

# Total spend management

Building better outcomes for manufacturing companies

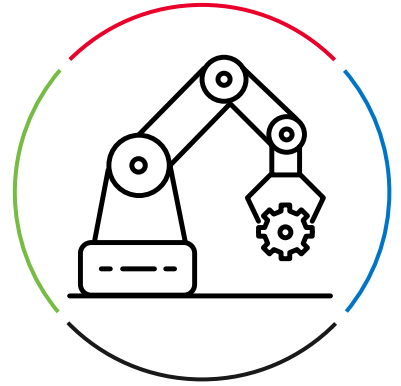
Are you getting pressure to reduce costs in your corporate legal department (CLD), even as it's taking on more work? If so, it's no wonder why. Rising labor and material costs are impacting every aspect of manufacturing, forcing every department to take a serious look at how they can reduce costs.

This requires finding the most efficient way to support a broad range of complex, expensive, and time-consuming matters. In addition to protecting IP and innovation, your CLD must also support supply chain agreements, enforce fair labor and health and safety protocols, maintain regulatory compliance, and more.

Consider leaning on automation and AI solutions, similar to those powering the factory floor, to make legal matter and spend management more cost-effective and efficient. By employing advanced technology in conjunction with Wolters Kluwer's Passport® or TyMetrix® 360° e-billing platform, you can stop spend leakage, capture additional cost savings, and make better strategic decisions.

We call this approach **total spend management**. It provides a complete view into the entirety of expenditures for better management and predictability of outside counsel spend.

Our approach includes three key capabilities, designed to help corporate legal departments align with organizational objectives to deliver value and manage costs predictably:



## AI-powered solutions and deep domain expertise deliver on three key capabilities



### Billing guideline compliance



### Vendor engagement



### Data clarity

	Billing guideline compliance	Vendor engagement	Data clarity
Capability	Address spend leakage at the source to maximize savings	Predict outcomes and spend with transparent vendor strategy, pricing, and performance	Act on insights from advanced analytics
Solutions	<ul style="list-style-type: none"> <li>→ AI-powered bill review</li> <li>→ AI-powered invoice conversion</li> </ul>	<ul style="list-style-type: none"> <li>→ Early legal engagement and RFP</li> <li>→ Law Firm Smart Select</li> <li>→ Panel management</li> </ul>	<ul style="list-style-type: none"> <li>→ AI-powered predictive analytics, benchmarking, and data visualizations within key workflows</li> <li>→ Reporting and pre-built dashboards with industry benchmarks</li> </ul>
Benefits	<ul style="list-style-type: none"> <li>→ Improvements of up to 20% in billing guideline compliance</li> <li>→ Increased savings of up to 10% of legal spend</li> <li>→ Capture savings of 2-5%+ on previously unadjusted paper invoices</li> </ul>	<ul style="list-style-type: none"> <li>→ Uncover greater savings with competitive bidding and automated pricing agreement enforcement</li> <li>→ Measure and communicate outside counsel performance and value</li> <li>→ Strengthen firm communications and relationships</li> </ul>	<ul style="list-style-type: none"> <li>→ Key performance metrics track progress against goals and objectives</li> <li>→ Actionable information drives efficient decision-making and improves business outcomes</li> </ul>

These capabilities hold the potential to take your spend management program to the next level with measurable benefits and improved alignment with business objectives.

- ✓ Up to 10% savings on legal spend
- ✓ Up to 20% improvement in billing guideline compliance
- ✓ Faster and better decision-making with improved outcomes
- ✓ Improved efficiency, including the ability to free up attorneys' time for more value-added work

Experience the difference of Wolters Kluwer ELM Solutions' market-leading data and domain expertise:

- Proven ROI, averaging savings up to 10% of legal spend
- Patented award-winning AI leveraging \$180B+ legal spend database
- Deep domain experts averaging 15+ years experience in legal billing

**The solutions powering total spend management**

Wolters Kluwer ELM Solutions **total spend management** approach is part of our enterprise legal management portfolio. This portfolio includes matter management and other capabilities to manage legal operations workflows, such as legal service requests, legal holds, panel management, AFAs, budgeting, diversity, cybersecurity, and others.



2023 Gold Merit Technology Award:  
AI Software Category for  
Predictive Insights



2024 Gold Stevie American  
Business Award:  
Large Legal Company of the Year

**Total spend management**

TyMetrix® 360° or Passport® e-billing

Enable streamlined, integrated workflows available directly within Microsoft® Office for seamless invoice access and management where your team works

Billing guideline compliance		Vendor management			Data clarity	
<b>LegalVIEW® BillAnalyzer</b> AI-powered technologies and legal experts identify and adjust likely violations for improved compliance and savings	<b>Intelligent Invoice Conversion</b> Convert paper or PDF invoices into LEDES compliant formatting for complete spend visibility and reduced manual entry	<b>LegalCollaborator</b> Transparent firm strategy and pricing with the option for competitive bidding for predictable matter outcomes, strengthened cost controls, and improved relationships	<b>Law Firm Smart Select</b> Automated panel assignment that tracks, manages, and drives matters to the right preapproved panel	<b>Panel management</b> Group panel counsel by matter-defined attributes for better oversight and streamlined assignment	<b>LegalVIEW Analytics</b> Advanced analytics, dashboards, and industry benchmarking, powered by \$180B+ in legal spend for informed decision-making and improved outcomes	<b>Predictive Insights</b> AI-powered predictive budget and cycle time data for litigated matters to define a ranked list of the best firms for each matter within the assignment workflow