



Streamlining Legal Bill Review: How Legal Decoder Can Help Improve Relationships With Data Driven Bill Reviews

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OVERVIEW

In a recent piece featured on Law.com, Suzanne Ganier of QuisLex challenges the traditional notions surrounding legal bill review. Her article, titled "Conventional Wisdom is Wrong: Legal Bill Review Won't Harm Your Relationship with Outside Counsel," delves into the often-overlooked realm of legal bill review within corporate legal departments. Ganier addresses the common apprehension that implementing such reviews might strain established relationships with external counsel.

Corporate legal departments deploy various strategies to manage costs, from shifting work between law firms to bringing tasks in-house. However, one tool that stands out for its immediate cost-cutting benefits and long-term financial support is legal bill review, especially when leveraging the data analytic solutions offered by Legal Decoder.

Ganier draws a compelling analogy, likening the absence of legal bill review in cost containment strategies to constructing a house without a hammer. Many corporate legal departments recognize that effective bill review can rein in outside counsel spending, particularly when partners deviate from billing guidelines. High external legal costs can have a ripple effect on the legal department's budget, impacting investments in technology and workforce.

Position legal bill review as a partnership, offering ongoing support.

Despite these benefits, legal departments often hesitate to implement bill review due to concerns about damaging relationships with external counsel, especially those handling sensitive matters. The article underscores the importance of aligning legal departments with broader business goals that demand stringent cost containment measures.

To address this hesitation, the article proposes a streamlined three-step approach which becomes far more effective with the right partner – Legal Decoder, Inc.

ACKNOWLEDGE THE ISSUE WITH AUTOMATION

Legal departments need to recognize legal bill review as a necessity for cost containment. Automating the process through tools like Legal Decoder data analytics solutions can be more effective and practical than a manual, sporadic approach. Legal Decoder can run billing data through their innovative algorithms and quickly identify line items which are out of compliance or inefficient based on industry benchmarks.

HAVE THE CONVERSATION WITH DATA-DRIVEN INSIGHTS

Initiate an open discussion with external counsel, about the significance of legal bill review in achieving financial and strategic goals. Show them the analysis done on their invoices by Legal Decoder and emphasize the mutual benefits of treating the partnership as a business arrangement. Clearly communicate that implementing legal bill review, supported by Legal Decoder, may lead to reduced invoices for non-compliance. Reassure firms about continued compensation and support during the adaptation process.

SHOW THEM HOW TO DO IT WITH TRAINING AND MONITORING

Recognize the lack of formal training on legal billing practices and provide specific guidance to law firms on meeting expectations. Position legal bill review as a partnership, offering ongoing support. Introduce training and ongoing monitoring through Legal Decoder to ensure continuous improvement which in turn will boost the firm's profits as well.

Ganier concludes with a reminder that change, though challenging, doesn't have to be painful. While law firms may not initially celebrate legal bill review, the integration of Legal Decoder's capabilities—data analysis to diagnose the issues, training, and ongoing monitoring—has the potential to enhance, rather than harm, the client-law firm relationship when approached collaboratively.

For more information about Legal Decoder, please contact us at info@legaldecoder.com