

**Excluding ‘bet the company’ matters, if you could select only one of the following outside counsel pricing scenarios, which would you want most?**

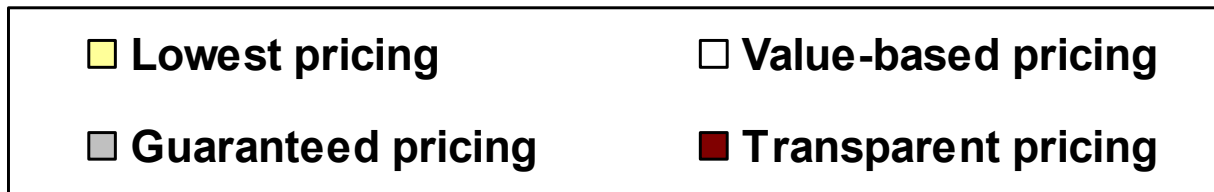
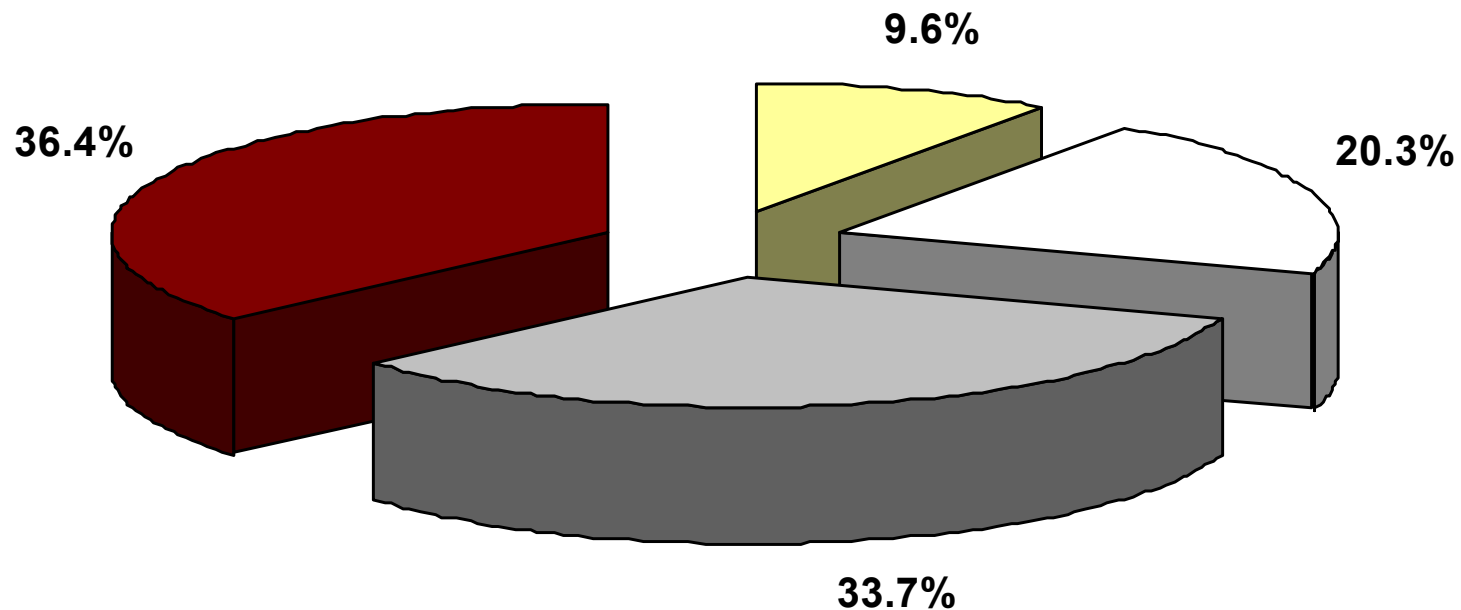
**Lowest pricing:** We want the lowest price available.

**Value-based pricing:** We want to pay a variable price based on the results we get.

**Guaranteed pricing:** We want to know in advance what it will cost.

**Transparent pricing:** We want to understand how/why the price is set and have the opportunity to discuss changes.

# CLOs' Pricing Preferences



# Predictability and Control

***“This is very striking. If a rate discount is the only thing offered, law departments will certainly take it, but Chief Legal Officers are saying what they really want is predictability and control. So far this is a challenge that most law firms have been slow to address.”***

**-- Excerpted from the Survey introduction**

The **Chief Legal Officer Survey** has been conducted and published annually by Altman Weil, Inc. since 2000, most recently in September and October 2013. Two hundred and seven responses were received for the 2013 survey, 16% of the 1,269 corporate law departments invited to participate. Demographic and budgetary data on responding law departments is included in the survey report. The full survey is available to download at [www.altmanweil.com/CLO2013](http://www.altmanweil.com/CLO2013).