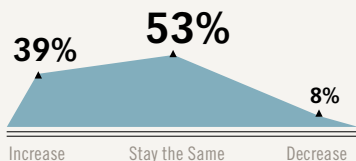


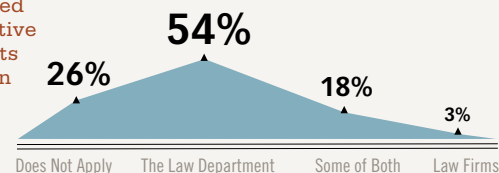
THE CLIENT'S VIEW

In September *The American Lawyer* and the Association of Corporate Counsel (ACC) jointly surveyed 587 ACC members who have the title "chief legal officer" or "general counsel." In that group, 149 head departments at companies with annual revenues of \$1 billion or more. Here are the survey results:

⌚ Compared to 2008, will work billed to you on other than an hourly rate basis increase, decrease, or remain the same?

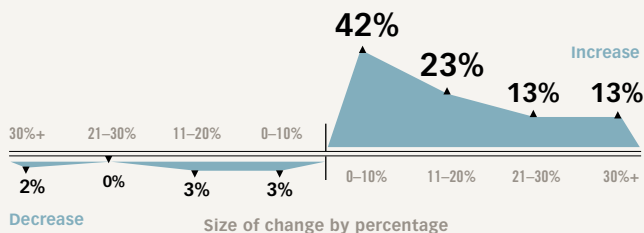


👤 Who initiated the alternative fee arrangements you have used in 2009?

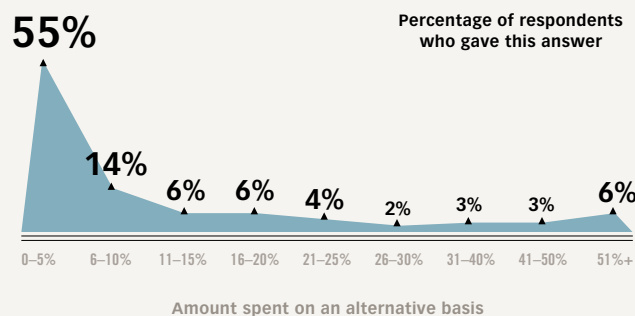


⌚ If you think that work billed to you on other than an hourly rate changed in 2009, what was the size of the change?

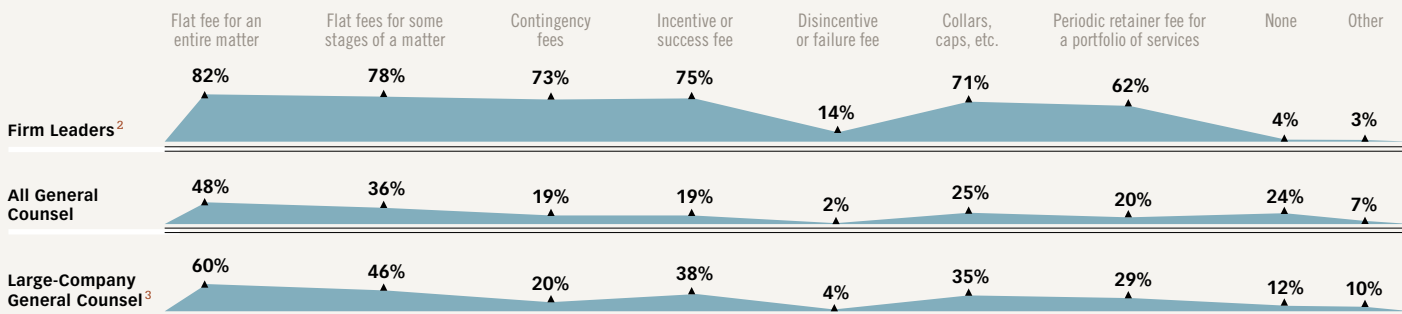
Percentage of respondents who gave this answer



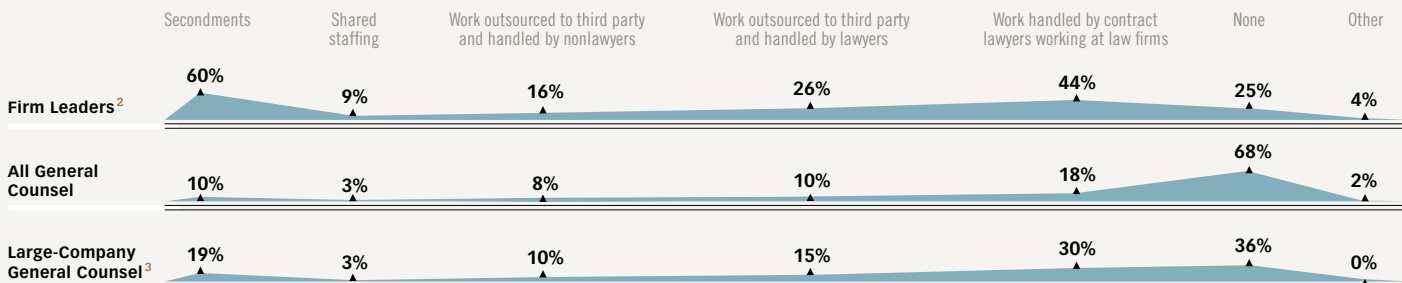
💰 What percentage of your 2009 spending on outside counsel will be on an alternative fee/value-based arrangement?



💰 What kinds of alternative fee arrangements have you used in 2009?¹



👥 If your firm/department has used alternative staffing arrangements this year, please indicate which ones it has used.¹



¹ Multiple responses were allowed. ² Source: *The American Lawyer's Law Firm Leaders Survey* ³ Large-Company General Counsel are those at firms with annual revenues of \$1 billion or more.