

INNOVATION

Creative Pricing

Baker Donelson takes a holistic and consultative approach to helping clients reduce costs and improve the predictability of legal spend. In 2012, recognizing the need for better data, Baker Donelson implemented standardized phase/task coding for all of our matters. We use this historical matter data to evaluate opportunities for alternative pricing models and to collaborate with clients to develop mutually beneficial and creative pricing solutions. Through the implementation of more than 11,000 pricing models, and the addition of more than 100 new models each year, we are able to develop accurate pricing in an efficient manner.

Through hundreds of pricing evaluations, the most important lesson we have learned is that selection of the right pricing model must be based upon a true understanding of the client's legal and business goals. In order to achieve this, we routinely conduct thoughtful, in-person pricing strategy sessions with our clients at no additional cost. These collaborative sessions involve the thorough evaluation of historical legal spend and matter data, the development of a customized model based on the client's needs and project scope, and the incorporation of risk-sharing to ensure the model is mutually beneficial. Our Client Solutions and Innovation team, comprised of pricing and project management experts, develops a pricing proposal that clearly outlines in- and out-of-scope items. Once the proposal is finalized, the Client Solutions and Innovation team works to ensure our lawyers have the necessary tools to manage to the price.

Below are examples of practice-specific pricing models that we offer our clients. This is not an exhaustive list, as we develop new and innovative pricing models each day. Our objective is to proactively provide our clients with creative and tailored pricing that helps them achieve their specific goals. To discuss how our pricing capabilities can benefit you and your company, please contact our Chief Client Solutions Officer, [David Rueff](#).

Corporate

- Board Meeting and Secretarial Functions
- Contract Review
- Corporate Counseling and Advice
- Exchange Act/1934 Act Filings
- Securities

Employment

- ADA Title III
- Counseling and Advice
- EEOC Charges
- Employee Handbook Updates
- ERISA, Non-ERISA
- FLSA Audits
- I-9 Audits
- Single Plaintiff Discrimination
- Training

Intellectual Property

- Litigation
- Patent Prosecution
- Trademark Registration

Mergers and Acquisitions

- Closing, Post-closing
- Draft and Negotiation of Deal Documents
- Due Diligence
- Regulatory Filings
- Transaction Structuring

Offshoring and Outsourcing

- Contract Attorney, Paralegal, or Analyst
- Secondment

Real Estate

- Acquisition
- Divestiture
- Leasing

Regulatory

- General Data Protection Regulation (GDPR)
- Governmental Approvals
- Responding to Government Inquiry