

# Squire Sanders Partnering for Worldwide Value<sup>SM</sup> Initiative – Tools

## STAFFING MODELS

- Alternative Staffing Arrangements
- Lean Staffing
- Staffing Reviews by Practice Leadership
- Shared Arrangements/Onsite Client Assignments

## VALUE-BASED PRICING

- Required Case Management/Budget Plans
- Practice-Specific Alternative Fee Arrangement Guidelines/Manuals
- Focus on Processes/Outcomes
- Rewards for Results/Efficiencies
- Risk Sharing
- Financial Analysis Tools
- Ongoing Cost-Containment Efforts

## TRAINING AND COMPENSATION

- Adopted Merit-Based Associate Compensation System
- Enhanced Associate Development Program Designed to Address Practice-Specific Skill Ladders and Core Competencies

## CLIENT PERSPECTIVE

- One-Firm Firm
- Squire Sanders Partnering for Worldwide Value Covenant
- Squire Sanders Value Partner Team<sup>SM</sup>
- Endorsement of ACC Value Challenge
- Client Industry Focus
- Client Service Teams
- Client Feedback
- Thought Leadership

## PROCESS/WORKFLOW/RESOURCE OPTIMIZATION

- Project Management
- Early Case Assessment Wizard
- E-Discovery Best Practices
- Intelligent Discovery Processing
- Model Organizational Forms for Incorporations, Partnerships, etc.
- Model Checklists for Transaction Due Diligence
- Middle Market M&A Document Models
- Model Legal Opinions
- Automated Document Assembly Tool
- Associate Availability Tracking Tool
- Continuous Process Improvement

## KNOWLEDGE MANAGEMENT

- Sophisticated Document Management System
- Matter-Specific Internal Team Intranet Sites
- Practice, Industry and Client Team Intranet Pages
- Client Extranets and Related Client-Facing Collaboration Tools
- Public Finance Master Transaction Database
- Precedent Document Collections
- LexisNexis Search Advantage
- LexisNexis Transactional Advisor
- Westlaw Business/LIVEDGAR
- Securities Mosaic
- Practical Law Company Resource Service