

**January 2009**

## **ACC VALUE CHALLENGE**

### **POSSIBLE DISCUSSION TOPICS FOR AN INTERACTIVE ACC VALUE CHALLENGE CALL OR EVENT**

***Structuring Relationships*** (criteria for selecting firms, process for selecting firms, organizational structure for who is on point within the law department or organization, frequency that relationships are assessed, engagement letter/covenant process, primary or preferred providers and key aspects of those relationships)

***Budgeting*** (process and steps for setting budgets with firms, e-billing, early case assessments, IT systems, integrating budget performance with compensation (in-house and for law firms, alternative fee arrangements, etc.)

***Staffing*** (creative staffing arrangements, secondments, processes for determining what is handled in-house and what is handled by firms, associate involvement, staffing within firms, use of non-lawyer professionals, outsourcing, etc.)

***Performance Metrics*** (measures for in-house lawyers, measures for outside counsel performance, process for gathering data, process for communicating performance assessments, rewards and recognition, etc.)

***Teamwork and Communications*** (processes and practices for working together as a team, training, practices for helping law firms to understand the business, processes for communicating developments and ideas on the horizon, etc.)

***Leveraging Knowledge*** (practices for knowledge management, IT systems, collaboration platforms, leveraging knowledge across the law department and across firms, etc.)

*We're creating a library of 1-pagers on each of the above discussion topic areas. Stay tuned and check our Leadership Resources Pages. If you need them before they're posted, please contact either Susan Hackett, ACC's Senior Vice President and General Counsel ([Hackett@acc.com](mailto:Hackett@acc.com); 202-293-4103, ext. 318) or Renee Dankner ([dankner@acc.com](mailto:dankner@acc.com); 202-293-4103, ext. 358).*