

# Outside counsel staffing benchmarks for the financial industry

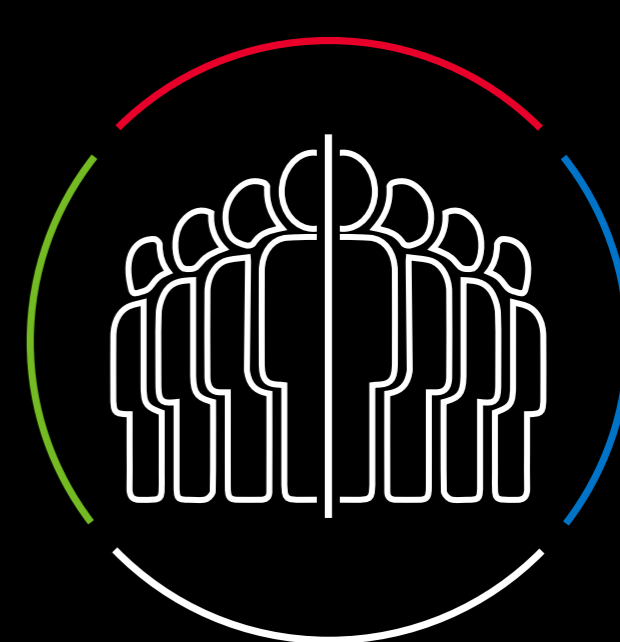
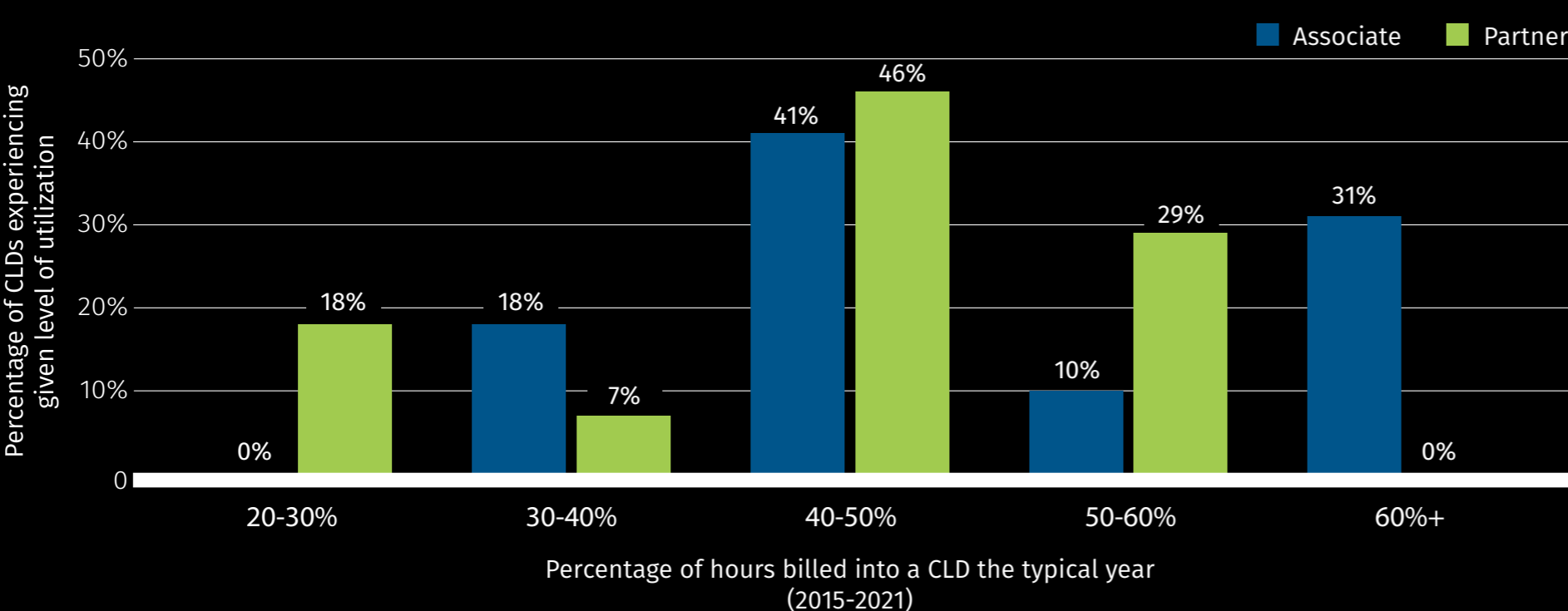
## ELM Solutions

The choices legal departments make about which law firms and which timekeepers to engage have a significant impact on overall legal spend. While each legal department has unique circumstances that affect these decisions, industry-level benchmarks can provide valuable context and help target savings.

Here, we highlight a few key statistics from our report [LegalVIEW® Insights volume 4, finance edition: Statistical differences in law firm staffing ratios.](#)

## Almost half of financial companies use partner and associate resources relatively evenly.

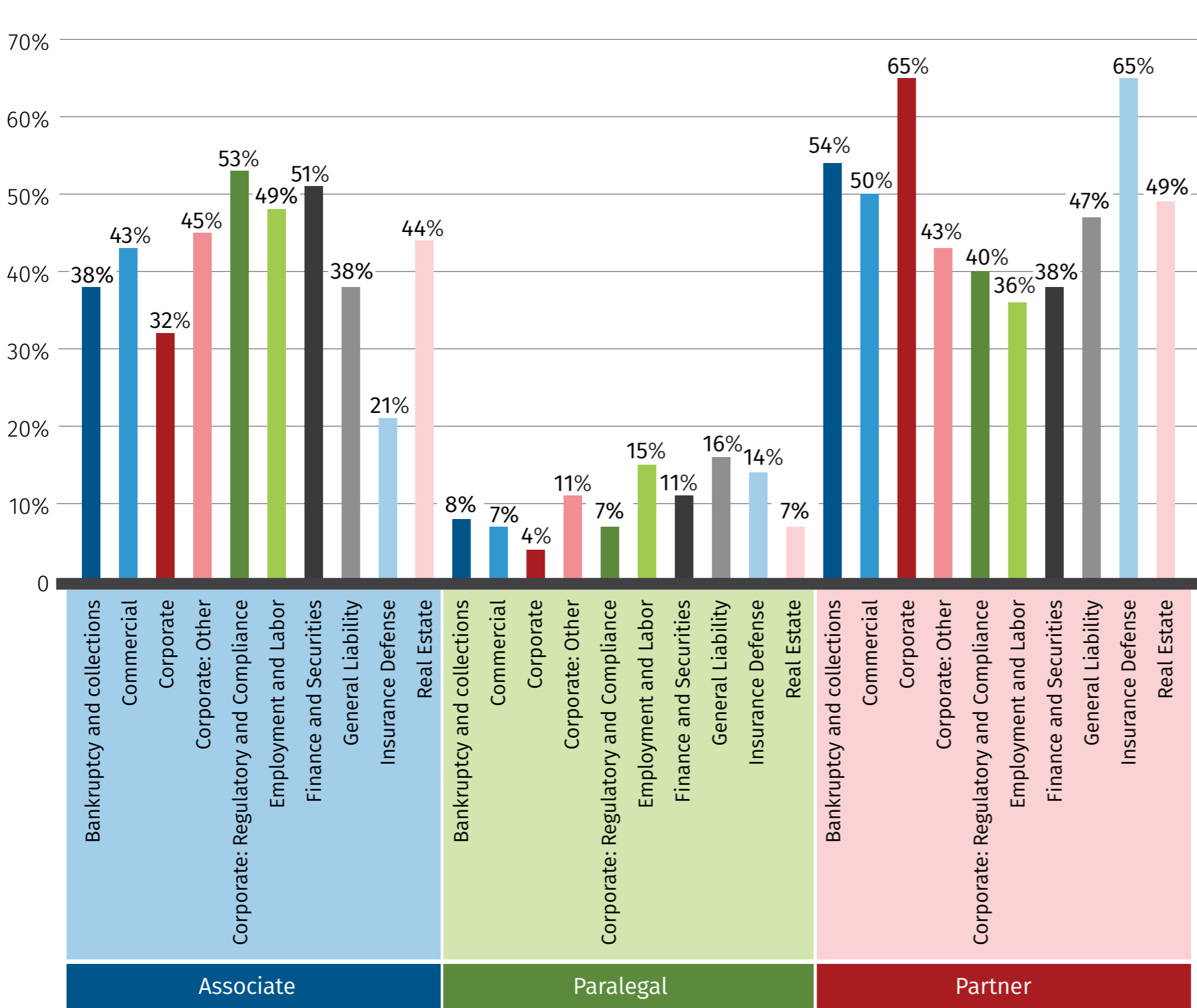
Spread of partner vs. associate utilization in a typical year (2015-2021)



The typical financial company has between 40% and 50% of its hours billed by partners and the same range billed by associates. Outliers, such as the 29% that spend 50-60% on partner billing, would be well advised to analyze whether this level of partner billing is necessary or if it may be an opportunity for savings.

## While there is significant variation by matter type, partners are strongly represented in billing for most litigated matters.

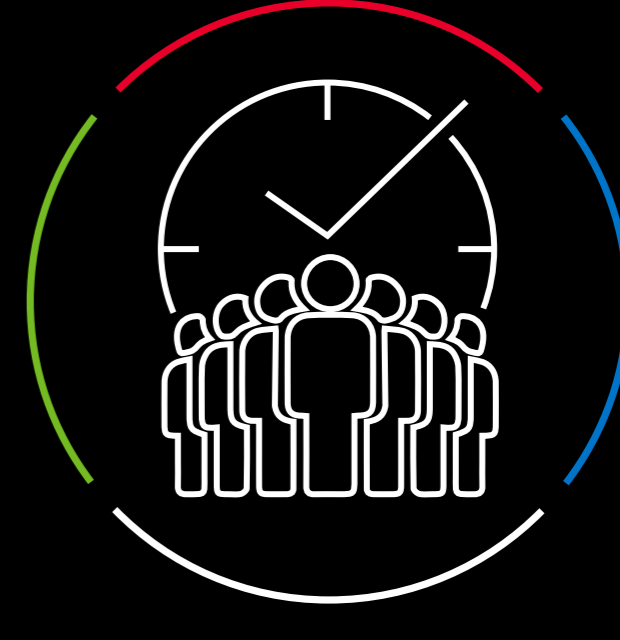
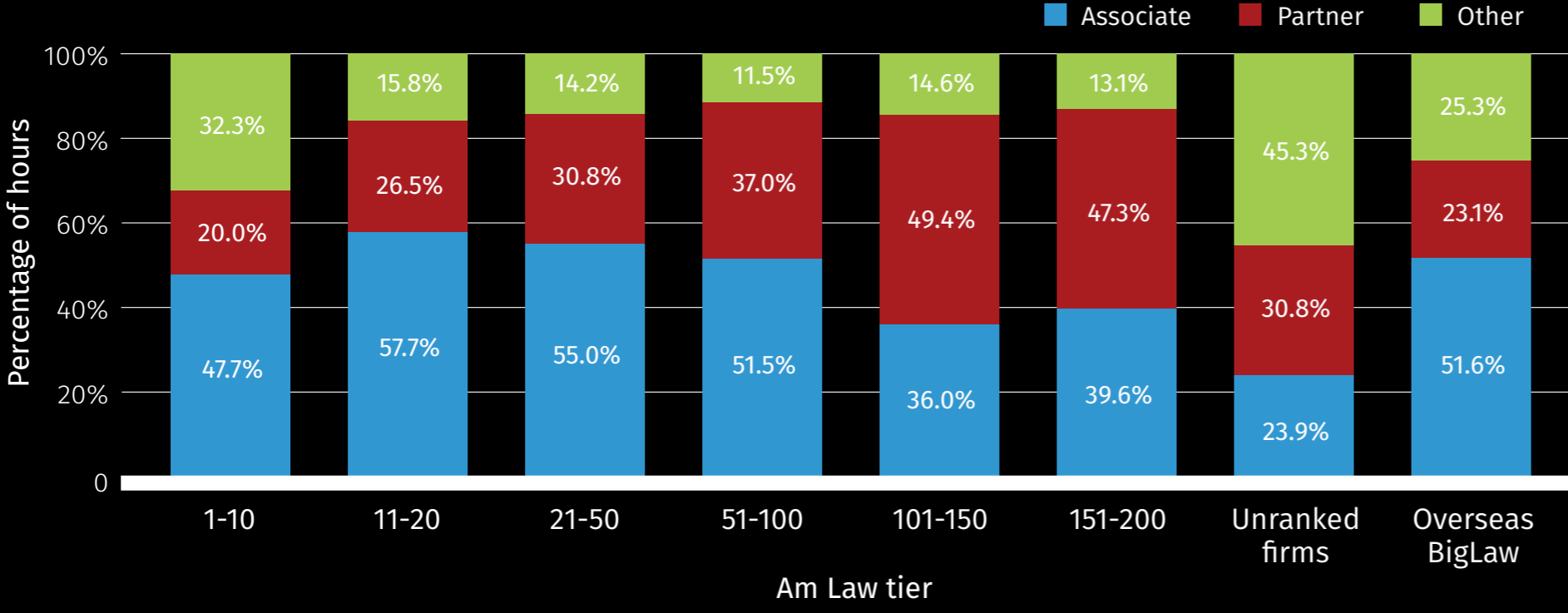
Percentage of hours billed by associates vs. partners in a typical "substantial" litigated matter (>100 hours billed), financial companies only



← The areas where partners are utilized most heavily, such as on corporate and insurance defense litigation, may require the additional experience of partners. However, companies should evaluate their staffing mix to ensure they make conscious decisions about engaging these costly timekeepers.

## The highest tier Am Law firms bill financial companies for the smallest number of partner hours.

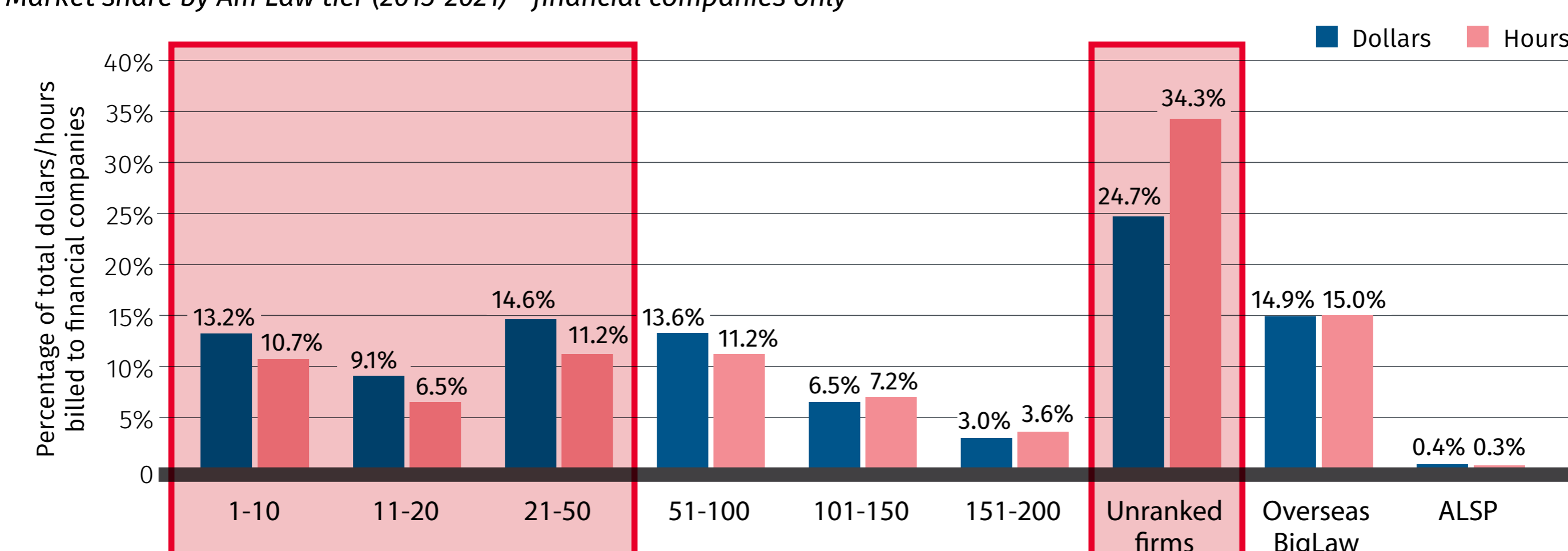
Percentage of total hours billed to financial company CLDs (2015-2021) - by Am Law tier



Although BigLaw firms in the top Am Law tiers tend to bill at higher rates than other law firms, they also have sizeable associate and non-lawyer staffs, allowing financial companies to utilize less expensive timekeepers when they engage these providers.

## Financial companies make extensive use of law firms outside of the Am Law 200.

Market share by Am Law tier (2015-2021) - financial companies only



Smaller firms not included in the Am Law rankings are a critical vendor group for financial companies. These firms bill a greater number of hours to the average financial industry legal department than the Am Law top 50 but represent a substantially smaller percentage of spend.

For a more in-depth analysis of these metrics and to learn more about how legal staffing in the financial industry differs from the market at large, download our report [LegalVIEW® Insights Volume 4, finance edition: Statistical differences in law firm staffing ratios.](#)