

FAST FACTS *from* Law Firms in Transition 2017

AN ALTMAN WEIL FLASH SURVEY

OVERCAPACITY | DEMAND | GROWTH

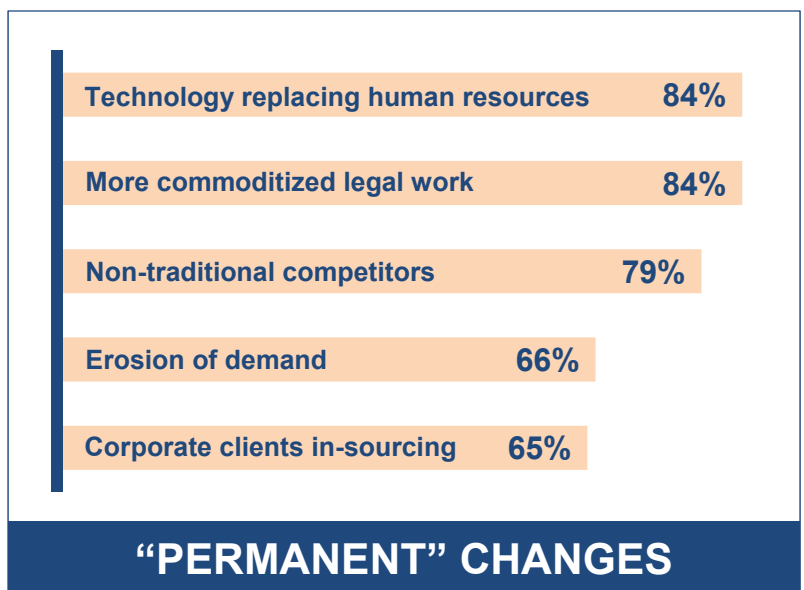


88% of law firms have chronically under-performing lawyers.

NEW COMPETITORS

Law firms are losing business to:	
Law department in-sourcing	68%
Client use of technology tools	20%
Alternative legal service providers	19%
Non-traditional law firms	9%

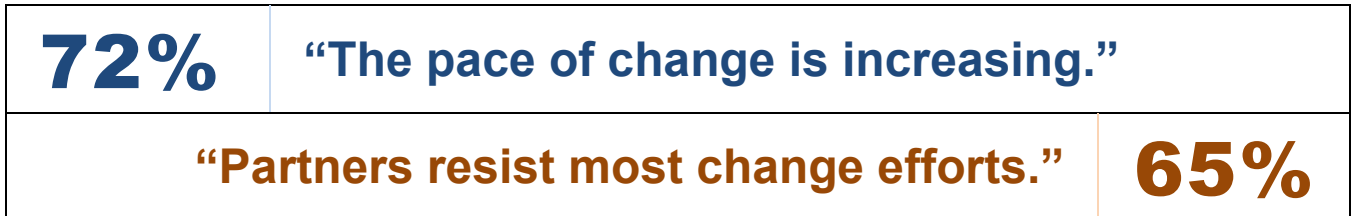
LEGAL MARKET TRENDS



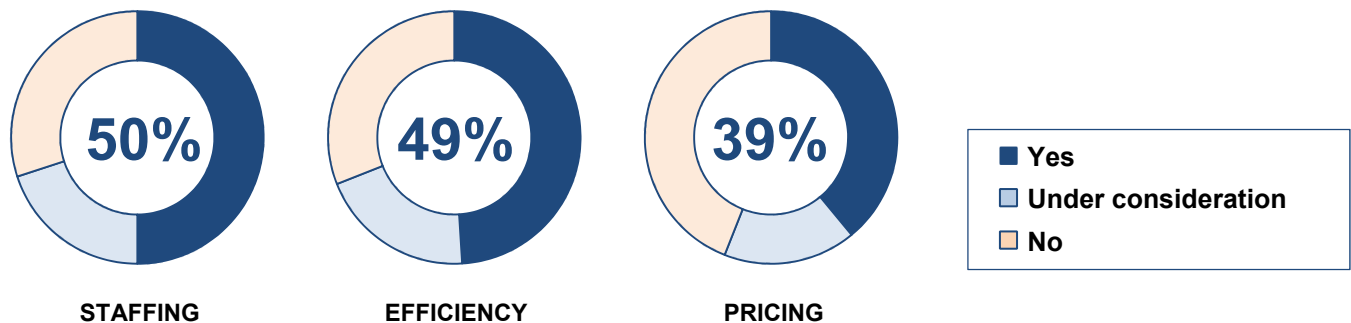
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LEGAL INDUSTRY CHANGE

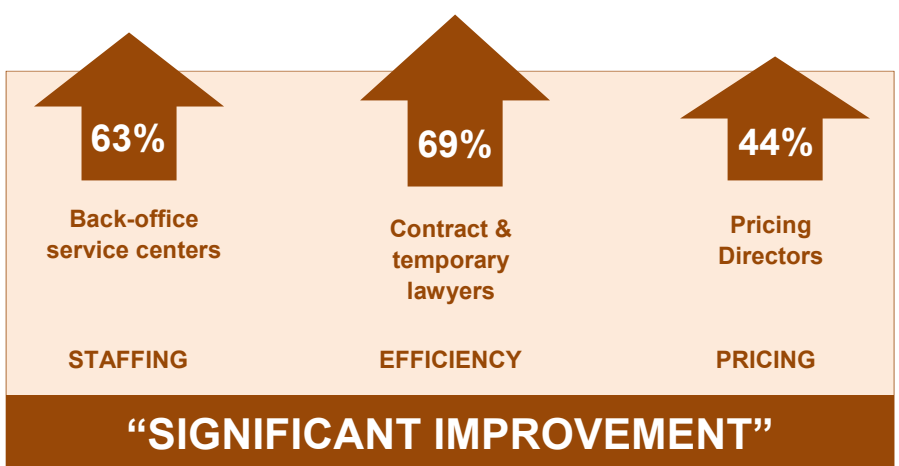


% OF LAW FIRMS CHANGING STRATEGIC APPROACH TO...



Only **30%** of law firms routinely link discounted, capped or alternative fees to how work is staffed and delivered.

MOST EFFECTIVE CHANGE TACTICS



LAW FIRMS IN TRANSITION SURVEY

2017

We polled **Managing Partners and Chairs** at 798 US law firms with 50 or more lawyers. **386 law firms participated** including 50% of the 350 largest US law firms and 50% of the AmLaw 200.