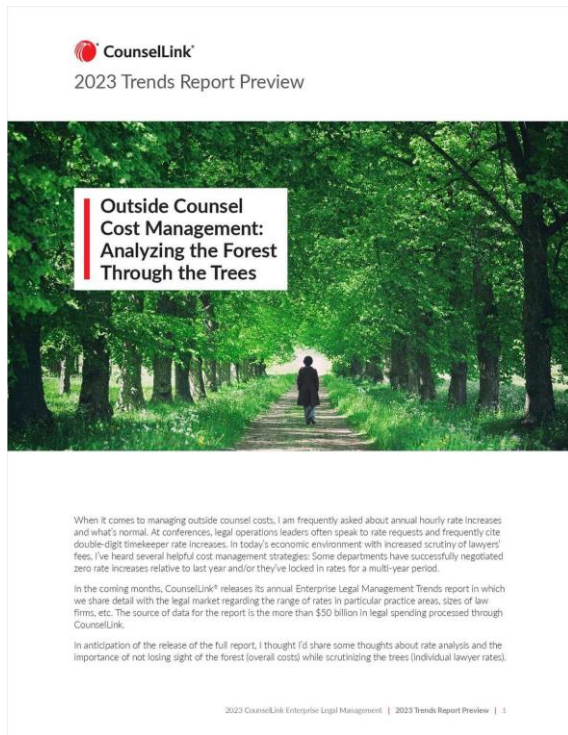




2023 Trends Report Preview: Outside Counsel Cost Management Insights



Dive into an advanced look at outside counsel billing rates, cost management strategies, and insights to come in the 9th Annual Enterprise Legal Management Trends Report based on data from more than \$50 billion in legal spending processed through Counsel Link.

The corporate legal spend and law firm billing rate dance continues between general counsel and partners. Kris Satkunas, Counsel Link's Director of Strategic Consulting and author of nine consecutive annual Trends Reports, cites a noteworthy uptick in billing rates — an average 5.6% increase among Employment & Labor partners over the year prior. While

some in corporate legal successfully negotiated long-term rate holds, other data reflects double-digit rate increases.

Interested in looking at real data about cost management strategies? **Download this preview report** that covers:

- Data your corporate team can use to benchmark and analyse outside counsel costs
- Insights about rate analysis and rate increases
- The importance of overall costs when scrutinizing individual lawyer rates
- An advanced look at what's coming in the 9th Annual Counsel Link Trends Report

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