

## Managing Price Expectations

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An insurance client had a large portfolio of litigation and was looking to manage costs while also reducing the burdens associated with managing outside counsel rates and bills.



### Our Approach

By analyzing the costs and risks of the cases the client wanted us to handle, we proposed fixed monthly payments, subject to a year-end true-up if either party was significantly off budget due to unforeseen changes during the contract period.

### The Outcome

The client's administrative burden was significantly reduced, and both the client and the firm felt comfortable with the financial arrangement if unforeseen changes impacted the number of resources required.