

RIGHT People

How to build case teams with the appropriately experienced and priced attorneys, experts, vendors and staff

RIGHT Cost

How to design and operate within a financial framework that maximizes resources and value

RIGHT Plan

How to assess matter risk, identify key case objectives and expectations, and define success throughout the process

RIGHT Tools

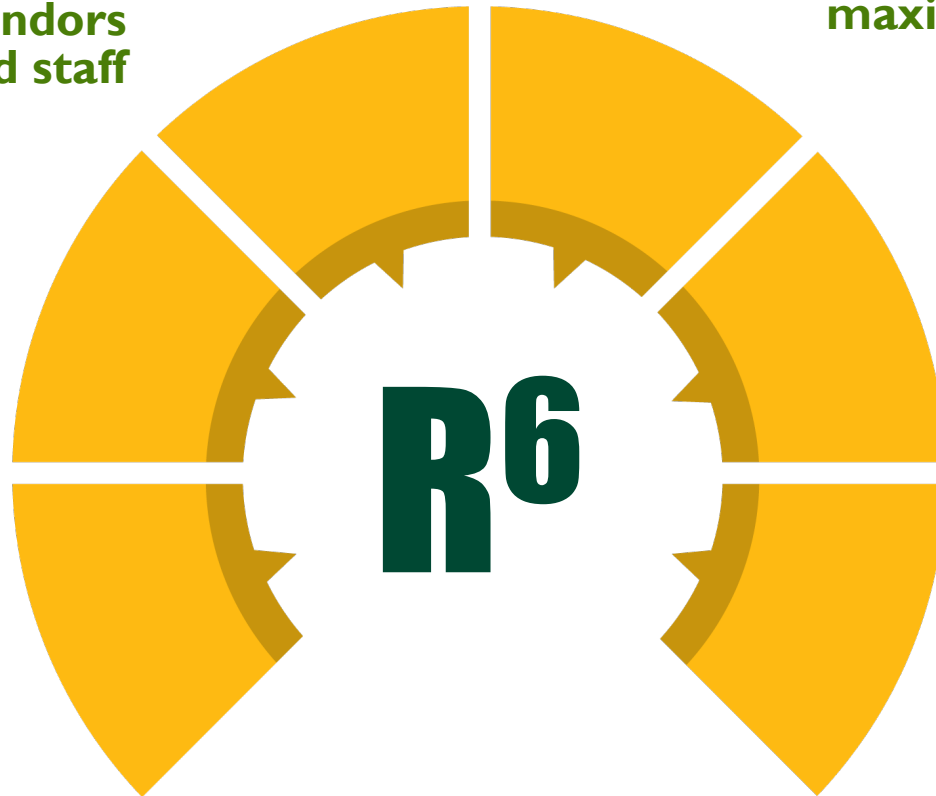
How to leverage processes and technology to identify, analyze, use and protect key data and information

RIGHT Way

How to conceptualize litigation management to communicate and execute effectively, efficiently, and ethically

RIGHT Result

How to successfully negotiate and resolve the matter in accord with client objectives, expectations and finances

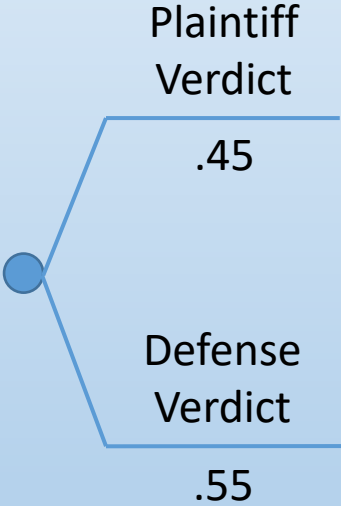


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Type	Example	Ideally Suit For
Fixed Fee per Deliverable	Pay X to draft and argue summary judgment	Distinct components of work
Fixed Fee Per Matter	Pay X to handle a specific transaction	Recurring, predictable matters
Capped Fee	Fee for drafting and arguing appeal not to exceed X	Client is comfortable with hourly billing and favors predictability
Flat Fee Per Period	Monthly flat fee to handle advice on specific types of regulatory requests	Distinct work performed on recurring basis and client wants incentive for firm to be efficient
Portfolio Fixed Fee	All employment litigation for a fee of X	Similar, recurring cases with consistent year-over-year patterns
Per Capita Fee	For the coming year, pay X to purchase _____% of the billable hours of a lawyer	Client wants specific lawyer and firm is willing to provide a discount for certainty of payment and work
Incentives/Performance-based hold back/success fees	Percentage of fees billed held back and paid subject to multiplier depending on success achieve	Success is defined with measurable markers
Pure Contingency	X% of recovery, or firm gets paid only if dismissal or jury verdict	Client seeks recovery or is cash-strapped
Hybrid	Flat fee for handling litigation plus a success bonus	Predictability but freedom to reward results

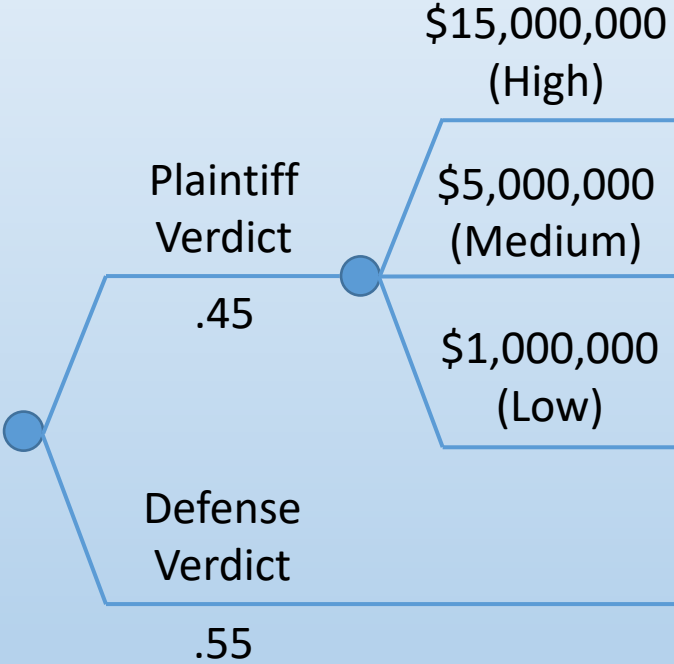


Decision Tree



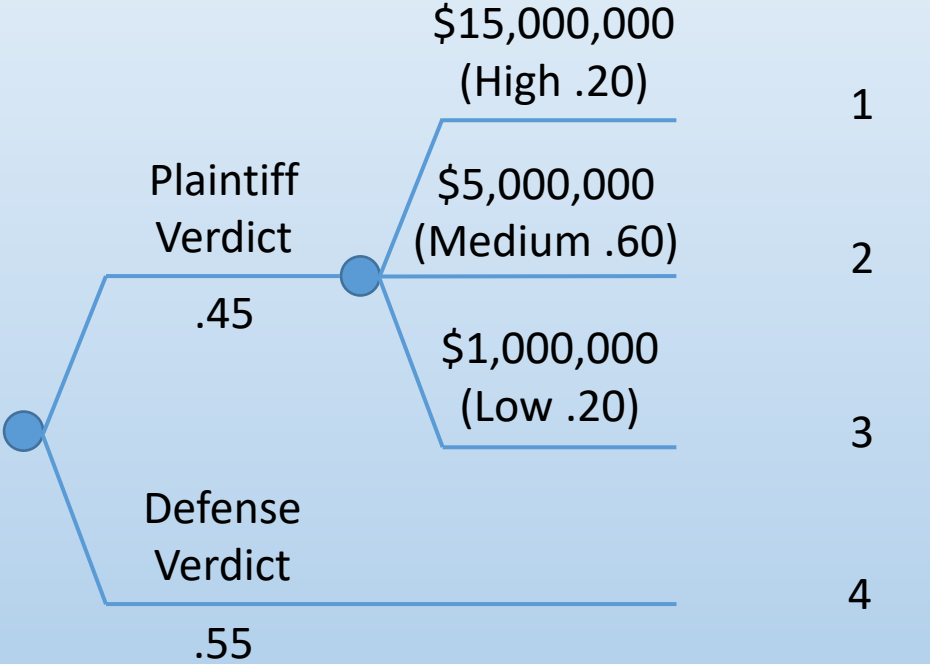


Decision Tree

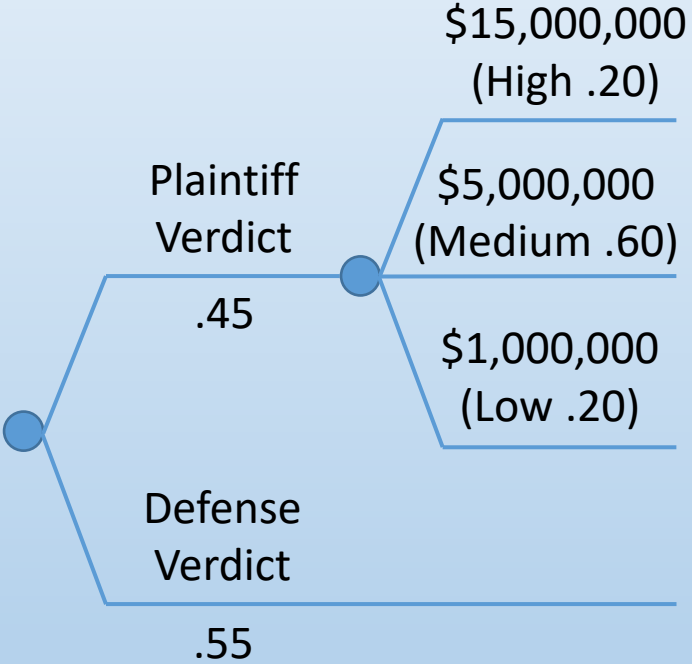




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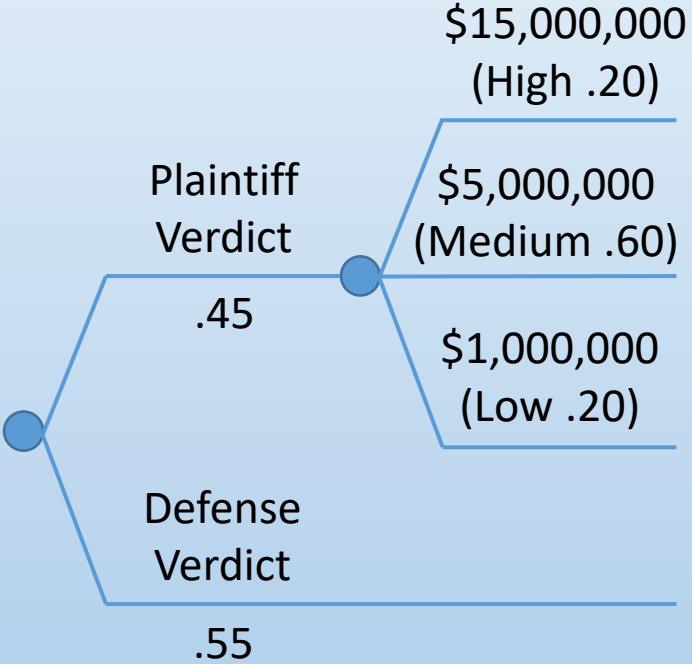


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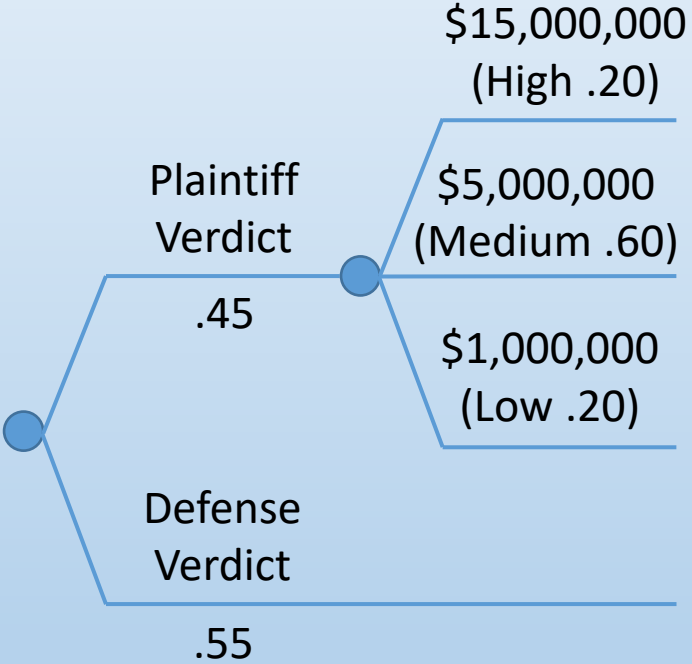
Scenario	Compound Probability
1	.09
2	.27
3	.09
4	<u>.55</u>
	1.000000

Decision Tree



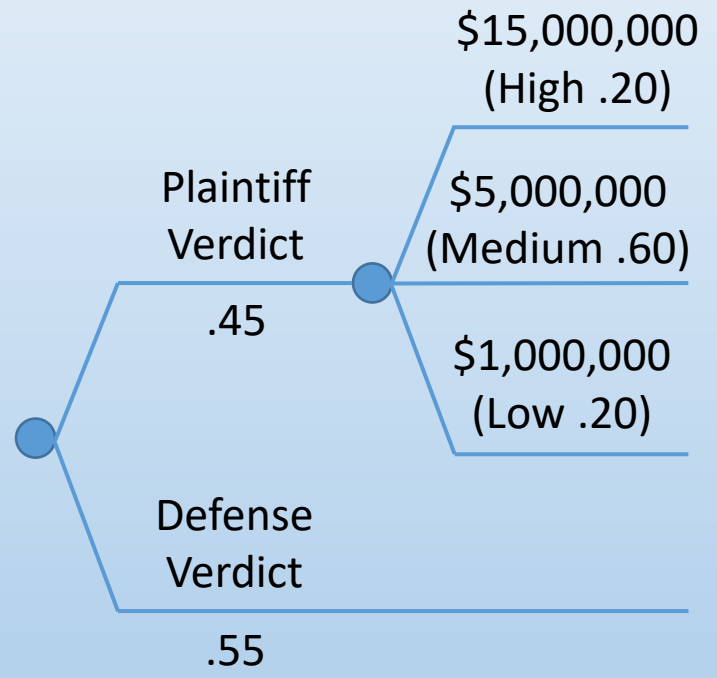
Scenario	Compound Probability	Damage Award
1	.09	15,000,000
2	.27	5,000,000
3	.09	1,000,000
4	<u>.55</u>	0
	1.000000	

Decision Tree



Scenario	Compound Probability	Damage Award	Expected Value
1	.09	15,000,000	1,350,000
2	.27	5,000,000	1,350,000
3	.09	1,000,000	90,000
4	<u>.55</u>	0	<u>0</u>
	1.000000		2,790,000

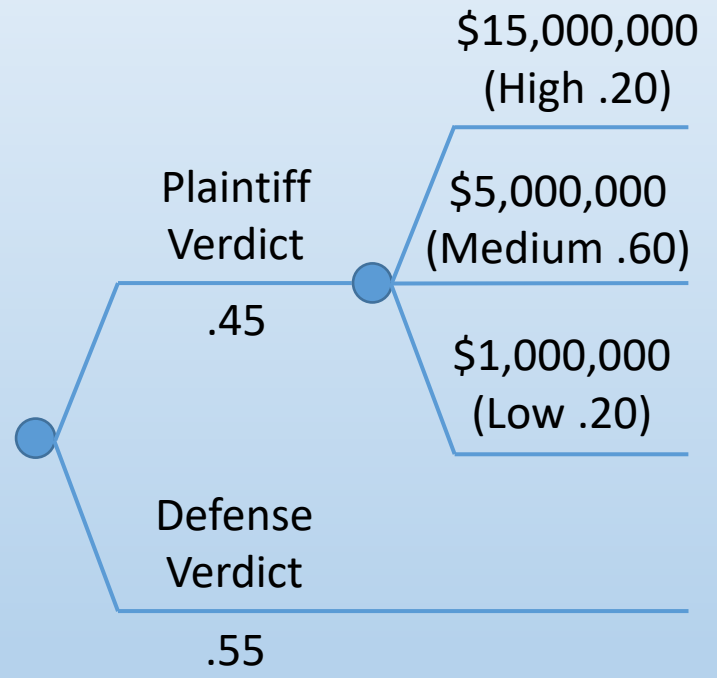
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	1.00		2,790,000

This column should = 1 (i.e. 100%)

Decision Tree

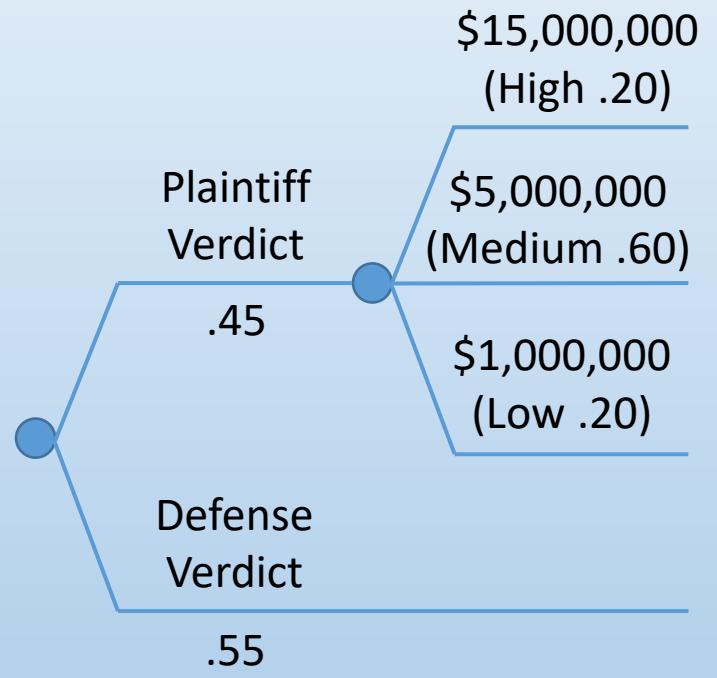


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Total this column to get total expected value

Decision Tree



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Defense Costs: \$300,000

Settlement Range \$2,640,000-\$2,940,000