
2009

CHIEF LEGAL OFFICER SURVEY

The Opinions of Chief Legal Officers on Issues of Importance

Conducted by:

Altman Weil, Inc.

SECTION 1

BACKGROUND & OBJECTIVES

Background & Objectives

For the tenth year in a row, Altman Weil, Inc. has surveyed Chief Legal Officers (CLOs) on issues of importance in managing their corporate law departments. The purpose of these surveys is to capture current thinking of Chief Legal Officers and share the results with the legal profession, enabling both corporate law departments and law firms to benefit from the surveys.

One hundred and eighty-three Chief Legal Officers (15% of the 1,222 surveyed) provided responses for the 2009 survey, conducted in June 2009.

The survey responses were tabulated and analyzed, including a summary of the results in Section 2 and demographic data on survey participants in Section 3.

SECTION 2

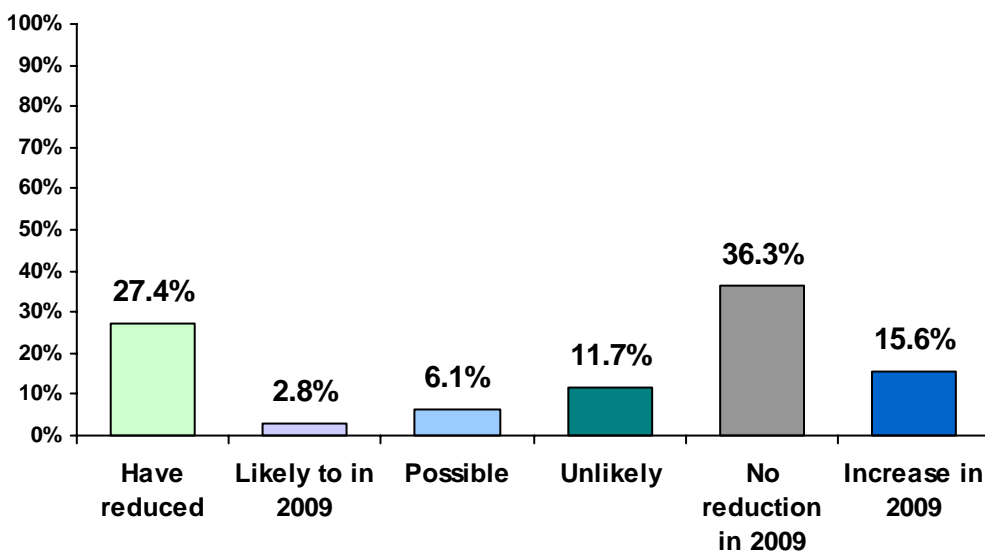
SUMMARY OF RESULTS

Summary of Results

The results of the survey follow. Each question is presented and the tabulated results of the survey follow each question. Where a similar question was asked in prior CLO Surveys, a comparison and analysis is presented.

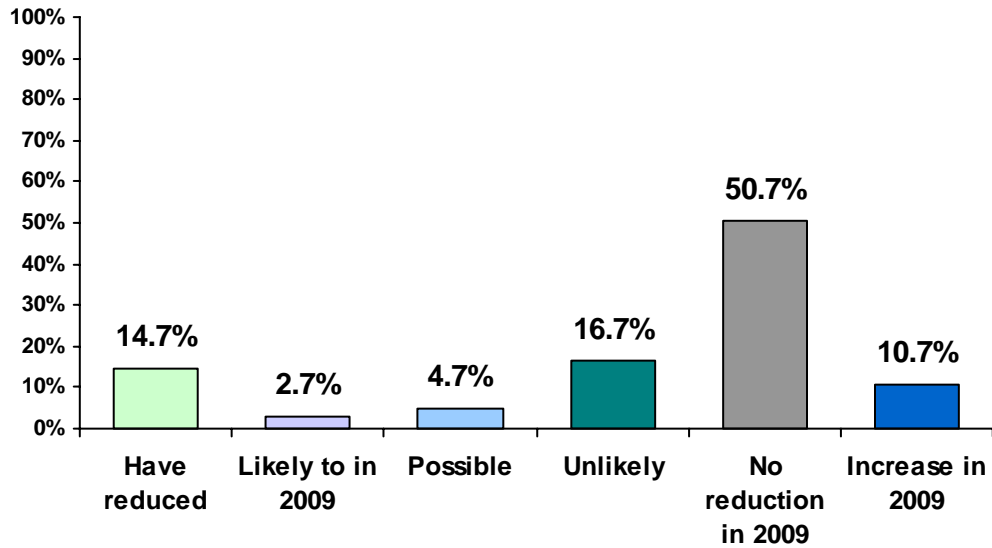
1. **Has your law department reduced its work force in the last six months and/or will you be likely to do so in the balance of 2009?**

a. IN-HOUSE LAWYERS



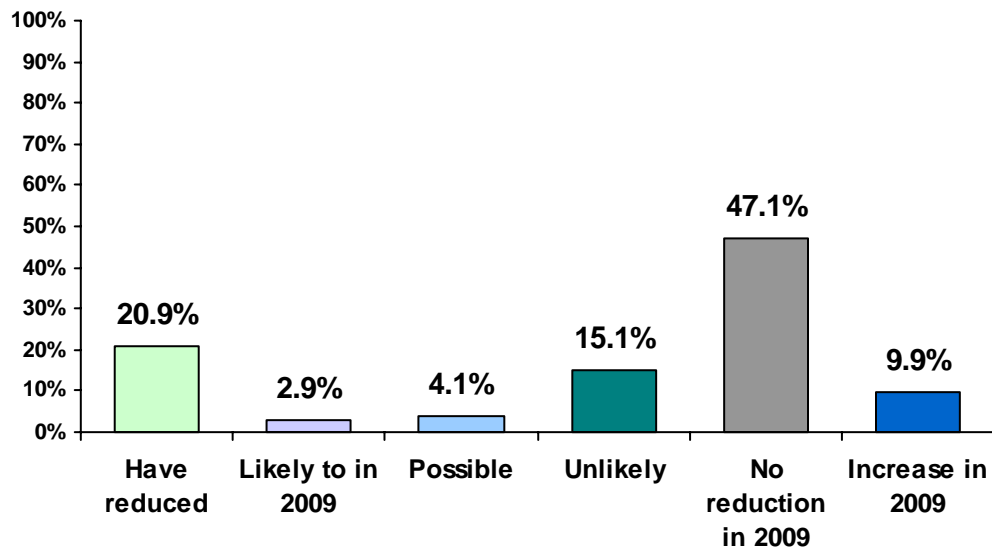
1b. Has your law department reduced its work force in the last six months and/or will you be likely to do so in the balance of 2009?

CONTRACT LAWYERS



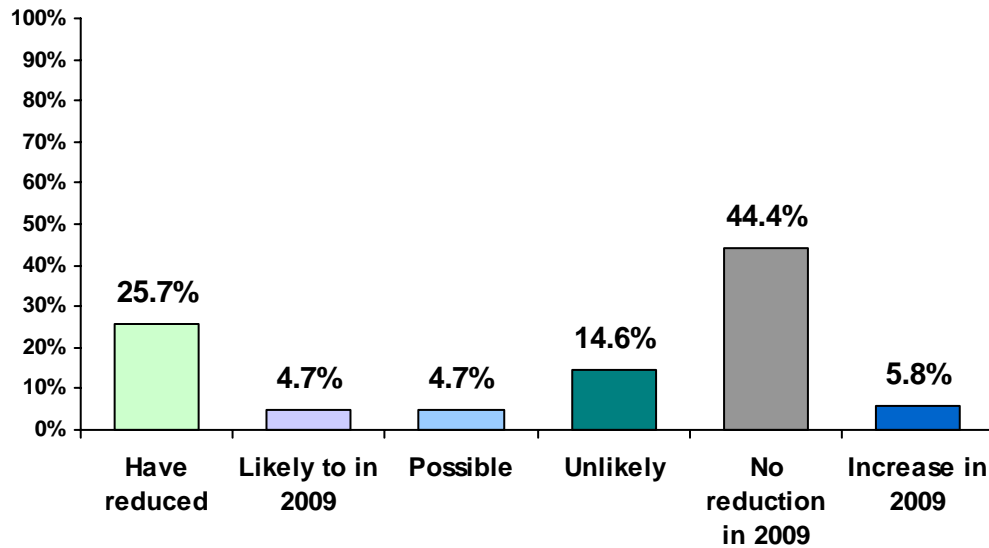
1c. Has your law department reduced its work force in the last six months and/or will you be likely to do so in the balance of 2009?

PARALEGALS

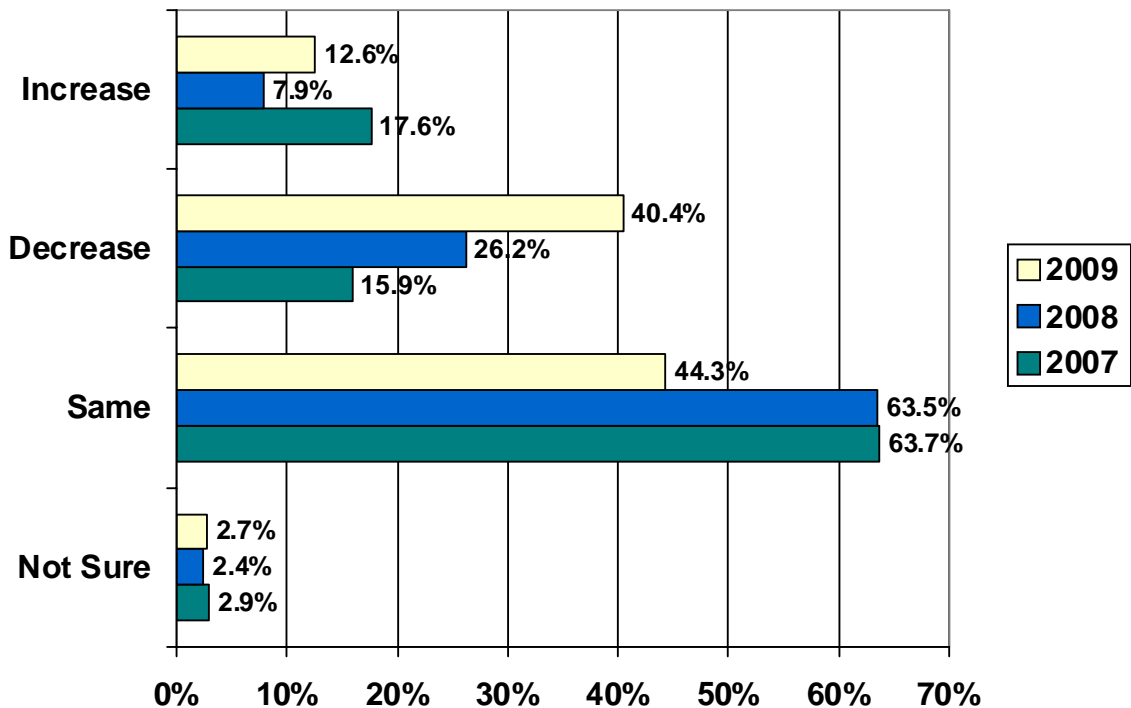


1d. Has your law department reduced its work force in the last six months and/or will you be likely to do so in the balance of 2009?

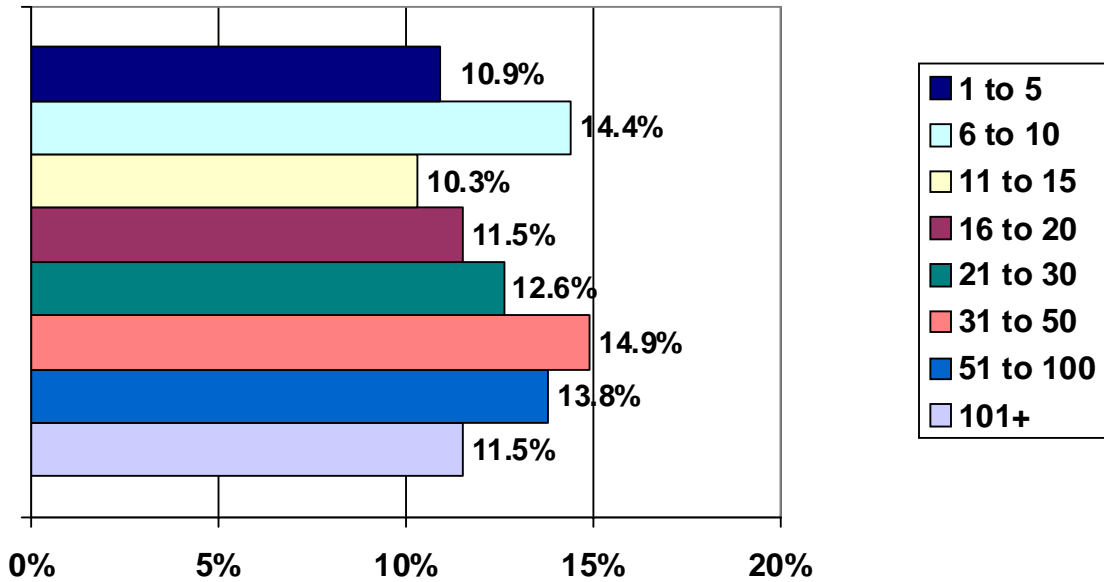
SUPPORT STAFF



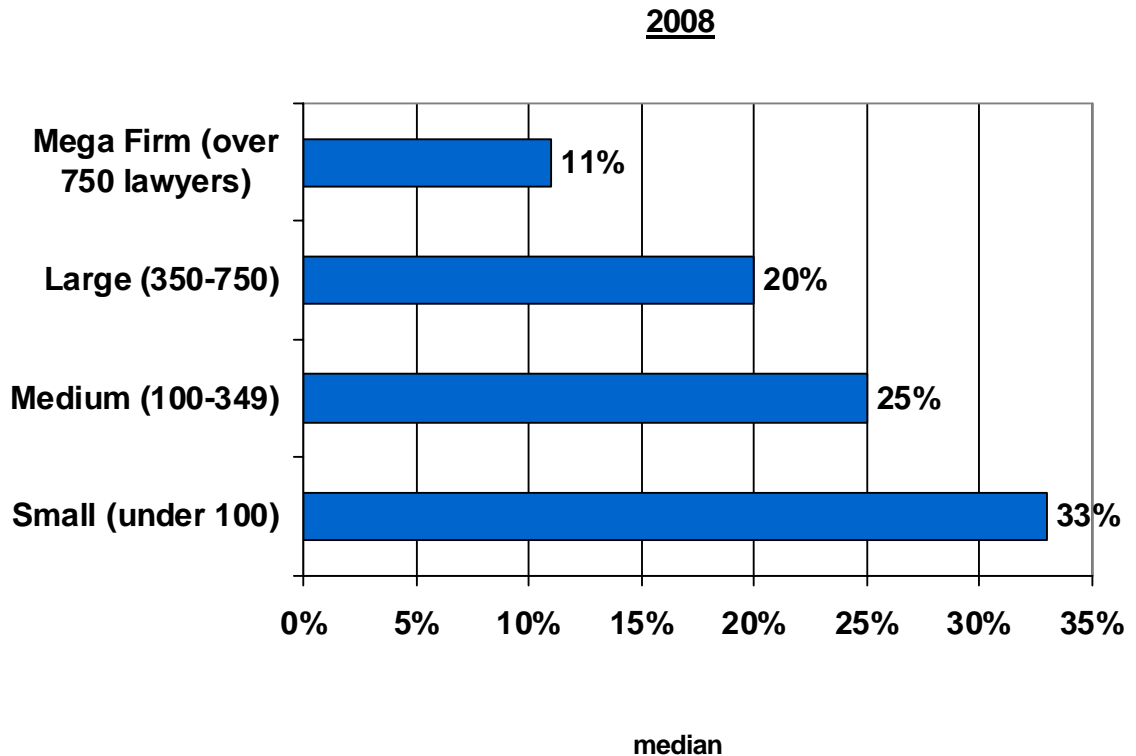
2. Within the next 12 months, do you plan to increase or decrease your use of outside counsel?



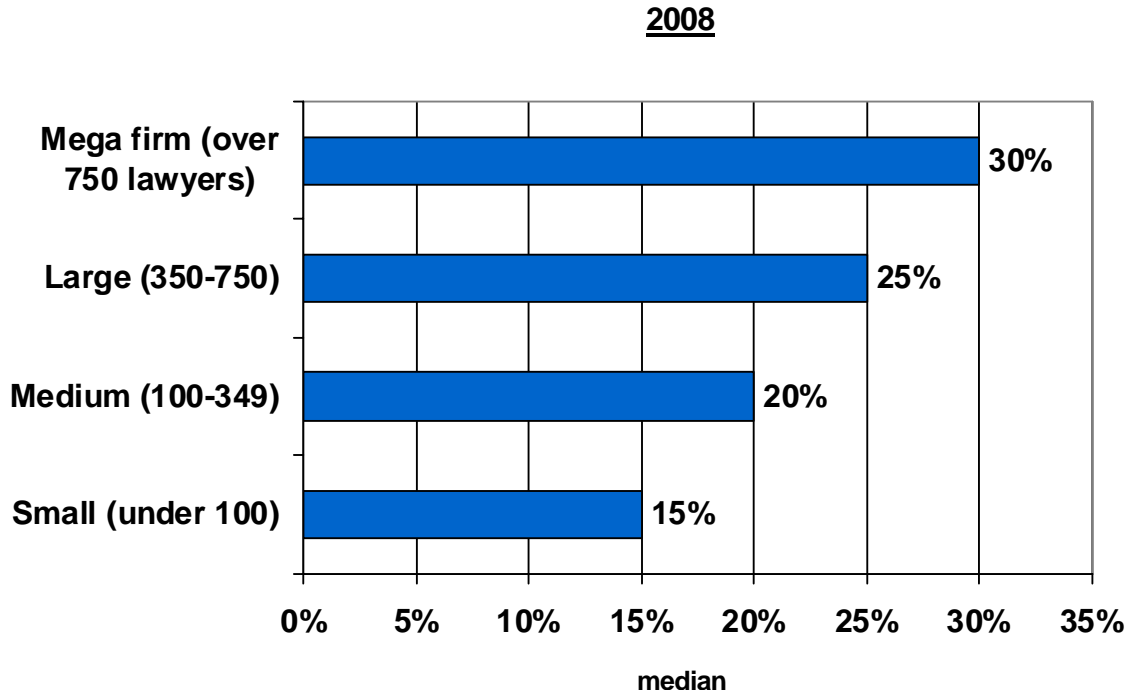
3. How many law firms did you employ in 2008?



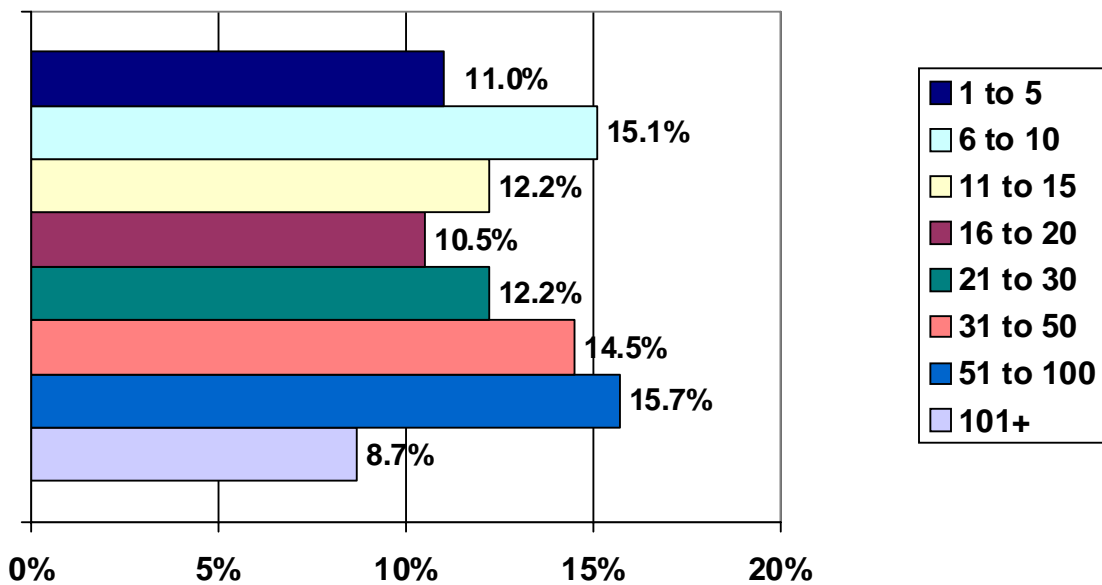
3a. Percentage-wise (considering the number of firms), how did these law firms break out in terms of size?



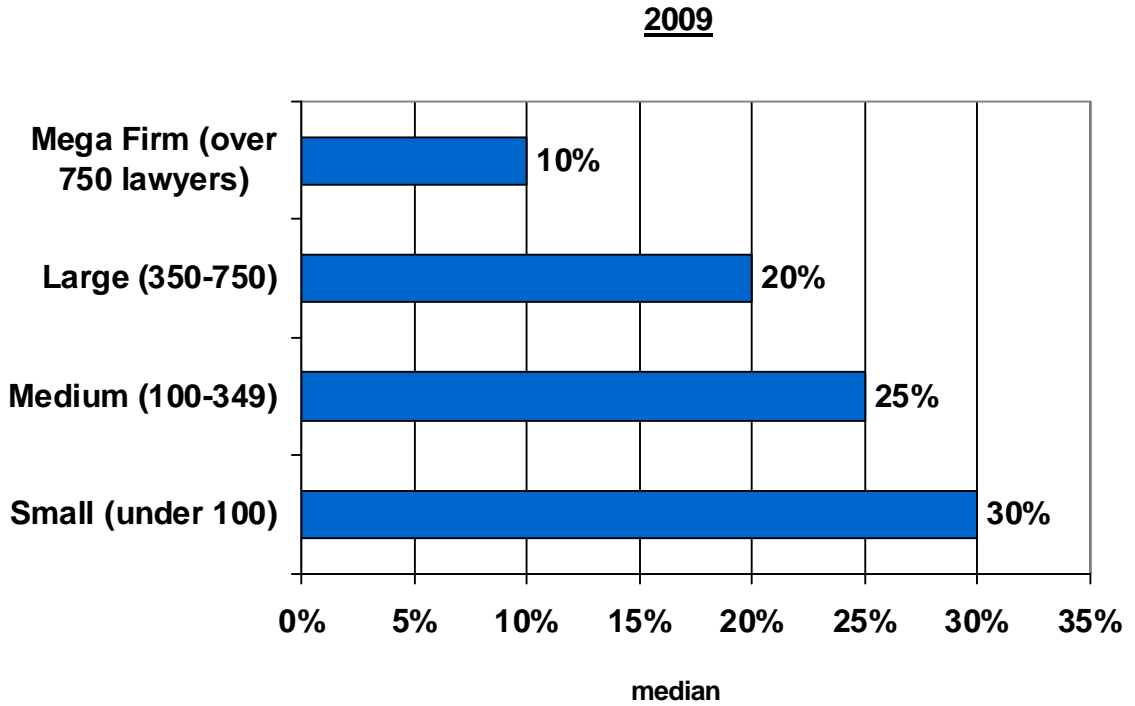
3b. Percentage-wise (considering the dollar value of the business), how did these law firms break out in terms of size?



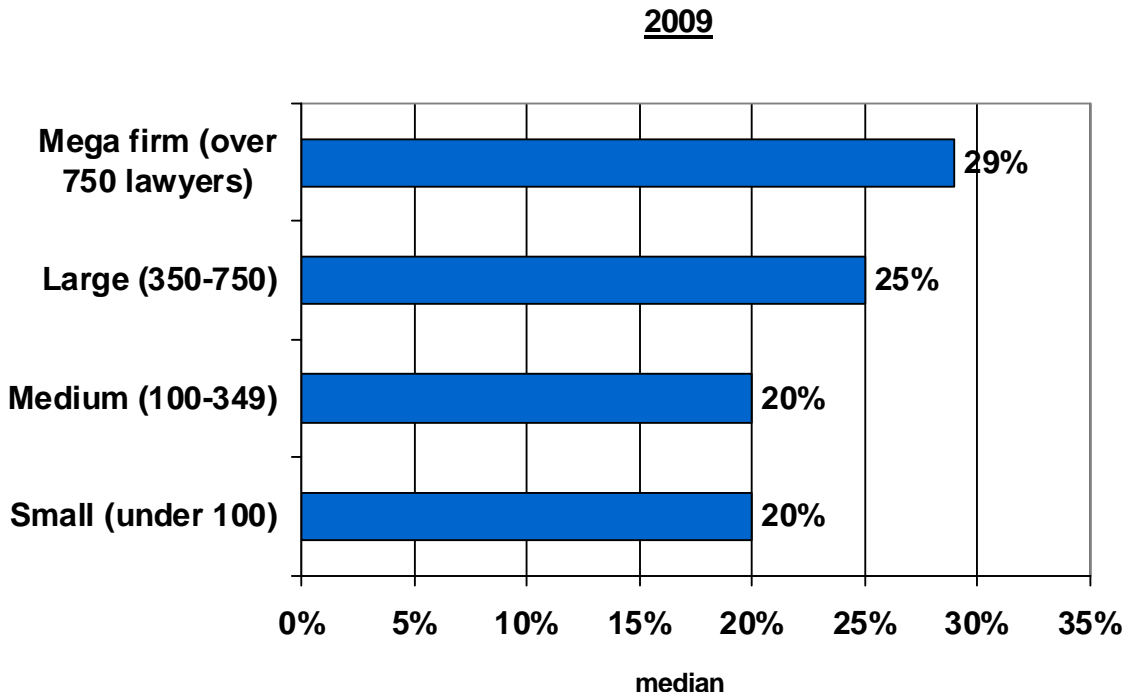
4. How many law firms do you estimate you will employ in 2009?



4a. Percentage-wise (considering the number of firms), how will these law firms break out in terms of size?



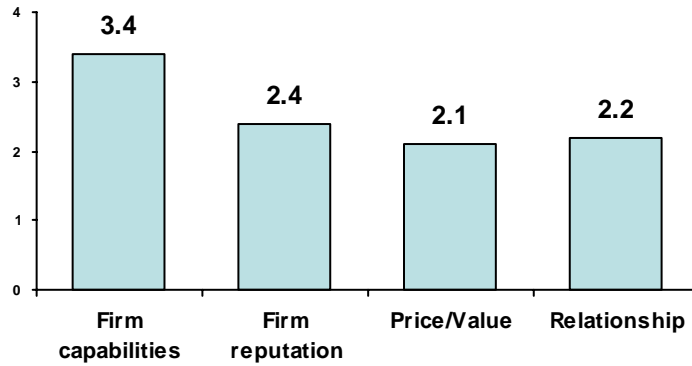
4b. Percentage-wise (considering the dollar value of the business), how will these law firms break out in terms of size?



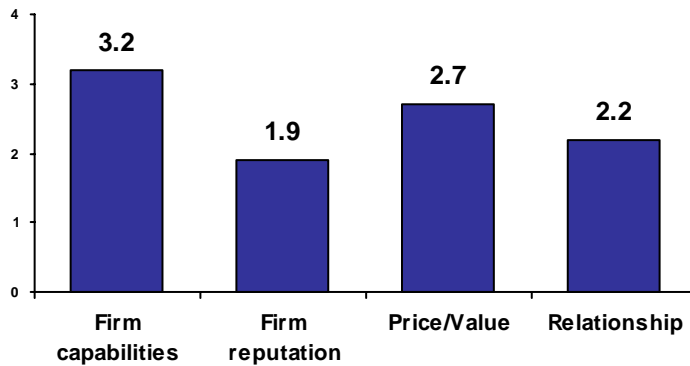
5. In your estimation, rank the importance of the following factors to you when hiring a law firm in 2009.

4 = most important; 1 = least important

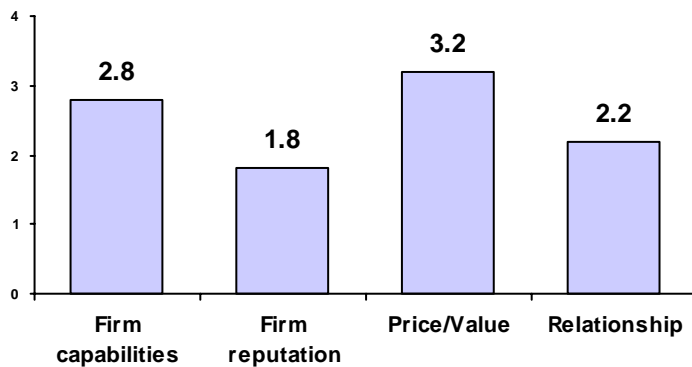
BET THE COMPANY WORK



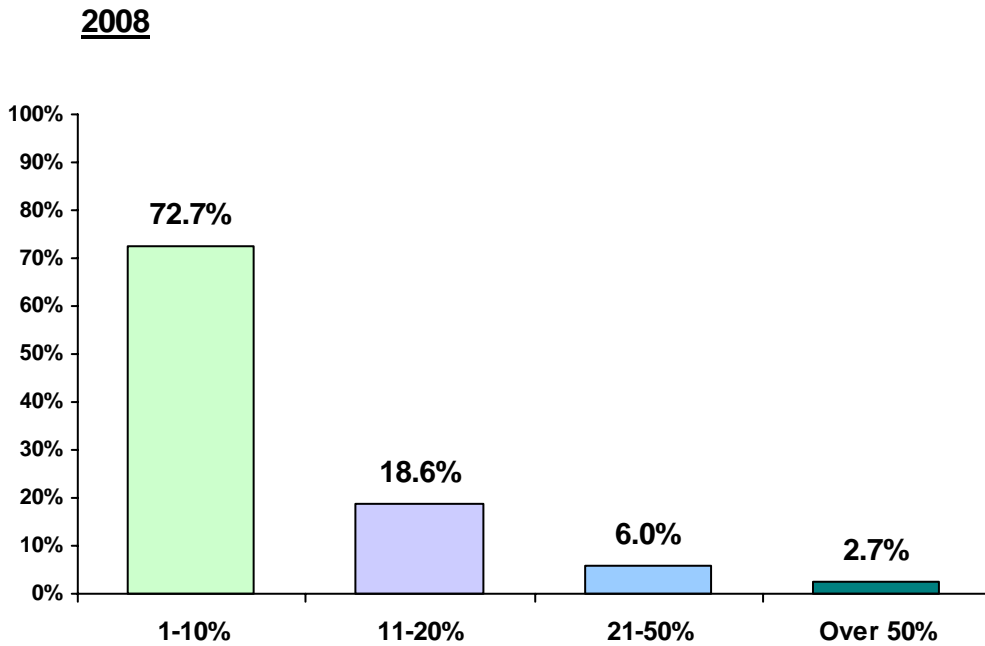
IMPORTANT WORK



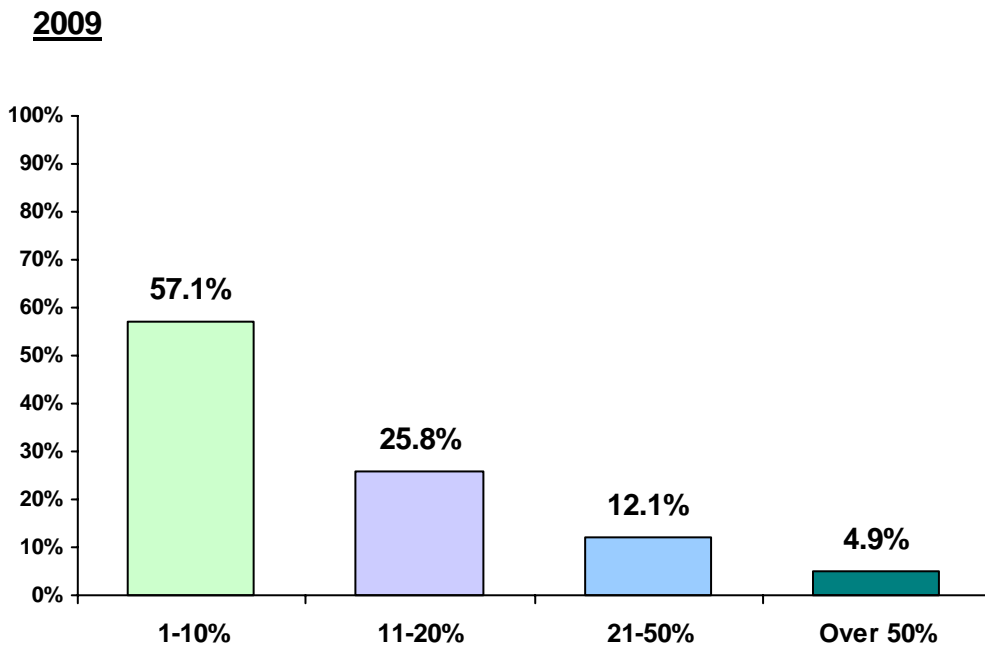
COMMODITY WORK



6. Approximately what percent of law firm fees paid by your law department in 2008 do you estimate were for non-hourly work?

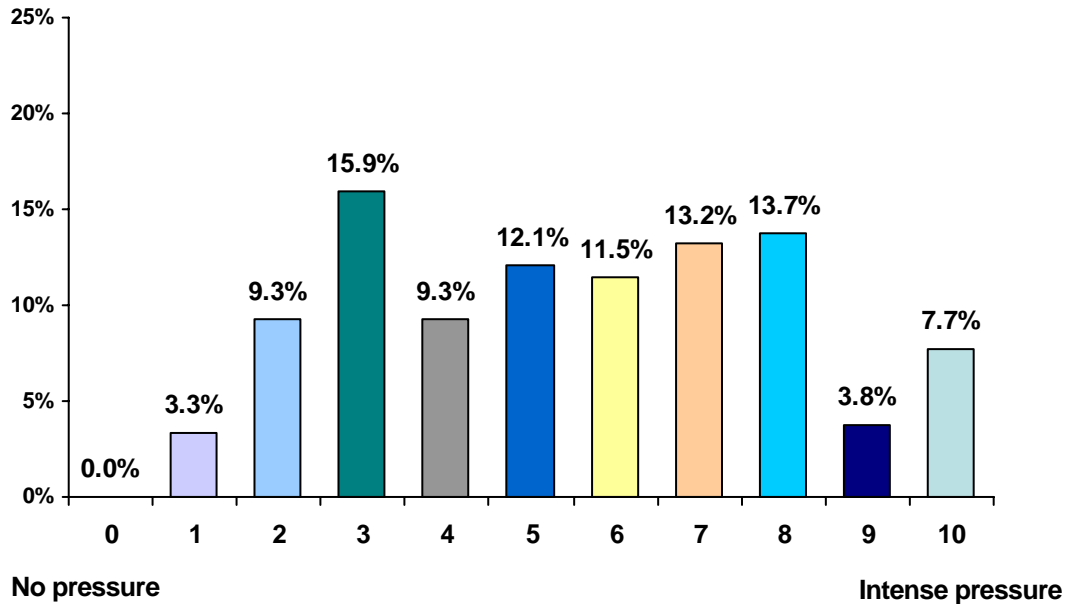


7. Approximately what percent of law firm fees paid by your law department in 2009 do you estimate will be for non-hourly work?



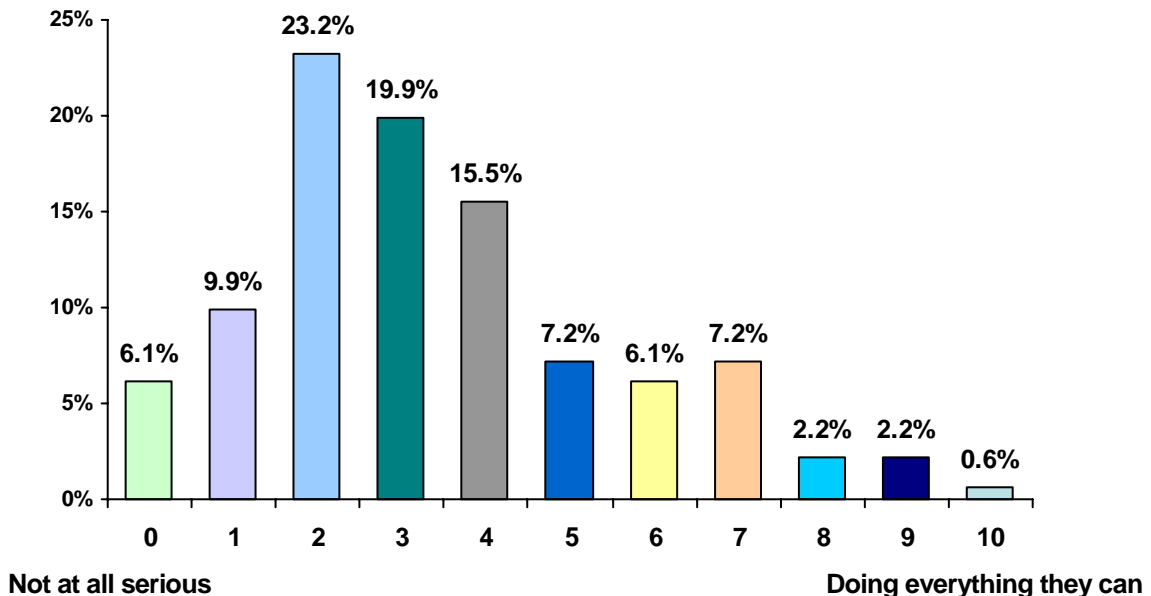
8. In your opinion, how much pressure are corporations really putting on law firms to change the value proposition in legal service delivery (as opposed to simply cutting costs)?

0 = no pressure; 10 = intense pressure



9. In your opinion, how serious are law firms about changing their legal service delivery model to provide greater value to clients (as opposed to simply cutting costs)?

0 = not at all serious; 10 = doing everything they can



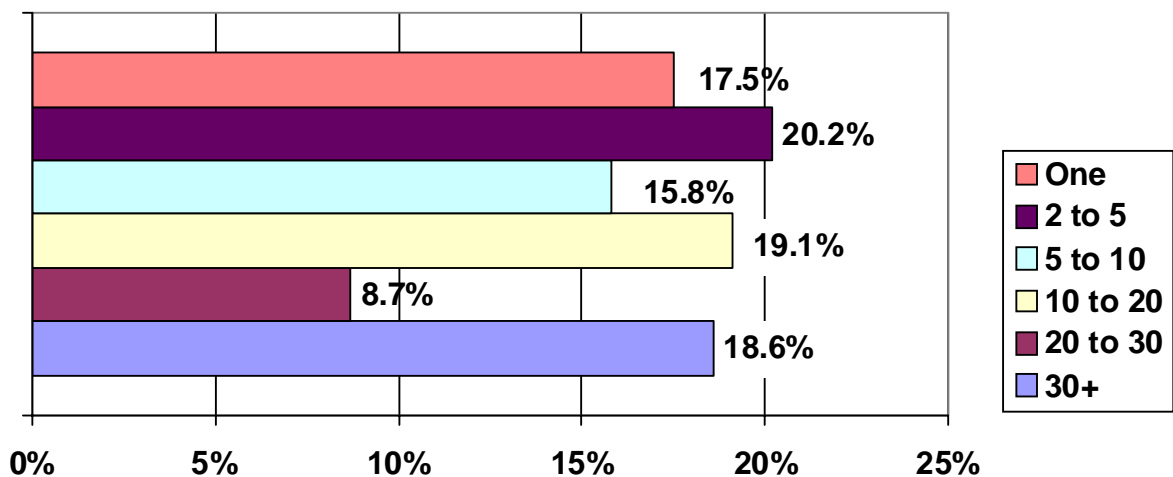
SECTION 3

SURVEY DEMOGRAPHICS

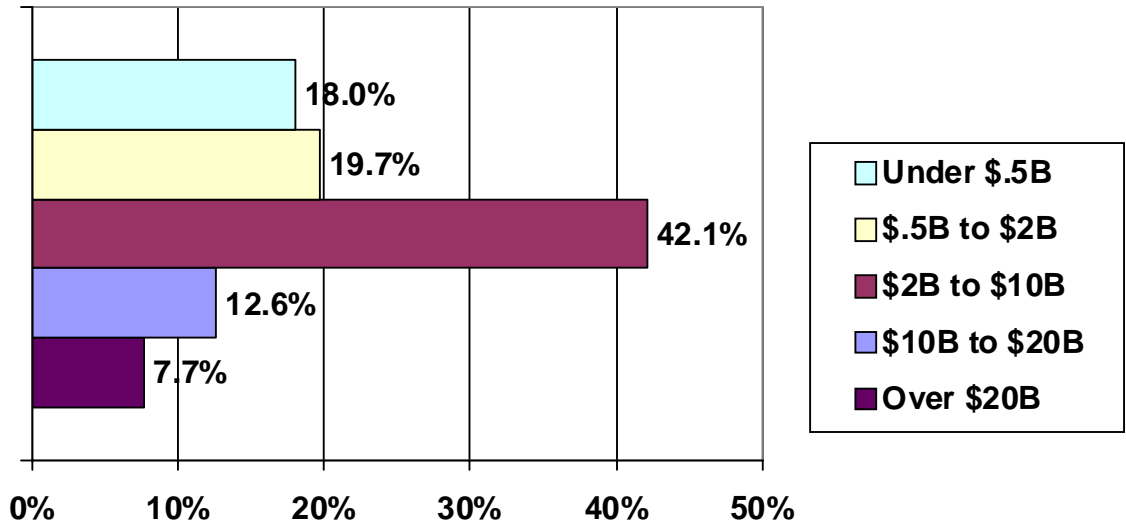
Survey Demographics

In June 2009, we surveyed 1,222 General Counsel and Chief Legal Officers. We received responses from 183, or 15%. Following are the Survey demographics, which describe the respondent corporations and their law departments.

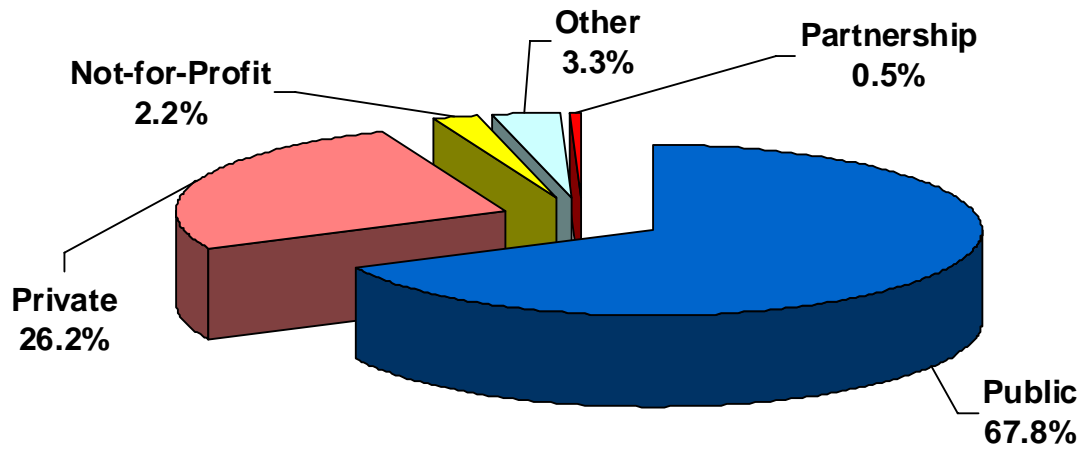
1. *How many in-house attorneys are in your department (in all locations)?*



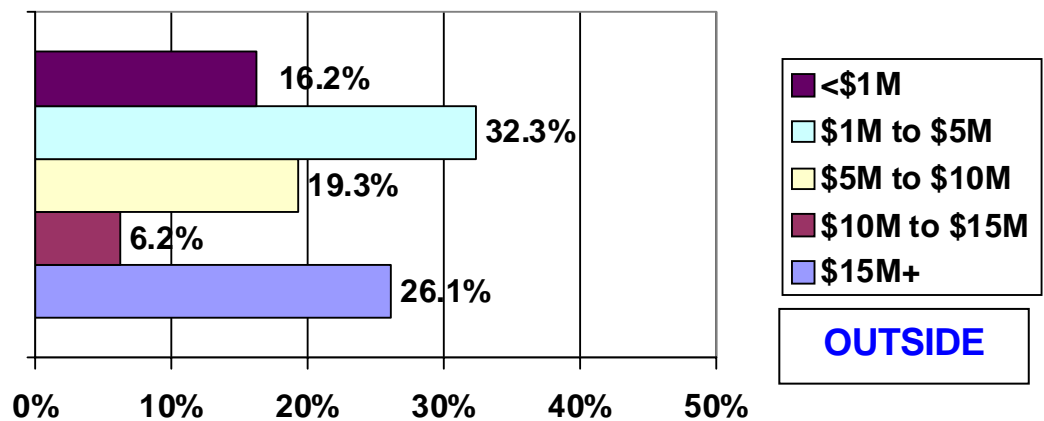
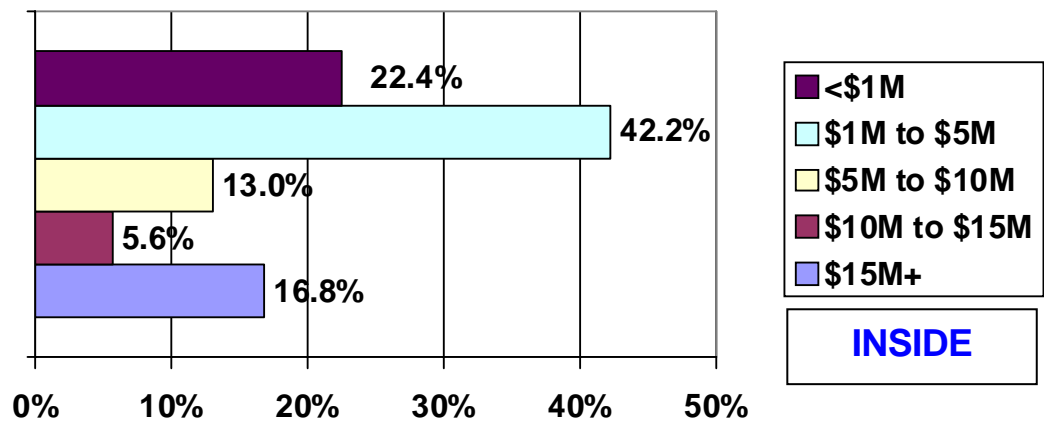
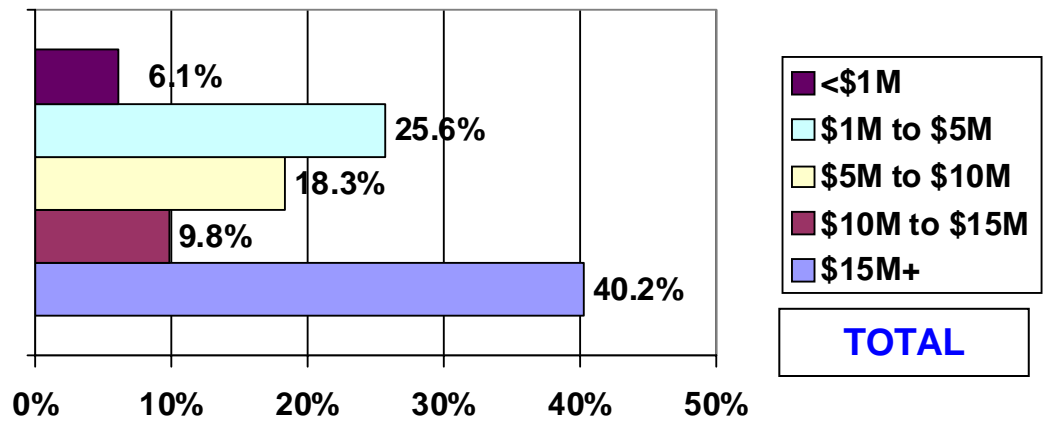
2. What are your organization's annual revenues?



3. Is your organization:



4. What is the size of your 2009 Law Department budget in U.S. dollars (Total; Inside; and, Outside)?



SECTION 4

ABOUT ALTMAN WEIL

About Altman Weil, Inc.

Altman Weil provides management consulting services exclusively to legal organizations. Our clients include law firms, corporate and government law departments and legal vendors of all sizes and types throughout North America, the U.K. and abroad.

We offer a full range of consulting services, backed by nearly 40 years of experience in the industry.

Consulting Services

- Strategy
- Mergers and Acquisitions
- Practice Management
- Management and Governance
- Compensation
- Alternative Pricing
- Law Firm Finance
- Law Firm Succession Planning
- Leadership Development and Performance Management
- Marketing and Business Development
- Client Surveys
- Market Research
- Law Department Structure and Performance
- Outside Counsel Management
- Law Department Cost Control
- Government Law Departments
- Key Person Coaching
- Executive Search Services
- Custom Surveys and Benchmarking
- Training Programs
- Legal Vendor Advisory Services
- Paralegals and Paralegal Programs
- Retreats

Expert Commentary

Altman Weil consultants regularly publish articles in the legal press, including *The American Lawyer*, *National Law Journal*, *ABA Law Practice*, *ALA Legal Management*, *Corporate Counsel*, *Of Counsel*, *IBA Journal*, *European Lawyer*, *Legal Week*, and scores of other regional and local journals.

Our comments on the legal scene have appeared in major business publications including the *Wall Street Journal*, *Time*, *US News and World Report*, the *New York Times*, *USA Today*, and *The Times of London*.

Altman Weil, Inc. publishes a monthly newsletter, *Report To Legal Management*, that explores topics of current interest to law firm and law department management.

Credentials

Our principals have held directorships or board and committee positions in numerous national and international legal organizations, including:

- American Bar Association
- International Bar Association
- Association of Legal Administrators
- Legal Marketing Association
- Institute of Management Consultants
- National Association of Legal Vendors

Contact Altman Weil

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