

TRACKING THE ADVANCEMENT OF LEGAL PROCESS OUTSOURCING

A 2016 Study by CorbinPartners Inc.

We're witnessing the rapid evolution of legal process outsourcing (LPO). The LPO market has been valued at \$3 billion globally and is growing at an estimated annual rate of over 25%. Not at all surprising as LPO, quite simply, allows firms to meet workloads and reduce costs, all while focusing efforts on their core and most profitable line of work.

While growth of the LPO market has been recognized in Canada, there has been little to no formal research on the attitudes and usage patterns of Canadian lawyers toward this strategy... until now. In 2016, CorbinPartners Inc. planned, designed and implemented a national survey of Canadian practicing lawyers, including those within a law firm, and those working for corporations or governments who utilize in-house counsel. The purpose of the study was to assess the current standing and potential growth of the LPO market, or more specifically:

- ▶ To track existing usage, overall and with certain types of legal services
- ▶ To identify motivations, barriers, and influences to trial
- ▶ To highlight any gaps between business need and supplier availability
- ▶ To obtain input on existing best practices and discover key areas of improvement

The study results show that the LPO market is now a game changer and has created a paradigm shift in how businesses in all industries conduct their ongoing legal work. The use of LPO is a core strategy for a significant component of the legal industry, most notably those in corporate and government counsel.

The results of this study are now available in a comprehensive CorbinPartners report, including full survey results and insights from participating lawyers. The report delves into utilization rates, sources for new LPO business, types of LPO services that lawyers most depend on, motivations for turning to LPO firms, and levels of satisfaction. For those not using LPO services, the report outlines key obstacles, as well as the potential for future usage. It also highlights important factors for LPO providers, including recommended improvements or enhancements. Finally, it offers estimates on industry growth, both for LPO usage within one's own firm, and Canada-wide.

For any questions about the study or report, please contact Jon Purther, President & COO at 416-413-7600 or jpurther@corbinpartners.com.

Report Name: Tracking the Advancement of Legal Process Outsourcing

Report Size and Components: 62 pages (excluding appendices), including Executive Summary, Table of Contents, Background and Mandate, Research Methodology, Quality Controls, Key Findings, Detailed Question-by-Question Results, Research Summary and Conclusions, Appendix (including participant invitations, questionnaire, and verbatim responses to open-ended questions)

Cost: \$4,500

About CorbinPartners Inc.: CorbinPartners Inc. is an established provider of precise and reliable business intelligence, and forensic market research. CorbinPartners' work products form part of essential due diligence for high-stakes business decisions, risk analysis, regulatory matters, negotiation and litigation. For more information, go to www.corbinpartners.com