

# Law Firms per Million of Dollars of Outside Counsel Spending

*Benchmarks, Definition & Measurement Details*

**SAMPLE  
CONTENT & DATA**



# Law Firms per Million of Dollars of Outside Counsel Spending

Definition & Measurement Details



## What is Law Firms per Million of Dollars of Outside Counsel Spending?

The total number of outside (external) law firms employed by the company divided by each one million dollars of outside counsel spending (fees paid to outside law firms) incurred over the same period of time.

## Why should this KPI be measured?

Number of Outside Law Firms Employed Per Million Dollars of Outside Counsel Spending measures the total number of outside (external) law firms employed by the company in relation to each one million dollars

## How is this KPI calculated?

Two values are used to calculate this KPI: (1) the total number of outside (external) law firms employed by the company, and (2) each one million dollars of outside counsel spending incurred over the same period of time.

**ABRIDGED CONTENT**  
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# Law Firms per Million of Dollars of Outside Counsel Spending

Benchmarks & Characteristics of High Performers



## Law Firms per Million of Dollars of Outside Counsel Spending

Total Number of Outside Law Firms Employed / Each Million Dollars of Outside Counsel Spent



### Characteristics of High Performers

- KPIs are well-defined, tracked and tied to performance reviews
- Robust self-service options for customer

Sample Size: XX

KPI Type: XX

Unit: XX

Is High or Low Best?: XX

**How to read this chart:** This chart displays the performance of each company within the observed sample for this particular metric, or Key Performance Indicator (KPI). Values are ordered based on performance; high performers on the far left, to low on the far right side of the chart.

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