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**CORPORATE LEGAL EXCHANGE**

# 2010 Legal Department Spending and Staffing Benchmarking

*Customized Report for Sample*

**Final Report: 24 October 2010**

[www.corporatelegalexchange.com](http://www.corporatelegalexchange.com)

# Overview of CLEx Benchmarking

## About This Report

This report compares your company's 2009 legal department spending and staffing levels to those of peer companies. Metrics are shown in US\$. CLEx performs all survey aggregation and analysis, ensuring the security of the collected data. At your request, a representative from the CLEx quantitative research team would be happy to discuss these findings with you and make recommendations for follow up.

Please note that this report may contain instances in which certain data are not displayed. This is either because your company did not respond to that question or because the sample size is too small to make a meaningful comparison. To ensure statistical significance and anonymity of respondent data, **this report does not display results where there are less than seven applicable company responses.**

## Follow-Up Services for Corporate Legal Exchange Members

**Instant Online Resources** – You have access to additional online budgeting and forecasting tools. See the benchmarking section of the CLEx member Website, [www.corporatelegalexchange.com](http://www.corporatelegalexchange.com), for more information.

**Additional Benchmarking Data** – Additional resources are available on the CLEx Website to help you benchmark your organization, including:

- The CLEx and CT TyMetrix Real Rate Report showcasing more than 90,000 timekeepers' worth of legal fees data collected directly from \$4.1 billion in law firm invoices
- A diagnostic survey to collect client feedback and uncover gaps in legal department performance

**Send an E-Mail to [CLEx@executiveboard.com](mailto:CLEx@executiveboard.com)** for any additional information on legal department benchmarking.

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# Executive Summary for Sample

## What this means:

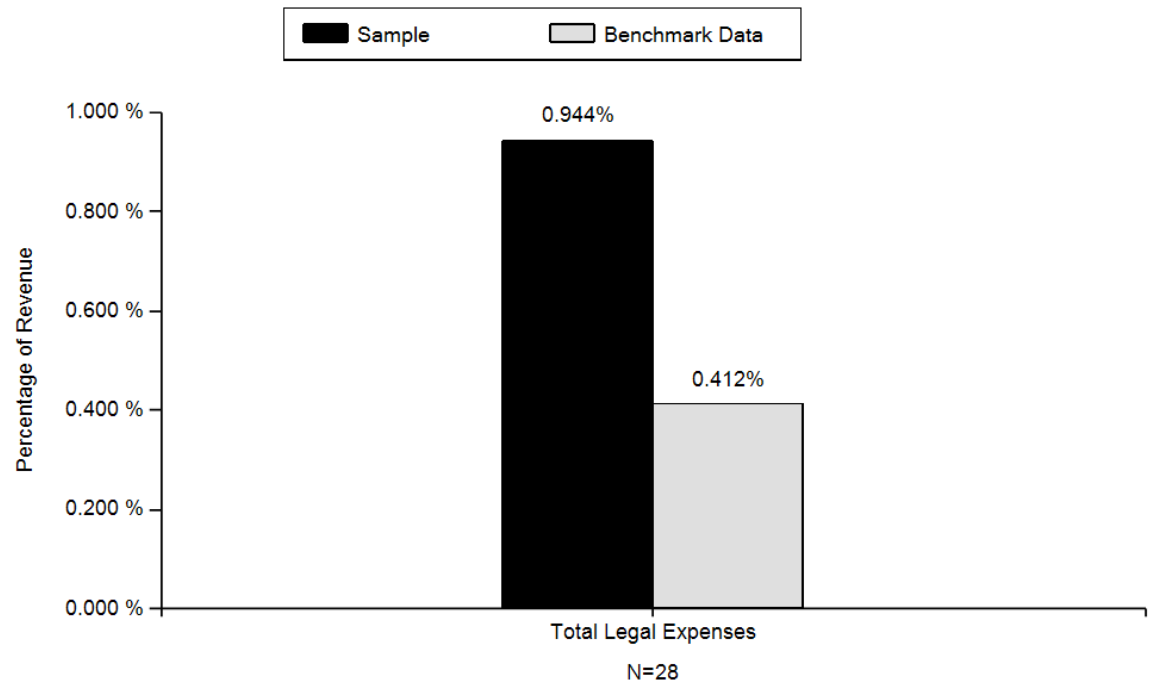
Your total legal expenses are high. Your reported value is in the top 20th percentile of responses.

**2009 Reported Revenues:**  
\$540,000,000

**Benchmark Group for Executive Summary:**  
Companies with Revenues Between 350 and 600 Million

## I. Spending – Total Legal Expenses

*Median Total Legal Expenses (as a % of Revenue)*





What this means:

Your inside legal expenses are high. Your reported value is in the top 20th percentile of responses.

Your outside legal expenses are high. Your reported value is in the top 20th percentile of responses.

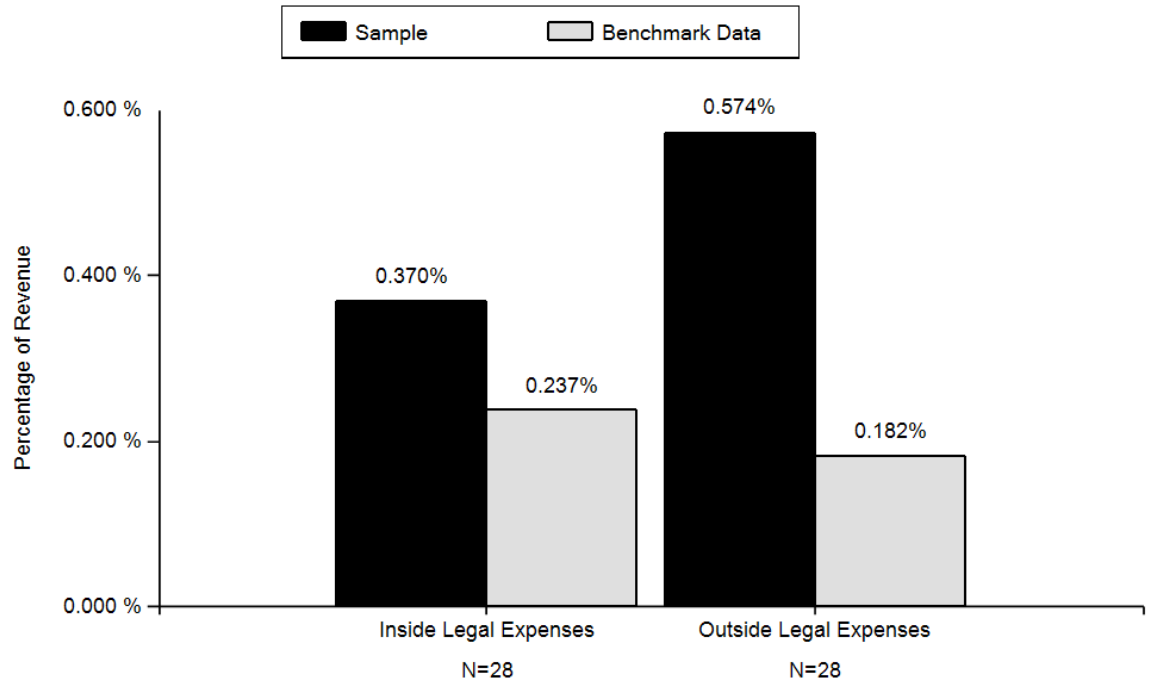
# Executive Summary for Sample (Cont.)

**2009 Reported Revenues:**  
\$540,000,000

**Benchmark Group for Executive Summary:**  
Companies with Revenues Between 350 and 600 Million

## II. Spending – In-House Legal Expenses & Outside Legal Expenses

*Median Inside Legal Expenses (as a % of Revenue) | Median Outside Legal Expenses (as a % of Revenue)*





### What this means:

The number of lawyers (per billion dollars in revenue) in your department is high. Your reported value is in the top 20th percentile of responses.

Your department utilizes fewer non-lawyer staff than peer companies. Between 60% and 80% of departments in your peer group have a higher number of non-lawyers (per lawyer) than your department.

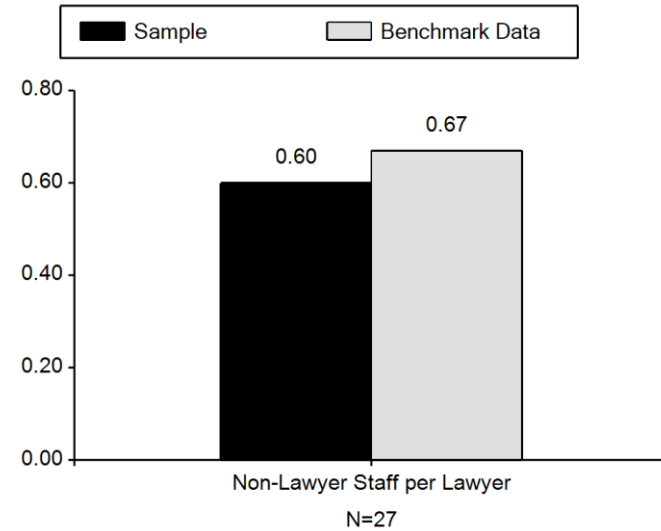
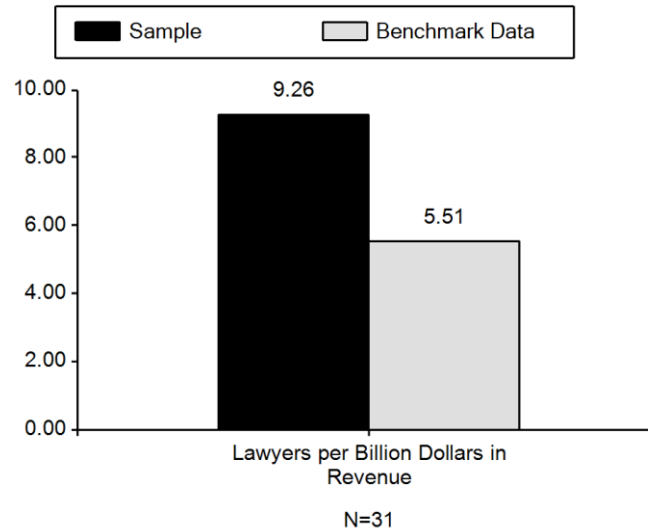
# Executive Summary for Sample (Cont.)

**2009 Reported Revenues:**  
\$540,000,000

**Benchmark Group for Executive Summary:**  
Companies with Revenues Between 350 and 600 Million

## III. Staffing – Lawyers and Non-Lawyer Professionals

*Median Lawyers per US\$ Billion in Revenue / Median Non-Lawyer Professionals per Lawyer*



## Continued Support from CLEx

For more information about this report, please contact the CLEx Benchmarking Team by E-mail at [CLEx@executiveboard.com](mailto:CLEx@executiveboard.com)

For general question about your membership with the CLEx, please contact your account manager:

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