

# ARE NON-LAWYERS TAKING A HIT ON RATES?



When you look at the slowing growth of law firm rates, most of the softening occurs at the non-lawyer level.

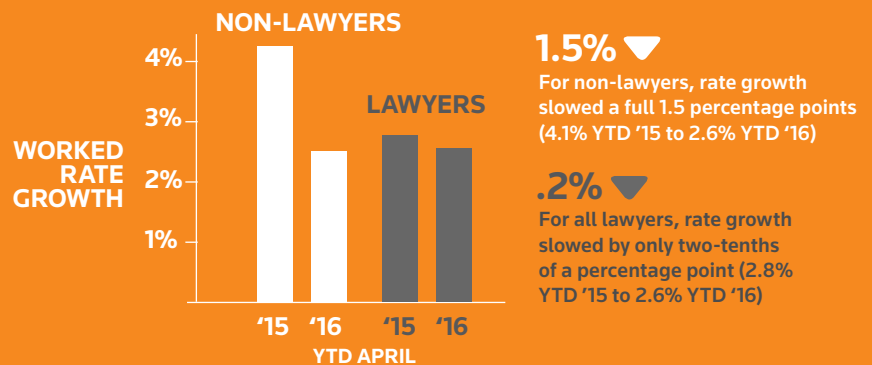


## NON-LAWYERS ACCOUNT FOR SUBSTANTIAL BILLABLE HOURS

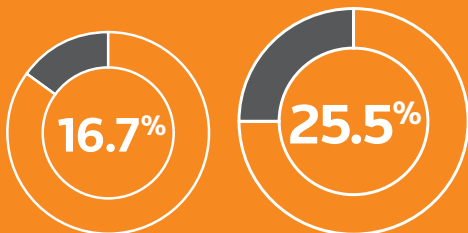
Non-lawyers account for **~15%** of billable work for all firms  
Lawyers account for **~85%**

## GAP IN RATE GROWTH

Worked rate growth for non-lawyers has slowed significantly compared with other timekeepers



## IS THE PROBLEM GROWING?



Through April in 2015 only 16.7% of firms reduced their rates for non-lawyers

But that figure grew nearly 9% to 25.5% in the first four months of 2016

## WHAT IS THE OVERALL IMPACT?

In an effort to control legal spend, clients are looking to alternatives for non-lawyer work:



- Bringing more work in-house
- Using more technology
- Relying on Legal Process Outsourcing

**This client behavior and pushback may be increasing pressure on firms to reduce rate growth for non-lawyer work.**

Source: Peer Monitor

