

# THOMSON REUTERS

## Legal Tracker

**Cloud Software**  
Pricing Schedule

The intelligence, technology and human expertise  
you need to find trusted answers.



## PRICING MODEL

Legal Tracker has a transparent and predictable pricing structure, which uses the organisation's annual external legal spend to calculate the price.

There are two aspects to the cost of Legal Tracker:

- Implementation Fee – a one-time fee to cover setup, implementation and training (1) ;
- Monthly Fee – a recurring fee to cover hosting, support, maintenance and upgrades.

To calculate the Monthly Fee we take between 0.5% and 1.5% of the organisation's annual external legal spend and divide it over 12 months. The percentage we use has economies of scale built in, so the cost of Tracker does not double if external legal spend doubles.

For the first two years, we use the organisation's good faith estimate of external legal spend to calculate the Monthly Fee (2). In subsequent years, the organisation's annual legal spend recorded in Legal Tracker is used (3). The minimum term for a Legal Tracker contract is 12 months.

We do not operate a user or usage licence model. There are no restrictions on the number of users, matters, invoices, etc. that can be added to Tracker. All functionality is available to all customers. We believe including all users, matters, law firms, and other vendors is necessary to achieve reliable reporting and the efficiency benefits of having everything and everyone working in a single system. Law firms are also not charged for using the system.

(1) Typical three-month implementation.

(2) Provided the organisation's external legal spend does not exceed 130% of the good faith estimate.

(3) Renewals may be subject to an uplift by 3% annually, provided spend has not exceeded 150% of the original spend ceiling (annual external legal spend), Flat or decreasing spend may still be subject to the 3% annual increase

## PROFESSIONAL SERVICES

The Legal Tracker Professional Services team provide consultancy, on-site implementation, data migration, custom integrations and additional training. The services are optional and the price is determined by the scope of work.

## COST ILLUSTRATION

Below is a cost illustration, where external legal spend is estimated to be £1,000,000.00

External legal spend	£1,000,000
<b>Monthly fee:</b>	<b>£1,047</b>
One time implementation standard virtual implementation Fee (it could vary depending on custom implementation and professional services requirements)	£6,546
Training and support	Included
Maintenance and Upgrades	Included
User licences	unlimited
Law firm setup and training	Included
<b>Legal Tracker 1st Year Cost</b> (The first year cost of Legal Tracker is based on 12 month's monthly fee and the one time implementation fee.)	<b>£19,114</b>

## RETURN ON INVESTMENT

IBM Global Services' independent ROI studies <sup>(1)</sup> have shown Legal Tracker customers can expect to save between 5-15% of their legal spend in the first year. Savings can be achieved by enforcing billing guidelines through the automatic auditing features in Legal Tracker and via the effective management of timekeepers and budgets with outside counsel.

**Based on a 7% saving in your organisation's legal spend, the return on investment would be:**

Legal Tracker 1 <sup>st</sup> year cost	£22,708
7% saving of legal spend	£70,000
<b>RETURN ON INVESTMENT</b>	<b>£50,886</b>

(1) The IBM Global Services ROI studies can be downloaded from the Legal Tracker website: [www.legaltracker.com](http://www.legaltracker.com).

## **BUSINESS BENEFITS**

- Collaborate with outside counsel in one system.
- Gain visibility of all legal work across the organisation.
- Track legal department spending against matter budgets.
- Report on all information in the system in real-time.
- Store documents with matters, and share with outside counsel.
- Evaluate law firm performance with objective and subjective metrics.
- Streamline invoice workflow: manage receipt, audit, review and approval.
- Automate invoice auditing to ensure billing guidelines are enforced.
- Automate collection of unbilled work (accruals).
- Record internal time spent on each matter.

## **SAMPLE CLIENTS (UK & EUROPE)**

- Kellogg's
- Citrix
- G4S
- Lambeth Borough Council
- National Grid
- Nike
- Octapharma
- Post Office Limited
- Tesco
- Unilever