

The ACC Value Champion Series:

COMBINING VALUE TACTICS

Cut Costs, Improve Predictability, & Achieve Better Outcomes

CATHERINE J MOYNIHAN

Senior Director, Legal Management Services
Association of Corporate Counsel



ACC VALUE CHAMPIONS



ACC VALUE CHAMPIONS

ACC VALUE CHALLENGE



AINE LYONS
VP, Deputy General
Counsel, VMware



RENATO CONTI
General Counsel,
ACEA



**FRANCESCO
PORTOLANO**
Partner, Portolano Cavallo

Driving Value



ALIGNING
RELATIONSHIPS



VALUE-BASED
FEES



STAFFING &
TRAINING



UNBUNDLING



STRATEGIC
SOURCING



BUDGETING



PROJECT
MANAGEMENT



PROCESS
IMPROVEMENT



USE OF
TECHNOLOGY



KNOWLEDGE
MANAGEMENT



CHANGE
MANAGEMENT


RESOURCES

Get the most from your membership ... **Login** Not a member? **Join ACC**

ACC Association of Corporate Counsel
About ACC

Search for Events, Sample Forms, News, Networking and more...

Resources | Education | Membership | ACC Docket | Advocacy



Emerging Global Trends for Corporate Counsel
Meet cross-border challenges - June 19-20, Toronto, Canada

The world's largest community of in-house counsel

Manage Legal Spend
Tools, Tips & Resources ▶ Training ▶
BETTER OUTCOMES • HIGHER PREDICTABILITY • LOWER COSTS

Resources for
Chief Legal C
Law Departm
New To In-house Lawyer ▶



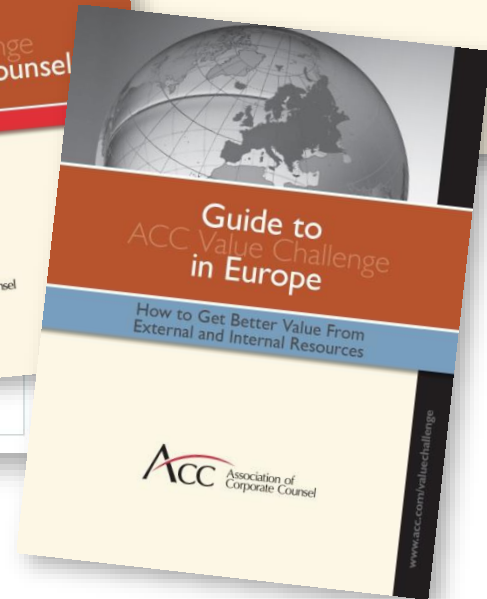
Guide to
ACC Value Challenge
Project Management



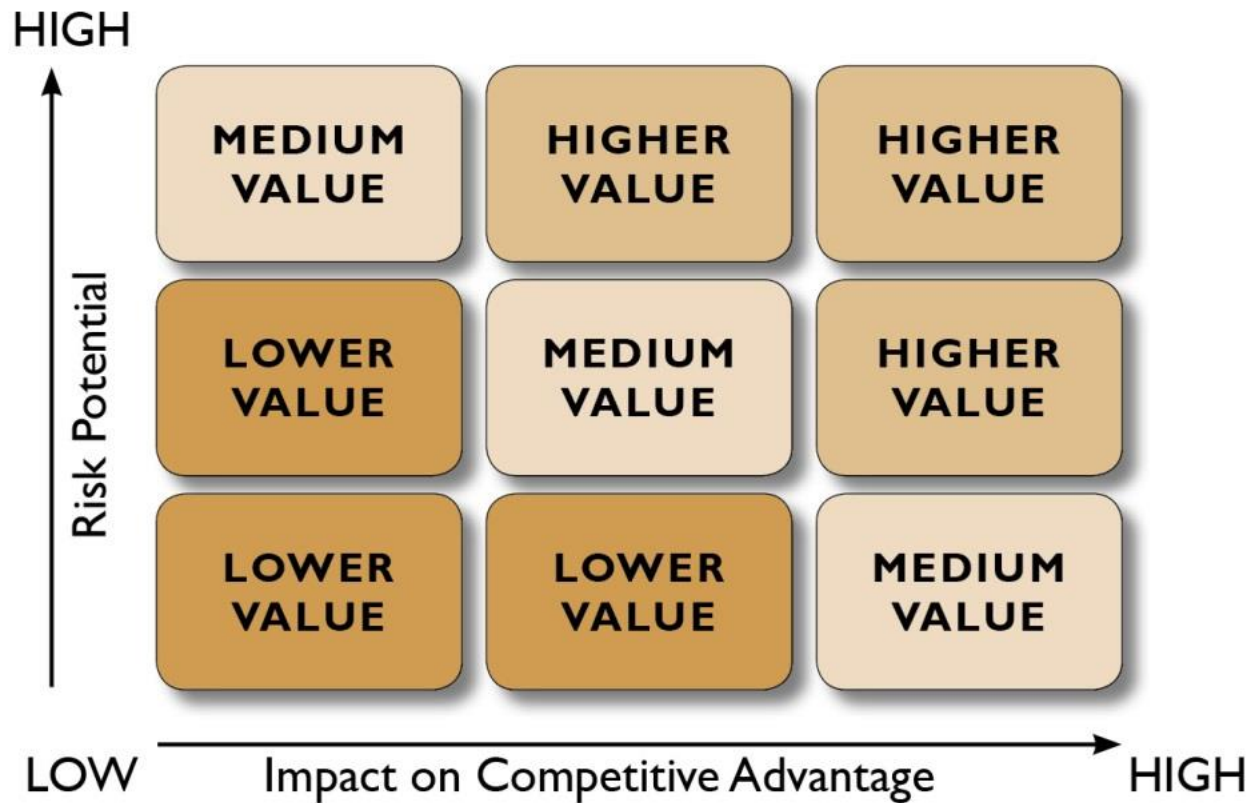
Guide to
ACC Value Challenge
Managing Outside Counsel



Guide to
ACC Value Challenge
in Europe
How to Get Better Value From
External and Internal Resources



VALUE MATRIX



VALUE-BASED FEES



**United
Technologies**

80% of spend

Bank of America®



More than **80%**
of litigation on fixed fees



75%
of spend on fixed fees

PROCESS IMPROVEMENT RESULTS



Cut cycle time
for contracts by **30%**



Cut workload by **15 - 20%**



Cut NDA cycles **350%**

SAVINGS FROM COMBINED TACTICS

vmware®

Cut total spend
as % of revenue by **1/4**



Medtronic

Cut total spend by **40%**

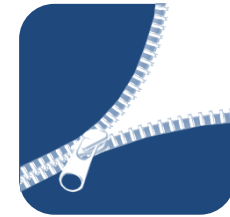
J.P.Morgan

Cut settlements by **43%**

**Office
DEPOT**

Overall savings of **30%**

UNBUNDLING & STAFFING IMPROVEMENT



CATERPILLAR

Cut document
review cost by **36%**



Outsourced
workload to LPO by **30%**



Cut cycle time for
contract review by **83%**





DO MORE

Get the most from your membership... LOGIN

JOIN / RENEW

ACC LEGAL OPERATIONS

CONFERENCE

INTEREST GROUPS

REGIONAL GROUPS

NEWS & ANNOUNCEMENTS

MEMBER RESOURCES

CAREER CENTER

**REDUCE LEGAL SPEND.
OPTIMIZE OUTCOMES.
CRUSH YOUR BOTTOM LINE.**

SET UP A
CUSTOMIZED
DEMO



ACC Legal Operations is a member-driven organization that supports legal operations professionals by delivering benchmarking, resources and opportunities to collaborate. It also serves as a unified voice to advance this critical business function.

NEWS & ANNOUNCEMENTS

- 1 Register for the Contract Management Systems Webinar on May 12th**
- 2 Registration is Now Open - ACC Legal Ops Conference June 22-24 in Chicago**
- 3 AI Pioneer ROSS Intelligence Lands Its First Big Law Clients**
In the latest sign that the use of artificial intelligence may eventually become common in Big Law, Baker & Hostetler has emerged as the first law firm to make public that it has licensed the artificial intelligence product developed by ROSS Intelligence for bankruptcy matters.

ACC VALUE CHALLENGE



AINE LYONS
VP, Deputy General
Counsel, VMware



RENATO CONTI
General Counsel,
ACEA



**FRANCESCO
PORTOLANO**
Partner, Portolano Cavallo



THE PATH FORWARD



ACC VALUE CHAMPIONS

acc.com/ValueChallenge

THANK YOU!