

MATTER BENCHMARK REPORTS Powered by Serengeti Intelligence

Up-to-date industry information to help law firms make even more informed business decisions and improve their bottom line.

Powerful Analytical Tool

Law firms that take advantage of data analysis can improve decision making and performance.

- Incorporates data from the No. 1-rated e-billing and matter management system
- Up-to-date information
- Helps you make smarter decisions for better results

Real Data, Real Rates

Better Information to Run Your Business

Far superior to print surveys or an informal network with peers (or no information or system at all), Matter Benchmark Reports is a dynamic engine with 456 million data points (from 15,000 law firm offices in 180 metro areas) that provide the up-to-date, actionable information you need.

Fueled by Actual Data

Matter Benchmark Reports leverages the data from Serengeti® Law, the developer of the No. 1-rated e-billing and matter management system and the largest connected network of firms and clients. It uses aggregated law firm and timekeeper billing information for analysis and trending.

Legal Industry Intelligence

In colorful charts and graphs, see how you and lawyers you work with perform compared with industry benchmarks.

Giving Firms a Competitive Edge

- Compare your firm to others in regards to billing rates, realization rates, and staffing ratios
- Capture more business from clients by understanding and leveraging your competitive advantages over peer firms
- Identify growth opportunities by geography and practice area
- Analyze trends to get the information you need to quickly respond to Requests for Proposals (RFPs)

Business Partner Collaboration

Matter Benchmark Reports lets law firms and legal departments share key information to make intelligent, data-driven decisions.

For search assistance, call the West Reference Attorneys at 1-800-REF-ATTY (1-800-733-2889).

For technical assistance, call West Customer Technical Support at 1-800-WESTLAW (1-800-937-8529).

Easy-to-read charts and graphs show you up-to-date comparisons of law firm performance.

No other online research service integrates firm performance in one display on the overview.



The easy-to-read overview not only tells you what is going on with the data, it shows you with insightful graphics.

PRACTICAL USES FOR MATTER BENCHMARK REPORTS

A Flexible Tool with Many Applications

Estimating Costs

Estimate what it will cost to represent a client in a new matter.

Evaluating Performance

Compare your firm's performance relative to peer firms and industry benchmarks.

Billing

Present concrete information about prevailing rates when reviewing bills with clients.

Identifying Opportunities for New Business

Determine geographic areas and practice areas best suited for growth.

Developing Flat Fees/Blended Rates

Apply guidelines to develop responses to requests for flat fee proposals and other alternative fee arrangements.

Detailed Budgeting

Leverage additional data points when preparing budgets for clients.

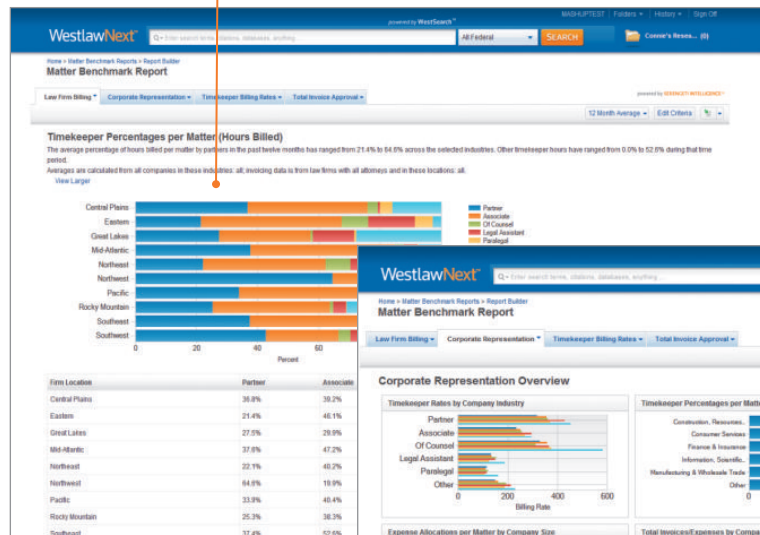
Matter Review/Year-End Review

Compare your data with similar matters at conclusion of a matter or all matters at year-end.

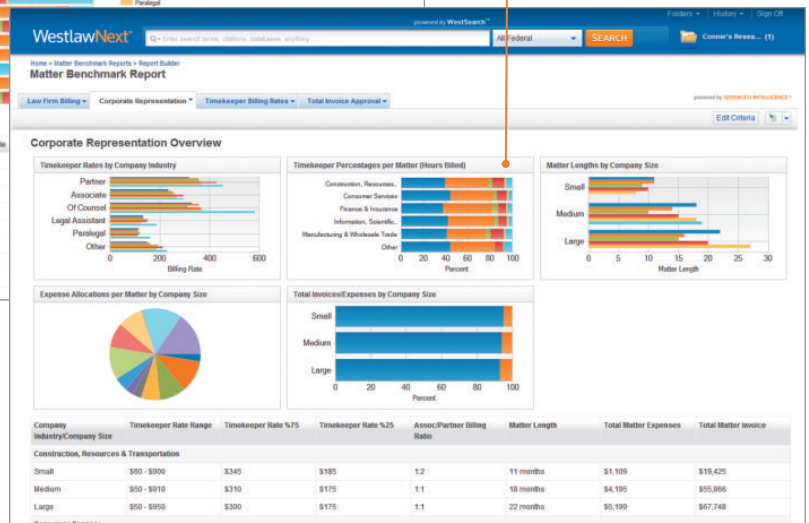
Documenting Efficiencies

Build trust with clients by showing data that demonstrates your firm's efficiency.

In a **Law Firm Billing Overview** display, you can see timekeeper rates by firm location, timekeeper percentages by matter, and much more.



The **Corporate Representation Overview** display shows rates by company/industry and timekeeper percentages by matter, among other metrics.



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