

# LEGAL DEPARTMENT BENCHMARKING REPORT



*The definitive benchmarking source; helping in-house leaders define, demonstrate and expand the value of the legal function*

*"I wasn't sure whether to buy it but I'm glad we did.*

*The Report is excellent. I've been dipping into it regularly and already have lots of tabs with things to follow up.*

*I've also been calling out some of the tips and ideas to the team. They're getting quite excited about the possibilities, so we now want to arrange an offsite. We can get together to ask the hard questions about how we do things now, and what we should be doing to capture all the benefits.*

*It's a huge help."*

*General Counsel, New Zealand public company*

**Clarity of purpose**  
*- a clear view of the legal function and opportunities for improvement*

**Measurable strategies**  
*- for effective decision-making and objective setting*

**Benchmarking**  
*- with comparable organisations, sectors and regionally*

**Trends**  
*- monitor change*

## LEGAL DEPARTMENT PERFORMANCE MANAGEMENT

The most extensive study of its kind ever undertaken in Australia and New Zealand.

Organisations that together spend more than **\$2 Billion** on legal costs provide the basis for comprehensive data, strategies, and leadership insights for leading corporate and government organisations keen to continually improve operational performance and get more value from the legal function.

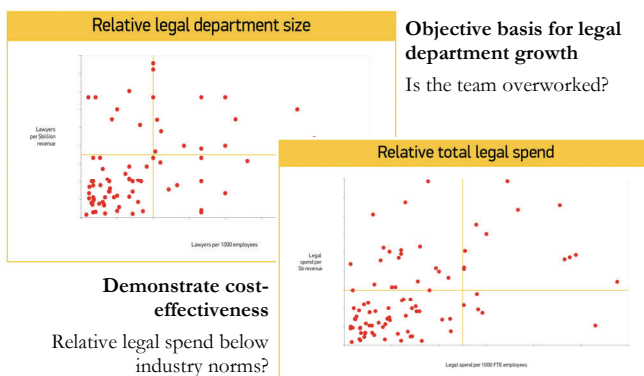
The ACLA/CLANZ *Legal Department Benchmarking Report* is **the definitive source** helping in-house leaders define, demonstrate and expand the value of the entire legal function - including law firm relationships.

### Competing objectives

Corporates and government agencies need to:

- identify, deliver and demonstrate value on complex legal issues meeting business priorities; and
- manage the provision of legal services efficiently and effectively.

The complexity of this task in-



creases markedly with demands to minimise both legal risk and costs.

### Enhanced decision-making

The ACLA/CLANZ *Legal Department Benchmarking Report* helps busy executives achieve these goals – with a focus on structures, processes, practices, and tips and techniques that help generate strategies for optimal results and cost effectiveness.

The most extensive, independent and objective data - specifically for local conditions - helps legal leaders demonstrate value and effectiveness, and improve capabilities.

**Upgraded**

Multi award winning report expanded & improved

- Entirely new sections
- New analysis
- Longitudinal comparators
- 50% more pages
- 35% more graphs & tables
- More metrics
- More than 100 action tips - practical suggestions to get more value from the data
- Case studies & more

## MANAGING LAW FIRM RELATIONS



### Hot topics include

- Use, and success, of alternative fee arrangements
- Law firm selection criteria
- Fee rebates & discounts
- Litigation management challenges
- Types of law firms used and change expected

### Figures & tables include

- Top 12 methods for controlling external legal costs
- Top 16 terms of engagement
- Value add benefits from firms
- Barriers to changing firms
- Improving working relationships
- Hourly billing

- Budget compliance
- Improving RFP responses
- & hundreds more

**Free contents list**  
teamfactors.com/  
legaldepbench.htm

## RETURN ON INVESTMENT

*If the average respondent uses these resources to save just 10% of their total legal spend - for the equivalent cost of just a few hours of a law firm partners' time - the return on investment would be a staggering 38,000%*

## PRICING

### Legal Department Benchmarking Report

\$2650+gst

\$2450+gst

(Premium CLANZ members)



For an additional NZ\$10.99

### Comprehensive insights

- Business drivers affecting legal department growth
- Most pressing issues facing legal leadership
- Technology use
- Demonstrating and communicating legal department value.
- Chief legal officer and lawyer position titles
- Reporting structures
- Chief legal officer management responsibilities
- Legal dept monitoring practices and metrics
- Law firm arrangements

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## LEGAL DEPARTMENT PERFORMANCE INDICATORS



### Core metrics and key performance indicators

- Legal costs as percentage of revenue/turnover
- Legal costs per FTE employee
- Legal costs per \$billion revenue/turnover
- Lawyers per \$billion revenue/turnover
- Lawyers per 1000 FTE employees
- Median FTE employees per lawyer, by sector
- Ratio of in-house to outside legal costs
- Fully loaded internal costs per lawyer employed
- Median fully loaded in-house counsel costs

In short, a wealth of data and key benchmarks used by leading general counsel to help assess legal function effectiveness, and develop

objectives and strategies to achieve core strategic and operational goals.

### Country, sector, size

In commentary and charts, the report identifies key differences between New Zealand and Australia, between the private and public sectors, and for legal department and organisational size differences.

## ORDER FORM

Simply tick the relevant box, select any additional copies, attach your business card and post to the address below



ACLA/CLANZ Legal Department Benchmarking Report	\$2650+gst	
ACLA/CLANZ Legal Department Benchmarking Report (Premium CLANZ members)*	\$2450+gst	
Additional copies for your organisation (up to 5 additional copies, subject to availability)	\$350+gst	Number:

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Or email your order to [team@teamfactors.com](mailto:team@teamfactors.com)

**Bonus 1** - Complimentary electronic copies of all figures and tables for use within your organisation.

**Bonus 2** - Supplementary analysis and materials available to purchasers.

## RESPONDENTS & VALUE

### Respondents

Data and insights from general counsel responsible for the legal function of 160 organisations operating in over 30 industries, with total annual legal spend of more than **NZ\$2 Billion**.

Respondents include some of the largest organisational users of legal services in New Zealand and Australia.

### Who should purchase?

Executives responsible for delivering quality legal services and demonstrating the effectiveness and value of the legal function.

### Why purchase?

- Save money and time.
- Demonstrate legal function value - with **the** definitive, leading source of objective, independent data.
- Invest in your team's future, for a fraction of the cost of commissioning research.
- Extensive peer insights.
- Avoid "re-inventing wheels."
- Re-prioritise strategies.
- Reduce consulting costs, with data specifically relevant to local conditions.



*"...a huge collection of metrics hitting just about every performance point a legal department needs to make."*

*National Business Review*

*"...detailed information... that could help save organisations millions of dollars in legal costs."*

*Simon Tupman, legal commentator*

### Free contents list

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