

Decrease Same Increase

ALL ORGANIZATIONS

2:1

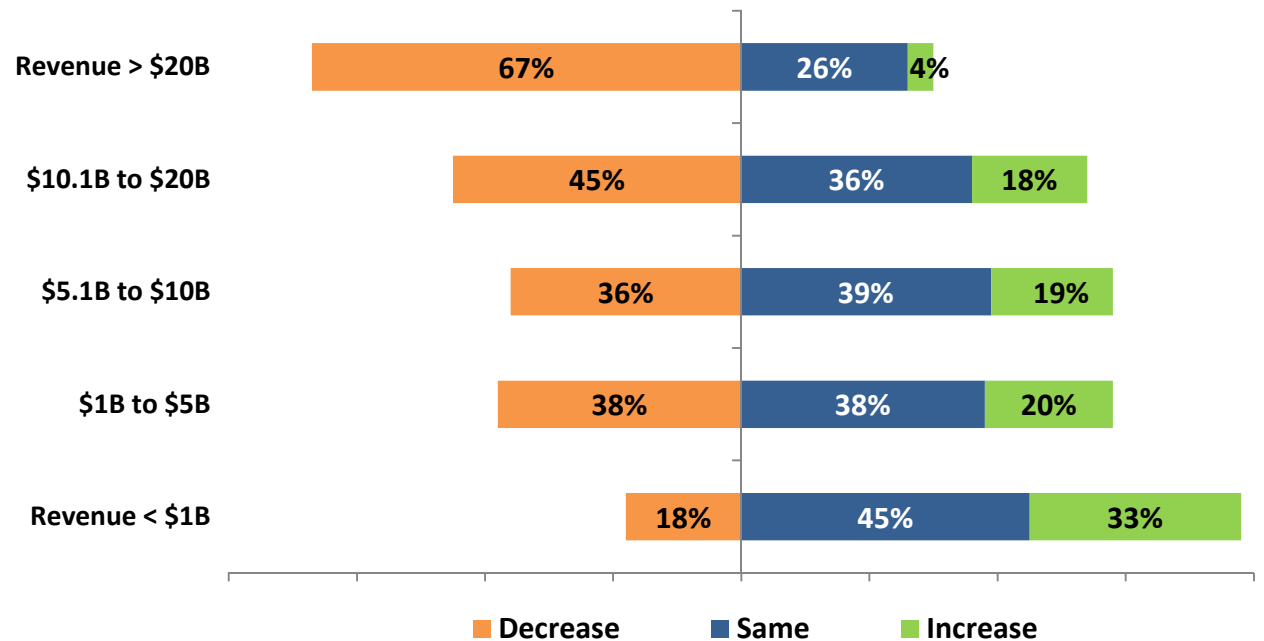
Overall, twice as many CLOs plan to decrease outside counsel spend compared to those who plan to increase.

16:1

In organizations with over \$20 billion in annual revenue, the ratio jumps to 16 to 1.

Within the next 12 months, do you plan to increase or decrease your overall spend on outside counsel?

— Chief Legal Officer Survey, October 2015
www.altmanweil.com/CLO2015

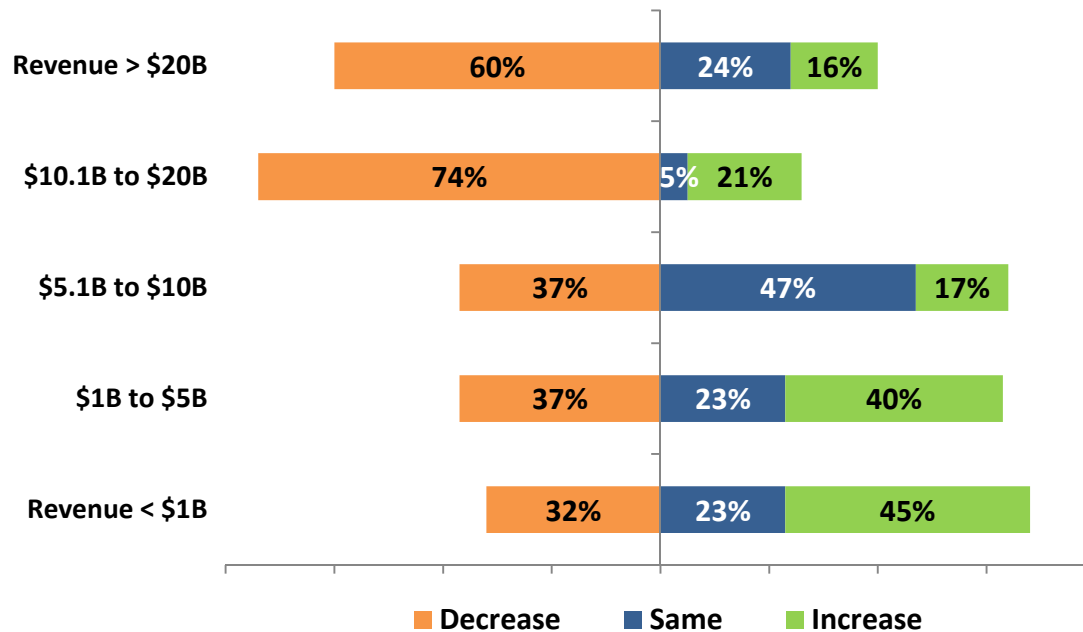
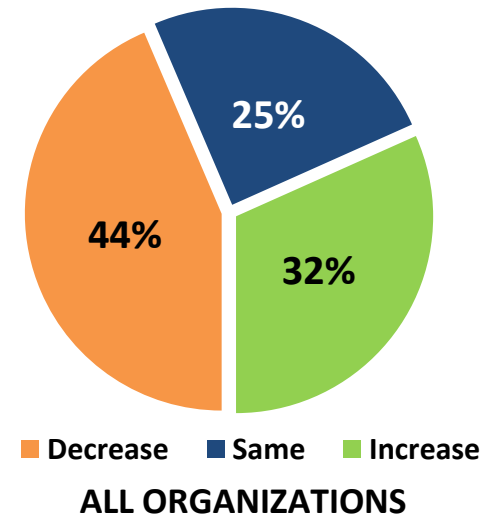


PLAN TO INCREASE / DECREASE OUTSIDE COUNSEL SPEND

- By Organization Revenue -

From 2014 to 2015, Did your outside counsel budget increase or decrease?

— Chief Legal Officer Survey, October 2015
www.altmanweil.com/CLO2015



CHANGE IN OUTSIDE COUNSEL BUDGET 2014-2015
 - By Organization Revenue -

2015

In 2015, 44% of law departments reported decreasing their outside counsel budget. Organizations with over \$10 billion in revenue were twice as likely to cut law firm spend as those with revenue under \$10B.

258

258 law departments participated in the 2015 Chief Legal Officer Survey.