

LegalCollaborator – Optimize your legal spend with tangible savings

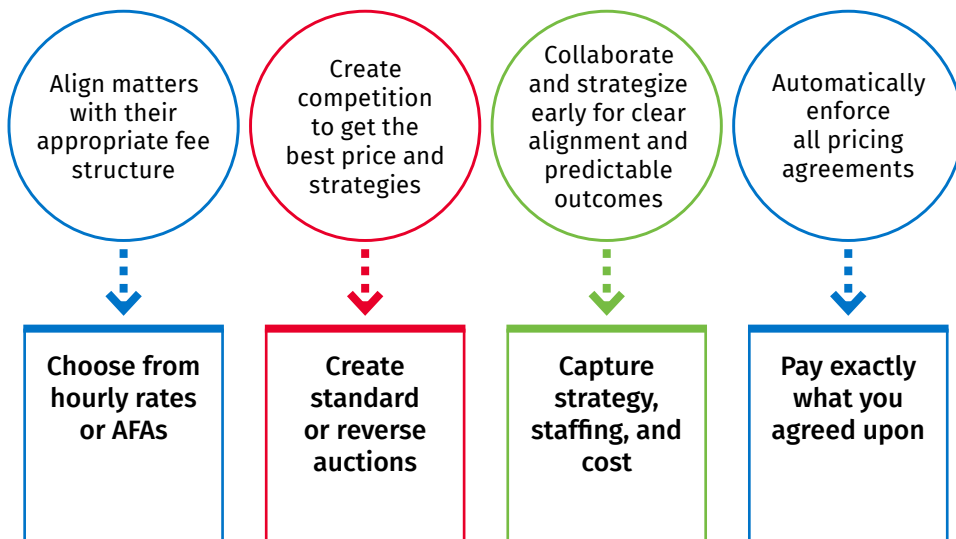
The pressure to reduce costs remains a top priority for legal departments. Outside counsel rates and economic uncertainty continue to rise, adding to the complexities of containing legal spend. The response to the pressure is often reactive – corporate legal departments select the firm they assume will provide the best hourly rates and outcomes then invest more time and resources, trying to recover money as invoices are received.

Those measures aren't enough to optimize outside counsel spend and address the corporate mandate to cut costs. You need data-driven solutions to create pricing competition with the right firms so you can recognize real savings with the best fee structure and deliver greater outside counsel value from your investment.

Reach the right price the right way by making smart, data-driven decisions with LegalCollaborator

LegalCollaborator is a competitive bidding and legal engagement solution that empowers legal teams to get the best price from the best firm for each matter. It captures key data from firms, including matter strategy, staffing and diversity info, firm differentiators, conflict checks, and pricing.

To gain proactive, strategic cost controls from the onset of a matter, clients using LegalCollaborator can:



Key features:

- Pre-defined RFP templates
- Capture AFA or hourly rates
- Competitive bidding
- Reverse auctions
- Side-by-side proposal comparisons
- Generative AI-powered RFP summarization
- Full ELM platform integration
- Automated pricing enforcement for all fee structures

Business outcomes

- Realize tangible savings
- Generate greater law firm value
- Achieve predictable costs

AI-powered RFP insights for clear decisions

Streamline confident decision-making with side-by-side proposal comparisons and generative AI summaries that surface the most critical information, firm differences, and gaps identified between proposals and your RFP. Quickly identify the best-fit firm and price with rapid analysis of strategies, firm differentiators, and detailed comparisons against the RFP you issued.

Using reporting and analytics, you can assess the effectiveness of your cost control measures for continuous improvement and savings. Understand and communicate the firms and fee structures that allow you to control spend, improve outcomes, and drive greater value to the business.

AI RFP insights summarize important proposal details and surface gaps between your requirements and a firm's response

The screenshot displays the 'AI Insights' section of the LegalCollaborator interface. It compares three proposals side-by-side. The 'Anderson Westman LLP' proposal is highlighted. Key insights include its focus on personalized attention and collaborative approach, but also a noted gap in its response to specific RFP requirements regarding fee arrangements and innovation. The 'Covington Day' and 'DianeMorris LLP' proposals are also summarized, showing their respective strengths and areas for improvement.



LegalCollaborator streamlines confident decision-making with side-by-side proposal comparisons.

A flat fee reverse auction client dashboard

Firm	Current Bid	Delta	Rate
Covington Day	\$386,499.00	▼ (13.1%)	\$386,499.00
DianeMorris LLP	\$388,000.00	▼ (2.6%)	\$388,000.00
Anderson Westman LLP	\$386,499.00	▼ (2.6%)	\$386,499.00

The dashboard also includes a 'Pricing Threshold Amount' table with columns for Bid, Delta, and Rate, showing previous and opening bids for each firm.

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