

The ACC VALUE Challenge®



Legal Service Management

Driving Value in Inside/Outside Counsel Relationships

SAMPLE AGENDA

DAY 1		
DAY ONE		LEAD FACULTY
8:30 – 9:00 AM	Registration & Continental Breakfast <i>Room A</i>	
9:00 – 10:00 AM	WELCOME, INTRODUCTIONS AND WORKSHOP OVERVIEW Current State/Future State <i>Room A</i>	Catherine J. Moynihan, <i>ACC</i> Bill Garcia, <i>Eagle Key Consulting</i> Rob Lipstein, <i>Crowell & Moring</i>
10:00 – 10:15 AM	DEMONSTRATION: Neota Logic <i>Room A</i>	Neota Logic
10:15 – 10:25 AM	BREAK	
10:25 – 5:30 PM	PROCESS & PROJECT MANAGEMENT Instruction and Exercises <i>Room A</i>	Lisa Damon, <i>Seyfarth Shaw</i> Ken Grady Nancy Jessen, <i>Huron Consulting</i>
10:25 – 10:45 AM	Introduction: Driving Business Outcomes in the Legal Department	
10:45 – 11:50 AM	Process Improvement, Root Cause Analysis Exercise: Legal Fees	
11:50 – 12:10 PM	Disaggregation, Staffing Models & Efficiency	
	TABLE SWITCH!	
12:10 – 12:45 PM	LUNCH <i>Room A</i>	
12:45 – 1:05 PM	The Nifty Tech Acquisition	
1:05 – 2:15 PM	PROJECT MANAGEMENT Exercise: Project Charter, Prelim Budget, Report-out	Lisa Damon, <i>Seyfarth Shaw</i> Ken Grady Nancy Jessen, <i>Huron Consulting</i>
2:15 – 2:30 PM	BREAK – Drop-in Demonstrations: Neota & PLC Resources	
2:30 – 3:50 PM	PROCESS MAPPING Exercise: Process Mapping the Nifty Tech Acquisition, RACI Instruction: Resource Planning - RACI	
3:50 – 4:00 PM	BREAK – Drop-in Demonstration: Neota Logic & PLC Resources	
4:00 – 4:45 PM	Completing the Nifty Tech Acquisition Exercise: Project Plan	

DAY 1		
DAY ONE		LEAD FACULTY
4:45 – 5:15 PM	Report-outs, Lessons Learned & Discussion	
5:30 – 6:30 PM	RECEPTION <i>Room B</i>	

DAY 2			
DAY TWO		LEAD FACULTY	
8:00 – 8:30 AM	Continental Breakfast & Faculty Office Hours <i>Room A</i>		
8:30 – 2:00 PM	VALUE-BASED FEE STRUCTURES Instruction and Business Case Exercises <i>Room A</i>		
8:30 – 9:30 AM	Instruction	Rob Lipstein, <i>Crowell & Moring</i>	
9:30 – 9:45 AM	DEMONSTRATION: PLC Resources <i>Room A</i>	PRACTICAL LAW COMPANY® ■■■	
9:45 – 10:45 AM	Litigation Exercise 1 <i>Room A</i>	Thorny One-Off Problem	Patrick Lamb, <i>Valorem Law Group</i>
	Corporate Exercise 1 <i>Room B</i>	The Basic Asset Acquisition	Rob Lipstein, <i>Crowell & Moring</i>
10:45 – 11:45 PM	Litigation Exercise 2 <i>Room A</i>	Portfolio Pricing & Negotiating Fee Terms	Patrick Lamb, <i>Valorem Law Group</i>
	Corporate Exercise 2 <i>Room B</i>	Negotiating & Documenting the Value Fee Terms	Rob Lipstein, <i>Crowell & Moring</i>
11:45 – 12:30 PM	LUNCH <i>Room A</i>		
12:30 – 1:30 PM	VALUE-BASED FEE STRUCTURES More Business Case Exercises, Law Firm Compensation Models		
12:30 – 1:30 PM	Group Exercise 3 <i>Room A</i>	Brave New World (25% Budget Reduction)	Bill Garcia, <i>Eagle Key Consulting</i>
1:30 – 2:00 PM	HOW TO GET IT DONE – Practical Solutions to Real-Life Problems <i>Room A</i>		Bill Garcia, <i>Eagle Key Consulting</i> Rob Lipstein, <i>Crowell & Moring</i>
	WORKSHOP CONCLUDES		