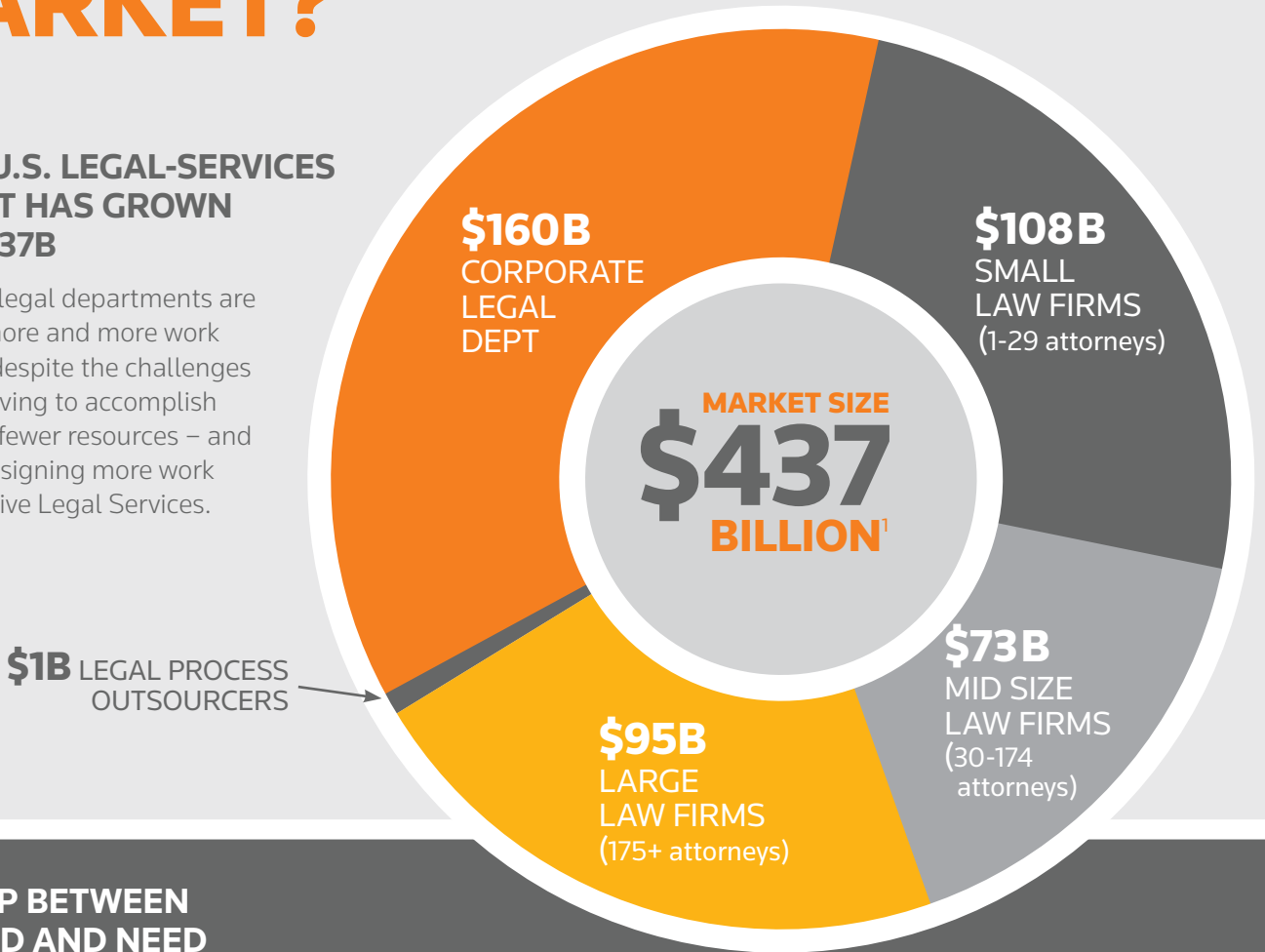


HOW BIG IS THE U.S. LEGAL SERVICES MARKET?

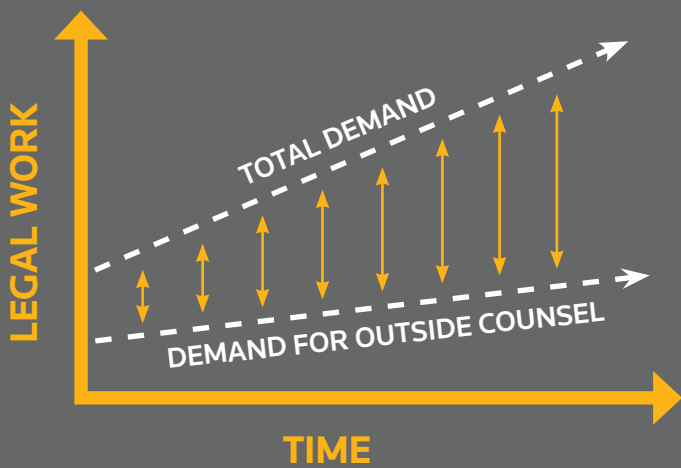
The United States is the largest distributor of legal services in the world ... and the demand continues to grow. But the shape of that growth is changing. Large law firms are not the only option for corporate legal work. In fact, they are no longer the primary option.

TOTAL U.S. LEGAL-SERVICES MARKET HAS GROWN TO ≈ \$437B

Corporate legal departments are bringing more and more work in-house, despite the challenges of often having to accomplish more with fewer resources – and they are assigning more work to Alternative Legal Services.

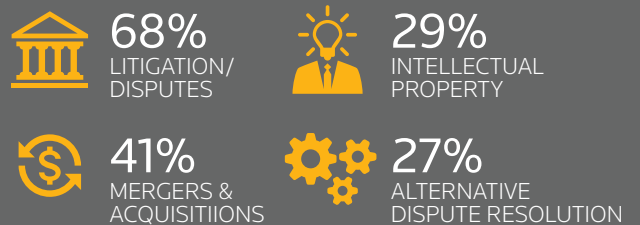


THE GAP BETWEEN DEMAND AND NEED CONTINUES TO WIDEN.



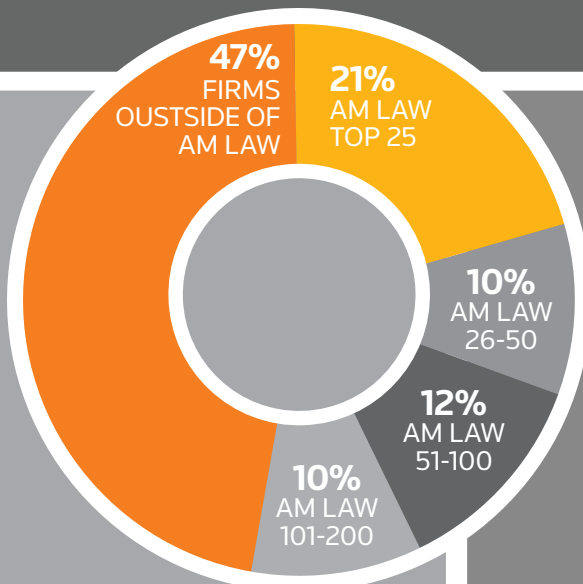
WHY DO LEGAL DEPARTMENTS USE OUTSIDE COUNSEL?

Much of the process-driven work isn't going to law firms, but corporate legal departments still need deep subject-matter expertise experienced law firms provide.²



WHICH FIRMS ARE GETTING CORPORATE LEGAL DEPARTMENT BUSINESS?

Proportional spend on outside law firms is shifting because of cost and need for specific expertise.



THE LEGAL PROCESS OUTSOURCE (LPO) MARKET IS EXPECTED TO GROW BY 30%

Alternative legal providers have secured more corporate legal department business than ever and the LPO market continues to grow.

30%

For more information on the latest events and trends in the legal industry, visit the Thomson Reuters Legal Executive Institute at legalexecutiveinstitute.com.

1 Revenues estimated using AmLaw 200 data, Peer Monitor, Hackett Group Report, and the New York Times; expenses from Peer Monitor. Corporate legal department spend is based on internal spend on legal matters; law firm estimates are based on revenue.
2 Source: A Look Inside: 2015 Thomson Reuters Legal Department In-Sourcing and Efficiency Report
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