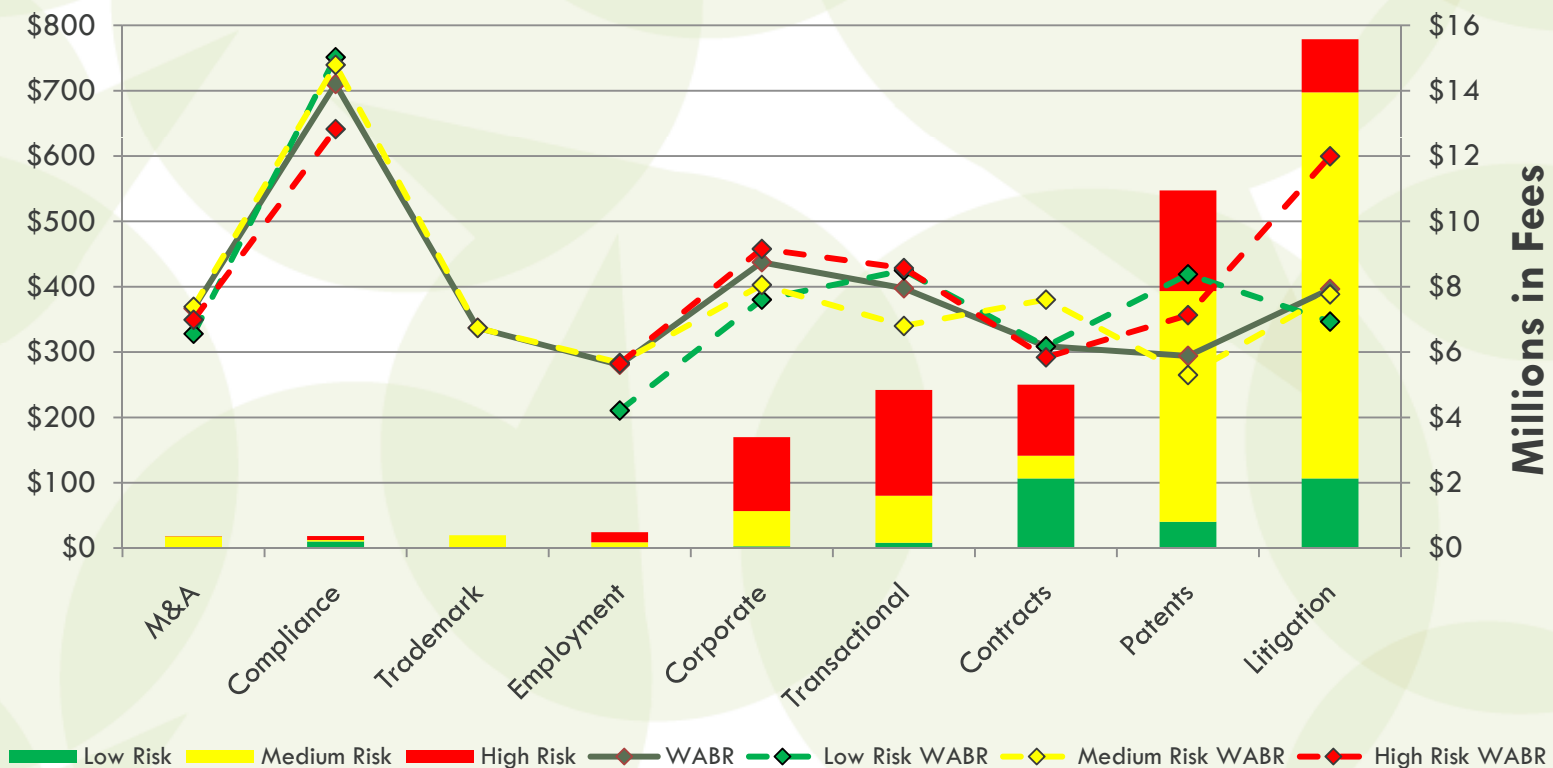
- Same vendor supports both solutions
  - No finger pointing
  - Product release schedules are in synch
- One look and feel
  - One system to train on
  - Attorneys, Paralegals, & Secretaries all log into the same system to drive collaboration and efficiency
- Billing rules can trigger from matter management meta-data
  - For example, different billing rules and fee arrangements can be applied based on meta-data such as the risk profile or case assessment
- No custom interface required between matter management & electronic billing
  - Interfaces do not need to be written or maintained.
- Increased collaboration opportunities
- Centralized Reporting
  - Reports don't need to be generated from two different systems or combined in a data warehouse
  - Trend analysis and analysis on life of case and cost can be performed from a single data source based on any matter or billing data

# Reducing TCOC with MM/EB

- Common Platform For Matter Identification & Engagement
  - Timekeeper Rates Approval Workflow
  - Matter Specific Fee Offer Workflow
  - Engagement Workflow
  - Automated Engagement Letters
- Collaboration on Financial Management
  - Enabling budgeting & accrual workflow
  - Real Time Actuals
  - Real Time payment information
- Matter Collaboration
  - Outside Counsel access
  - Matter status updates
  - Document Management repository
  - Integrated email
- Use the combined MM/EB data to identifying new opportunities for cost savings

# Reducing TCOC with MM/EB

- Focus on an apples to apples comparison





# Reducing TCOC with MM/EB

- Identifying Opportunities to Reduce Cost

<b>Complexity</b>	High	<p>4 Matters 95 Hours \$52,514 in Fees \$554 WABR \$166 - \$860* &lt; 1% of Fees</p>	<p>13 Matters 16,141 Hours \$4,139,650 in Fees \$256 WABR \$116 - \$1,250 10% of Fees</p>	<p>55 Matters 16,117 Hours \$6,637,641 in Fees \$412 WABR \$110 - \$1,250 16% of Fees</p>
	Medium	<p>25 Matters 13,154 Hours \$4,700,638 in Fees \$357 WABR \$107 - \$825 11% of Fees</p>	<p>214 Matters 63,729 Hours \$22,774,434 in Fees \$357 WABR \$1 - \$1,250 55% of Fees</p>	<p>5 Matters 1,281 Hours \$580,857 in Fees \$453 WABR \$120 - \$780 1% of Fees</p>
	Low	<p>47 Matters 5,109 Hours \$2,038,482 in Fees \$399 WABR \$84 - \$1,000 5% of Fees</p>	<p>48 Matters 1,442 Hours \$454,961 in Fees \$315 WABR \$100 - \$649 11% of Fees</p>	-
		Low	Medium	High
		<b>Risk</b>		

# Questions