

Supplier assessment and industry benchmarking for a global top 10 pharmaceutical company

Optimised vendor-associated costs across geographies

Identified billing arrangements across law firms

CLIENT CHALLENGES

- A global top 10 [pharmaceutical](#) company wanted to benchmark legal billing rates to the industry average, to reduce legal costs through better negotiation
- Key challenges were :
 - The different billing arrangements across law firms and geographies
 - The different charge rates based on practice area, firm size, city and experience

OUR APPROACH

- **Competitive analysis :**
 - Examined arrangements offered by law firms and identified the preferred billing rate model
 - Assessed average billing rates for job roles (partners, associates and paralegals) in each geography (the US, Canada, UK and Australia)
 - Assessed average billing rates by practice area, industry, firm size, city and experience, and in the [healthcare sector](#)
- **Industry demand and supply :**
 - Studied impact of demand and supply on legal billing rates
- **Key shifts :**
 - Assessed key shifts in billing rate models
 - Assessed key shifts in demand areas
 - Assessed key shifts in supply industry

IMPACT DELIVERED

- Identified hourly billing as the most commonly adopted billing arrangement

- Helped the procurement team reduce the company's legal costs by negotiating billing rates, while increasing the quality of legal services

About Acuity Knowledge Partners

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contact@acuitykp.com | acuitykp.com

