

How to Describe the Benefits of Partnering Strategies

If you are called upon to describe the benefits of partnering to clients or colleagues, the following table provides a good starting point. The partnering strategies in the left column are those most frequently incorporated in partnering programs although they may be identified with different terms.

Of course, you can improve these benefit statements by including the specifics of your efforts, including when possible, numbers that suggest the scope of impact being achieved.

Partnering Strategy	Benefits
<p>Focus Case Teams on Developing Process Improvements for Their Cases</p>	<p>Most teams will find appropriate and innovative ways to achieve their cost reduction targets, which will add up to a considerable savings for the law department as a whole.</p> <p>Team members who work together on revising their processes will serve as champions to teach the new methods to others working on their matters and cases, thus ensuring that everyone will work together more effectively.</p>
<p>Create and Sustain Intimate Working Relationships</p>	<ul style="list-style-type: none"> ▪ People from different units and law firms will work together more instinctively and more effectively without the traditional rivalries and cultural barriers. ▪ People will respond more quickly to problems because they trust their team members to act in predictable ways and are comfortable with them. ▪ Members of your team will have greater clarity about the results they are tasked to achieve and how these contribute to company objectives.
<p>Redesign and Realign Key Processes</p>	<ul style="list-style-type: none"> ▪ By eliminating wasted efforts and assigning work to the people best equipped to perform it, you will improve morale because the work will be more manageable and people will understand better how to contribute in meaningful ways. ▪ Clients will see results more quickly and at less expense. ▪ The legal team will have more time for preventive and proactive legal projects.

<p>Expand Law Firm Roles In Key Processes</p>	<ul style="list-style-type: none"> ▪ Law firms will make a greater contribution to the effective and efficient flow of work through the legal team. ▪ Outside lawyers, when given additional roles and responsibilities, often take a greater interest in the results being achieved throughout the process of which they manage a part. Outside lawyers often have good suggestions for improving other parts of these processes. ▪ You will more easily be able to hold people accountable for the results they achieve in performing their assigned roles.
<p>Utilize Technology To Strengthen Partnering</p>	<ul style="list-style-type: none"> • Your legal teams will be able to share knowledge instead of reinventing it. • People throughout your team will be able to more quickly find the right experts to partner on their projects. • You'll have better data about projects, their status and their costs upon which to make decisions. • Workflow on projects will be accelerated with fewer delays and wasted steps.
<p>Control Costs and Eliminate Inefficiencies</p>	<ul style="list-style-type: none"> ■ By challenging teams to achieve continuous improvement, you will motivate them to use their creativity and judgment to improve each step they take. Teams will continuously test new ways to manage projects, many of which will prove to be sustainable and productive.
<p>Use Alternatives To Traditional Hourly Rates</p>	<ul style="list-style-type: none"> ■ Alternative fee structures will enable you to cap costs on various types of projects while providing incentives to law firms to collaborate in the creation of efficiencies that will enable them to achieve profit goals under the new arrangements. ■ Fixed fee projects, with incentives for achieving desired results, aligns the interests of law firms with those of clients.

**Utilize Shared Rewards
and Recognition**

- Both inside and outside legal staff will have meaningful incentives to work together to achieve the desired results.
- Positive recognition focused on both the inside and outside members of the team will motivate other inside and outside lawyers to aspire to better performance.