

Hacks for improving the recognition of the value of the legal department



ACC San Antonio

July 9, 2024

Ed Chang Senior Account Executive, LexisNexis CounselLink

Dan Ruderman Director of Strategic Partnerships, LexisNexis CounselLink

Simple Hacks

- Sometimes its okay to act a little more like the other departments.
- Get a law department operations specialist.
- Assess your department's maturity level.
- Assess, review, set a goal.
- Analyze closed matters:
 - Cost - internal and external
 - Outcomes
 - Cycle time
 - Matters per in house attorney.
 - Matters per law firm.
- Budget
- AFA
- Accruals
- Measure satisfaction (in house and outside)
- Review your legal bills
- Used outsourced lawyer based managed bill review.
- Prompt pay programs. Use other people's money or your own.
- Use AI. Do your research faster, create common language versions of the internal memos
- Be a bigger part of the contract lifecycle. No contracts, no business. No legal review, no contracts. The time for Contract Lifecycle Management is now.
- Ask for a bigger law department budget. Just like everyone else.

Take credit for business growth and tell the stories of where you avoided or mitigated problems that your competitors or others failed to avoid.

All other departments in the company live and die on numbers and pictures (graphs, charts, etc.). The more you use numbers, charts and graphs, the more you will seem aligned. All other departments have fiscal controls, you can, too.

