

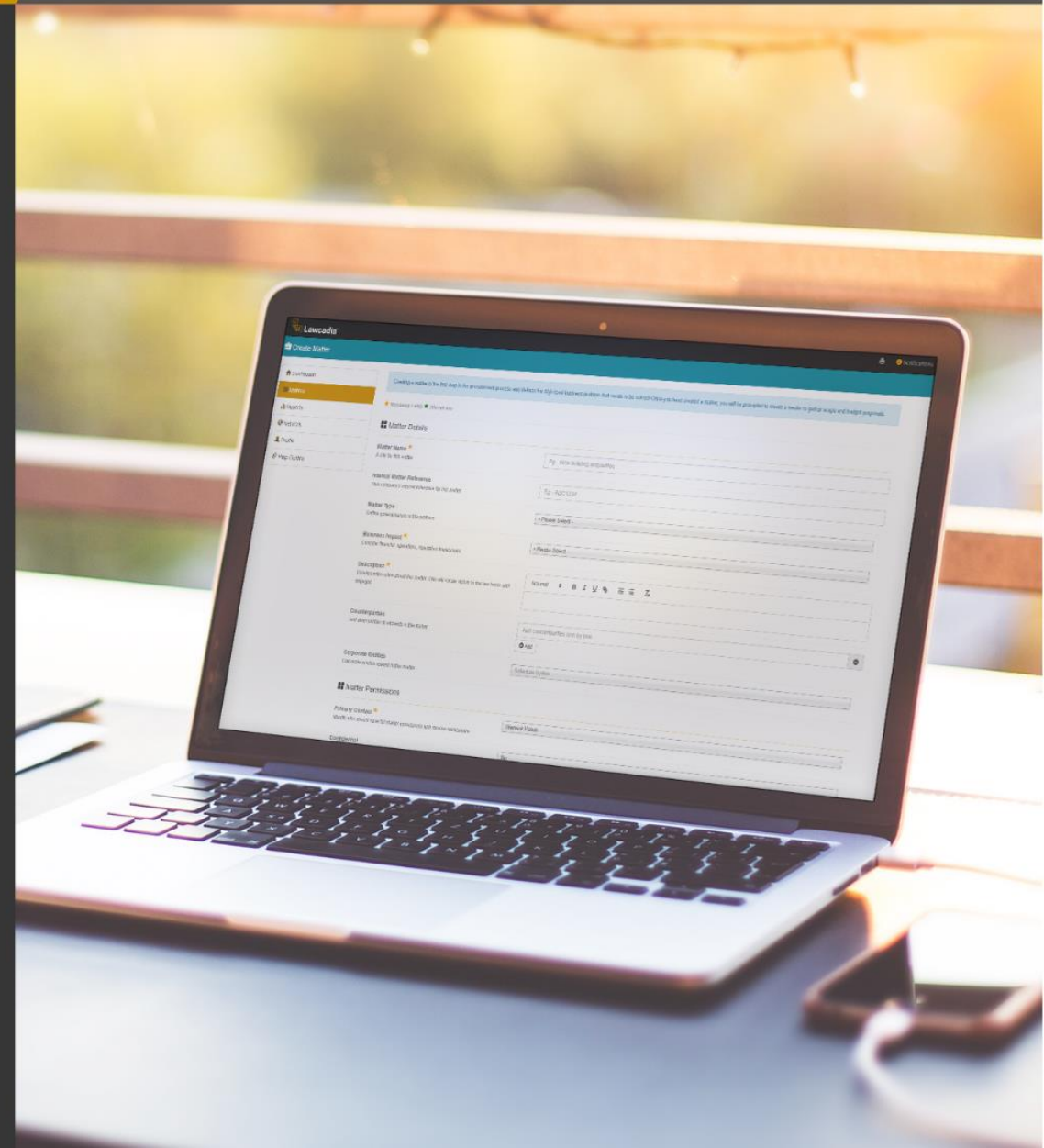
PASA



WEBINAR

Reduce Legal Spend
Using Process &
Technology

1 September 2020



about. transforming legal

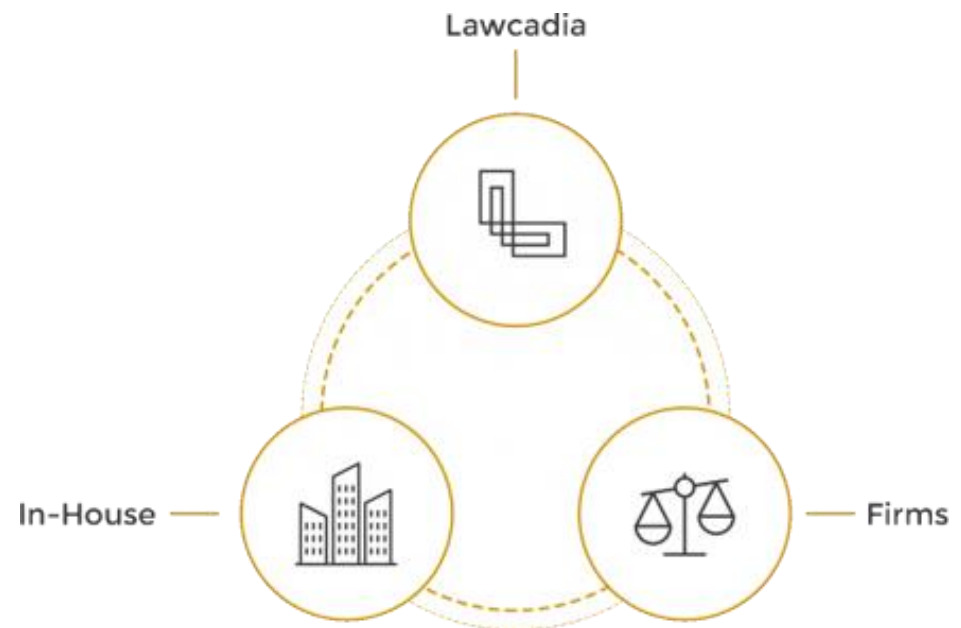


Warwick Walsh
CEO & Co-founder



Steven Dudley
Solution Specialist

Built for in-house legal teams and their law firms, Lawcadia's cloud-based platform automates workflows, maximises value for your legal spend, reduces wastage, and provides transparency and accountability.



clients. innovative and progressive

Financial Services & Insurance



Government



Corporate



Social Organisations



expertise. legal procurement

We were the **first business globally** to develop a technology platform specifically designed to manage and improve the legal procurement process for corporate and government clients.



We **educate and guide** legal and procurement professionals through their journey by providing free resources and guides.



We work collaboratively with local professional development organisations including **ACC Australia, IACCM** and **PASA**.



We are formally collaborated with the **Buying Legal Council** - the leading international legal buying professional organisation.

challenges. legal procurement



Law Firm Practices

- Hourly rates and time-based billing
- Poor budget and matter updates
- Scope creep



Business Practices

- Poor processes for matter engagements
- Poor or non-existent budget tracking
- Scope creep



No Data

- Hourly rates provide poor data
- Difficult to identify market pricing for matters



No Systems

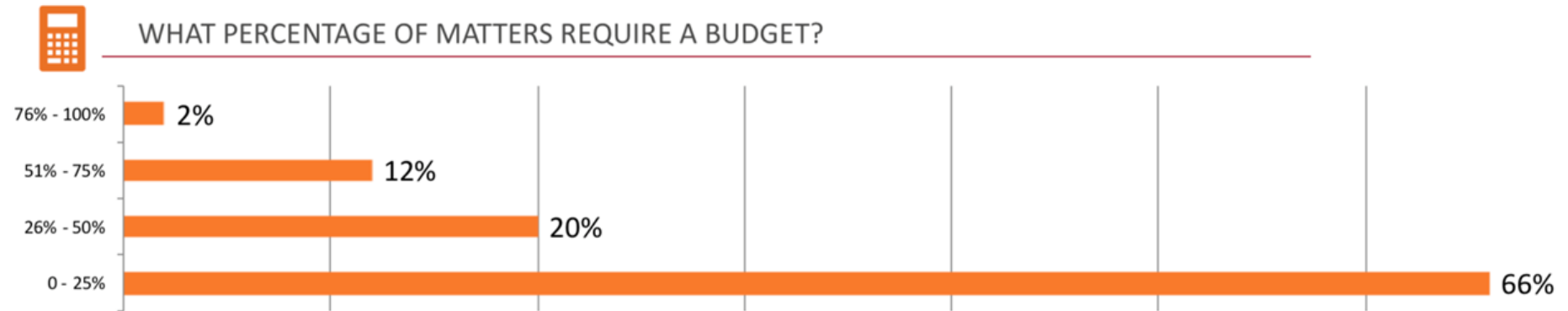
- No systems to manage spend and budget and track scope changes
- Law firm panels are established, but no on-going management



Reduce Legal Spend

- How?

insights. budgeting & procurement



Source: 2019 LawVision / Peer Monitor Pricing Survey of Law Firm executives and pricing leaders

solution. legal procurement

ENGAGE with your legal panel, matter-by-matter, with RFP management tools and controls.

Pre-engagement

Panel Management



Identify and review all law firms used across the organisation - often this can be surprising. Formalise a list of preferred suppliers.



RFPs within a particular legal area go to the relevant panel firms or a selection of those.

Request for Proposal



Easily compare and identify firms with the right capabilities and costs on a matter by matter basis.



Legal team and Law Firms identify and agree in-scope, out of scope, and assumptions.

Scope Control



Automated scope management, with firms required to submit change requests when there is an impact to the overall matter budget.



Approve, reject or negotiate scope changes, fully transparent and traceable.

Post-engagement

Financial Management



Track actual spend, forecast spend and work-in-progress, control budget creep, and track and manage change requests.



Every month, firms report unbilled WIP, giving an accurate representation of total accrued fees.

Vendor Management



Review and manage your existing providers and use past performance to enhance your team's decision-making processes.

All tendering and matter data including pricing, scope, budget and evaluation is captured securely informing future engagement decisions.

CONTROLS

DATA

objectives. procurement



Savings

- Pay less
- Use less
- Reduce Waste
- Alternatively source (eg keep in-house)
- Abolish



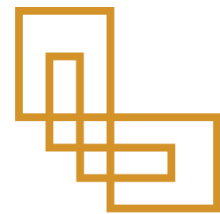
Leverage Competition

- Using competitive tension to ensure good value
- Identifying if you are getting a good deal
- Establish market price for a scope of work



Accountability

- Leverage data, metrics and reporting
- Hold Law Firms accountable
- Demonstrate value with auditable processes



Lawcadia

Transforming legal

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