

DEFINING AND DELIVERING GREATER VALUE FOR CLIENTS

Thursday, November 18, 2010 – Boise, ID

Hosted by the Mountain West ACC Chapter in Support of the ACC Value Challenge
Co-Sponsored by Fennemore Craig, LexisNexis and Law Department Desktop Services

AGENDA

- 7:30 – 8:25 a.m. Registration / Continental Breakfast / Networking
- 8:25 – 8:30 Welcoming Remarks – Wayne Ipsen, Chapter President-Elect
- 8:30 – 9:00 Introduction by Michael Roster – Open Discussion
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- Marketplace Dynamics / The Need for Change
 - ACC Value Challenge – Aligning Value and Costs of Legal Services
 - The Big Picture – Is Change Really Happening?
 - What Does It Take? Re-engineering for Success
 - The Winners and the Losers
 - Continuous Improvement
- 9:00 – 10:10 Plenary Session: Value / Cost Alignment Case Studies
Co-Moderators: Michael Roster / Daniel Day
Panelists: Kevin Satterlee / Forrest Morgan / Grace Wang / John Balitis
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- Success Examples
- Strategic Partnering – Recasting the Stanford Law Department
 - Striving for Greater Value – Small Law Department Efficiency Model (Canam Steel Corporation)
 - Achieving Cost Efficient Results – Boise State University Law Department
- 10:10 – 10:40 Mid-Morning Break
- 10:40 – 11:40 The Ethics of Value-Cost Alignment - Small group discussions, moderation by Michael Roster
- Review Rule 1.5 Fees, Idaho Rules of Professional Conduct
 - Spotting Ethical Issues in Alternative Fee Arrangements
 - The Hamburger Hypothetical
 - Reports: Highlights of Small Group Discussions
 - Insights Gained
- 11:40 – 12:00 Plenary Session – Next Steps Forward
Summary Comments by Michael Roster & Wayne Ipsen
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- What Have We Learned Today?
Suggestions for Ongoing Dialogue / Implementing Change Now
- 12:00 – 1:00 p.m. Please Join Us for Lunch and Networking