

# NEWS

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## Tim Lupinacci Q&A in *Birmingham Business Journal's* Book of Law

In its special Book of Law section, the Birmingham Business Journal featured a Q&A with Tim Lupinacci. Mr. Lupinacci discusses how law firms are changing: "Law firms have to identify progressive ways to increase client service and value to clients. There are a number of ways law firms can do this, however, I suspect few are undertaking the work necessary to implement. By way of example, effective use of legal project management, which provides transparency to clients as to the status of any particular matter, as well as the cost incurred to-date. Another change that has occurred over the last few years is the increased use of alternate fee arrangements. At its most effective, an alternate fee arrangement is arrived at by the client and law firm by discussing goals, objectives and benchmarks of success for the client."

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