

LegalCollaborator - Early matter engagement and competitive RFP

Corporate legal professionals are bombarded with challenges every day. You face rising legal costs, inefficiencies in unavoidable processes, and lack of transparency into legal costs, firm performance, and matter data. Vague matter strategy and lack of clear, up-front communication creates cost unpredictability. It's hard to know if you're getting the best price and strategy on a matter, and even harder to compare firms quickly.

The information you need is all over the place, sitting in disparate systems, email messages, spreadsheets, and your memory – often forcing you to re-key data for a reportable audit trail and to ensure pricing agreements are enforced. Your law firms are also hampered by slow, inefficient processes. They want to demonstrate value and collaborate effectively with you on your matters.

Engage. Collaborate. Save.

Tackle your legal management challenges and uncover savings by engaging law firms early using LegalCollaborator. Use it to gather up-front matter details with the option to ask for competitive bids from multiple firms. Work closely with your firms to gain clear, concise, and auditable insight about firm strategy, staffing, timekeeper diversity, conflict checks, and fee arrangements.

Legal Engagement

Quickly gather up-front details from firms for any matter. Using our pre-built templates, you can kick off a matter by asking firms to provide conflict waivers, strategy, staffing and diversity data, value adds, and rates.

Competitive Bidding

Competitive bidding allows several firms to vie for your business, so you get a transparent comparison of price, strategy, staffing, and value adds to choose the best firm to handle the matter.

Integrated into the leading ELM platforms

Seamless integrations with Passport, TyMetrix 360, and AI-powered legal bill review allow you to connect matter planning with pricing enforcement, driving compliance, cost control, and savings. All matter and spend data is reportable, so you can see your costs and legal outcomes and a transparent audit trail.

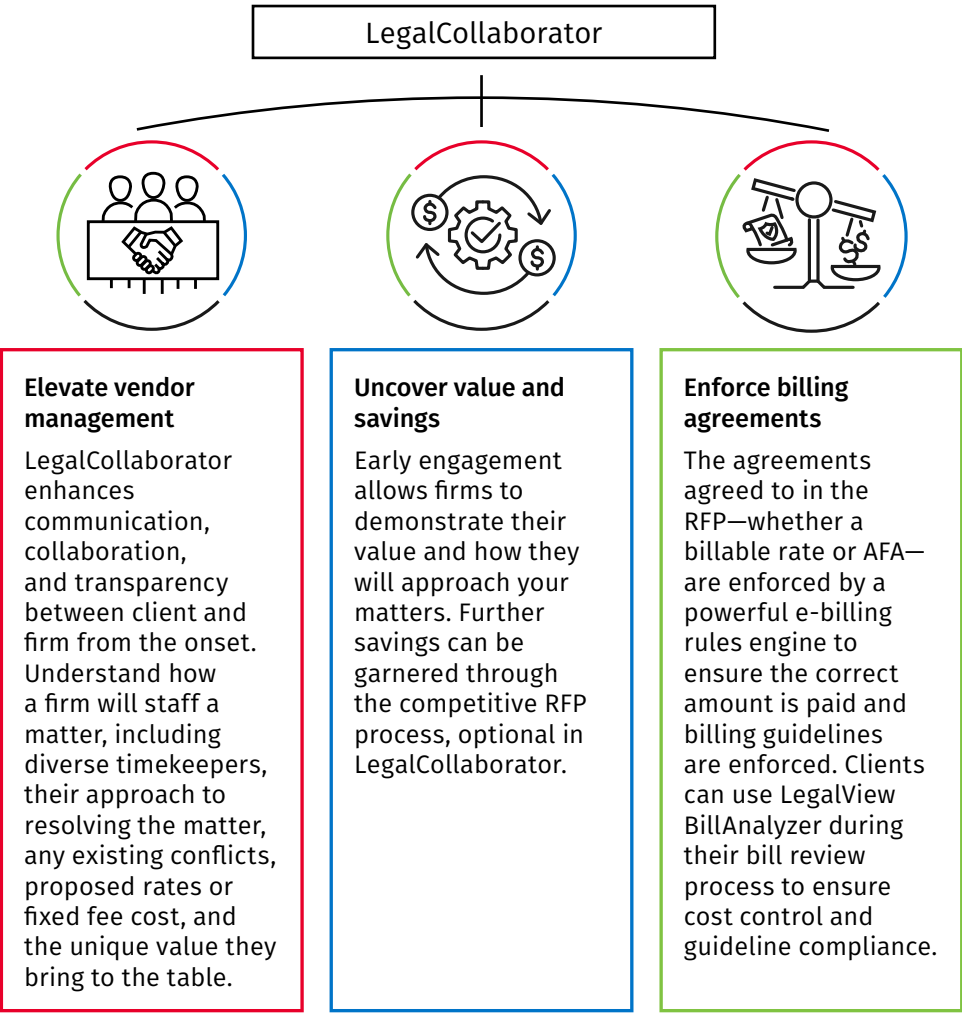
One Simple, Efficient Process – Identify the right firms to engage, easily gather up-front matter details, enforce pricing agreements, and evaluate law firm performance all in one place.



Work closely with your firms to gain clear, concise, and auditable insight about firm strategy, staffing, timekeeper diversity, conflict checks, and fee arrangements.



Flexible matter pricing and enforcement – Whether you want to engage with just one firm on a matter or go to RFP bidding with several firms, LegalCollaborator provides pricing flexibility. You can ask for and enforce billable hour rates per timekeeper or alternative fee arrangements (AFAs).



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The screenshot displays the Legal Engagement interface, showing a draft invitation email for a company. The interface includes a header with the title "Legal Engagement" and a user profile "cbuser3 Wolters Kluwer". The main content area shows a table with columns for Matter, Matter Number, Work Area, Managing Attorney, Contact, Last Date for Response, Last Date for Questions, and Last Date for Submission. Below the table, there is a section titled "Invitation Email for Company" with a "Select people" dropdown and a "Write your message" text area. The "Select people" dropdown is currently open, showing a list of people: DianeMorris LLP, Covington Day, and Armstrong, Aldrin, & Collins. The "Write your message" text area contains the following text:

Angel Hoffman invites you to submit a proposal for a legal engagement.

- Client Name: ELM
- Work Area: Litigation
- Last Date for Submission: 3 November 2023

At the bottom right of the interface, there are two buttons: "Previous" and "Send".

Creating an engagement to invite firms to respond.

| | | | | | | |
|--|---------------------------------|-----------|-----------------------------|-----------------|-----------|---------|
| | Covington Day | | Brown, Reath & Miller | | | |
| Conflict Check: Do you have any Conflict | Yes, But It is already cleared. | | No | | | |
| Pricing: Pricing Instructions and Assumptions | \$ 350,295 | | \$ 330,000 | | | |
| Law Firm Organizational racial, ethnic and gender minority | <div><div></div>44.6%</div> | | <div><div></div>40.6%</div> | | | |
| Staffing: Team Profile, Distribution & Diversity. ⓘ | Name | Role | Diverse | Name | Role | Diverse |
| | Katina Ventura | Associate | - | Jason Pullman | Associate | - |
| | Brandon Bower | Associate | ❌ No | Jimmy Graves | Associate | ❌ No |
| | Carol McGrath | Associate | ✅ Yes | Mahala Lorroway | Associate | ✅ Yes |
| | Obediah Petricek | Associate | ✅ Yes | Tadio Hammerich | Associate | ✅ Yes |
| | Select Firm | | | Select Firm | | |



Apples-to-apples comparison of firm responses

Seamlessly integrated solutions for data-driven vendor management and flexible cost controls



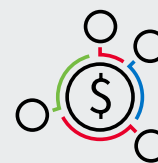
Examine

Data-driven firm selection and performance management



Engage

Streamlined capture of firm strategy, staffing and pricing



Enforce

Integrated enforcement of billable hour or AFA-based pricing agreements

Capability

Solutions

Benefits

- Law Firm Smart Select
- Panel Management
- Predictive Insights

- LegalCollaborator

- Automated rules engine
- LegalVIEW® BillAnalyzer

- Measure and communicate outside counsel performance and value
- Enable meaningful business reviews that align performance management with original goals to strengthen firm communications and relationships

- Transparency gained through early engagement increases spend predictability
- Uncover additional savings with the option for competitive bidding

- Integrated solutions increase compliance to minimize spend leakage
- Up to 20% improvement in billing guideline compliance
- Increased savings of up to 10% of legal spend

Confidential: Beta version subject to change

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