

## Law Department report wins Awards iPad app released

### International Awards

Australasia's leading law department benchmarking resource has won two prestigious awards, and is now available on the iPad.

The *ACLA/CLANZ Legal Department Benchmarking Report* – which helps businesses make performance improvements and cut legal costs and gives law firms deeper insights into evolving client needs – received an APEX Award of Excellence in the 23rd Annual Awards for Publication Excellence in the United States.

"Very few of these awards are granted outside North America, and this was the only one awarded in Australasia, so it's tremendous recognition for the business leaders who had the vision to support a detailed research project on effective legal practices", said Ron Pol, whose legal business consultancy Team Factors conducted the research. "Especially in difficult times, a small investment in good benchmarking data and analysis can often save hundreds of thousands of dollars in legal costs."

The APEX awards are based on excellence in editorial content and overall communications excellence. This year's winners included the American Bar Association, the Association of Corporate Counsel, Ford, Toyota, Wolters Kluwer, Time Inc, Merryly Lynch and Lockheed Martin.

The international award follows recognition closer to home; with a Gold medal in New Zealand's annual "Pride In Print" Awards.

### One of the first iPad apps for legal leaders

The Report has also been released as one of the first iPad applications developed specifically for New Zealand and Australian legal leaders. Complementing the main report, the new application responds to busy lawyers who want 'anytime, anywhere' access to the leading benchmarks, peer best practices and strategies for maximising the value of the legal function.

### Public and private sectors 'wise up' on buying legal services

Across the public and private sectors the need for more value for money has never been greater. The Australian federal government's A\$376 million legal spend has been under the spotlight since Attorney-General Robert McClelland called for government agencies to develop more expertise in buying legal services ([Agencies told to wise up on buying legal services](#)).

Earlier this year, the New Zealand government followed suit, releasing the country's biggest ever legal services tender, seeking to cut the government's NZ\$100 million spent with law firms each year. The result of the tender – expected to slash the number of law firms acting for core government departments – is due to be announced later this month.

The multi-award-winning report delivers a timely and comprehensive toolkit to help cut costs, improve service and improve value for money from legal services, with all the key metrics and industry practices to help allocate resources more cost-effectively.

Pol says "there's probably no company or government agency with a reasonable legal spend that couldn't use these resources to help refine strategies to materially improve the cost-effectiveness of their legal operations by a factor of up to 10 or 20%, and sometimes more."

### Benefits for law firms too

"There's good news for law firms too" added Pol. "Insights shared by some of the most sophisticated users of legal services illustrate that strategies designed to save legal costs can also help law firms operate in ways that maintain or even improve their own profitability; the best solutions can deliver very real benefits to the legal services consumer and their trusted legal advisers."

- ENDS

## Further information

<b>Images available</b>	<b>Logos:</b> Front cover of the Report, Open page of the Report, Apex Winners Award logo, Pride in Print 2011 Gold medal. <b>Photo:</b> Ron Pol
<b>The Report</b>	Described as "a huge collection of metrics hitting just about every performance point a legal department needs to make" ( <i>National Business Review</i> ) the <a href="#">ACLA/CLANZ Legal Department Benchmarking Report</a> delivers the results of the most extensive research of its kind ever undertaken across Australia and New Zealand, with companies and government agencies that together spend NZ\$2 Billion/A\$1.6 Billion on lawyers each year.
<b>iPad app</b>	Available for purchasers of the main report for \$NZ10.99 (from the <a href="#">New Zealand AppStore</a> ) or \$A9.99 (from the <a href="#">Australian AppStore</a> ).
<b>Team Factors</b>	<a href="#">Team Factors</a> is a specialist legal services consultancy focused on strategy, performance and the client perspective; helping law firms and corporate and government clients maximise the value of legal services.
<b>APEX Awards</b>	The <a href="#">APEX Awards for Publication Excellence</a> is an annual competition now in its twenty-third year that recognises outstanding publications from around the world.
<b>Pride In Print Awards</b>	The <a href="#">Pride In Print Awards</a> recognise and promote the achievement of excellence within the New Zealand Printing Industry. Gold Medals are awarded for work that reaches the highest standard.
<b>Martini Design</b>	Designers of the Report. The multi-award winning graphic design team at <a href="#">Martini Design</a> command an impressive portfolio across the full range of print and digital media.
<b>SmartApps</b>	Designers of the iPad app. The <a href="#">SmartApps</a> team combines business strategy, design, and technical expertise to deliver mobile applications for iPhone, iPad, Android and mobile websites.
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