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Five Ways Law Firm Admin Teams Are Delivering Client Value

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In a pitch to a prospective client, it is common to see the general counsel ask attorneys to provide information on three topics: approach for the matter, proposed budget, and the unique value the firm could provide. Requests for information on “value” are becoming more and more frequent, with most RFPs asking specifically about value *in addition* to price.

Read the full article on [Reuters](#).