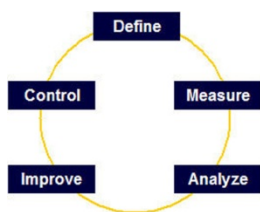


## Profitably Deliver High Quality and Value under Alternative Fee Arrangements

Alternative fee arrangements deliver the cost predictability your clients demand, but at the expense of shifting the risk to you. Moreover, clients want to be sure that their firms can be consistently profitable under AFAs. This requires a new approach to how you do business. LegalEye's™ services focus on increasing utilization through continuous process improvement, measuring and managing profitability through enhanced financial reporting and analysis, and benchmarking firm performance against peer groups. **Each service emphasizes fostering partner buy-in and leveraging your existing systems so you can profitably deliver high quality and value under AFAs.**

## Increase Efficiency and Utilization through Continuous Process Improvement

Your business should be exciting. Your processes? Not so much. **Every hour of administration is an hour not applied under an AFA.** DMAIC (Define, Measure, Analyze, Improve and Control) is a recognized framework for increasing quality and value. **We are experts in proven continuous improvement methodologies – Lean and Six Sigma – and are recognized as Six Sigma Black Belts, having passed rigorous exams and led successful projects.**

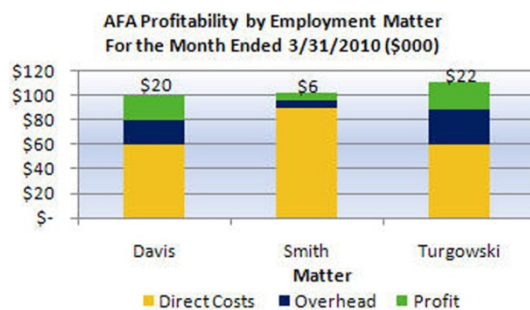


We will help you implement and manage AFAs by streamlining your internal processes for increased billing capacity, improved resource alignment and more effective and predictable utilization. Identify and resolve gaps such as excessive review time, duplicate effort and other workflow bottlenecks. **The result is higher billing capacity and utilization, enhanced client responsiveness and improved cash flow through more timely and accurate invoice submission.**

## Measure and Manage AFA Profitability through Enhanced Reporting, Analysis and Budgeting

AFAs require a new approach to profitability management. Deconstructing a fixed fee into measurable and manageable components is a big challenge, and **our CPAs and financial analysts will help you to bridge the gap between your billing data and actionable financial information for better, more informed decision making.**

Partners should have full visibility to and a clear understanding of the impact each hour has on profitability, regardless of whether that hour is applied to an AFA matter, devoted to developing new business, or absorbed as overhead. Our budgeting approach leverages your existing systems to deliver customized, manageable and responsive solutions so you can better align client expectations with your profitability objectives.



## Set and Manage Expectations through Benchmarking

Understanding your firm's historical performance and comparing it to that of peers is a critical step toward sustained growth and profitability. Our benchmarking services foster a willingness to challenge outdated processes, systems and operating philosophies. **We will analyze your billings and costs across a variety of dimensions, including matter type and complexity, venue, staffing level, matter duration, matter disposition, outside experts employed, utilization, marketing, overhead and other metrics.** Identifying firm strengths and areas for improvement will enhance your marketing function and help prioritize areas of concern.

**Harness the tools, templates and knowledge you need for sustained growth and profitability.** To learn more, please visit [www.LegalEyeROI.com](http://www.LegalEyeROI.com) or email us at [info@LegalEyeROI.com](mailto:info@LegalEyeROI.com).