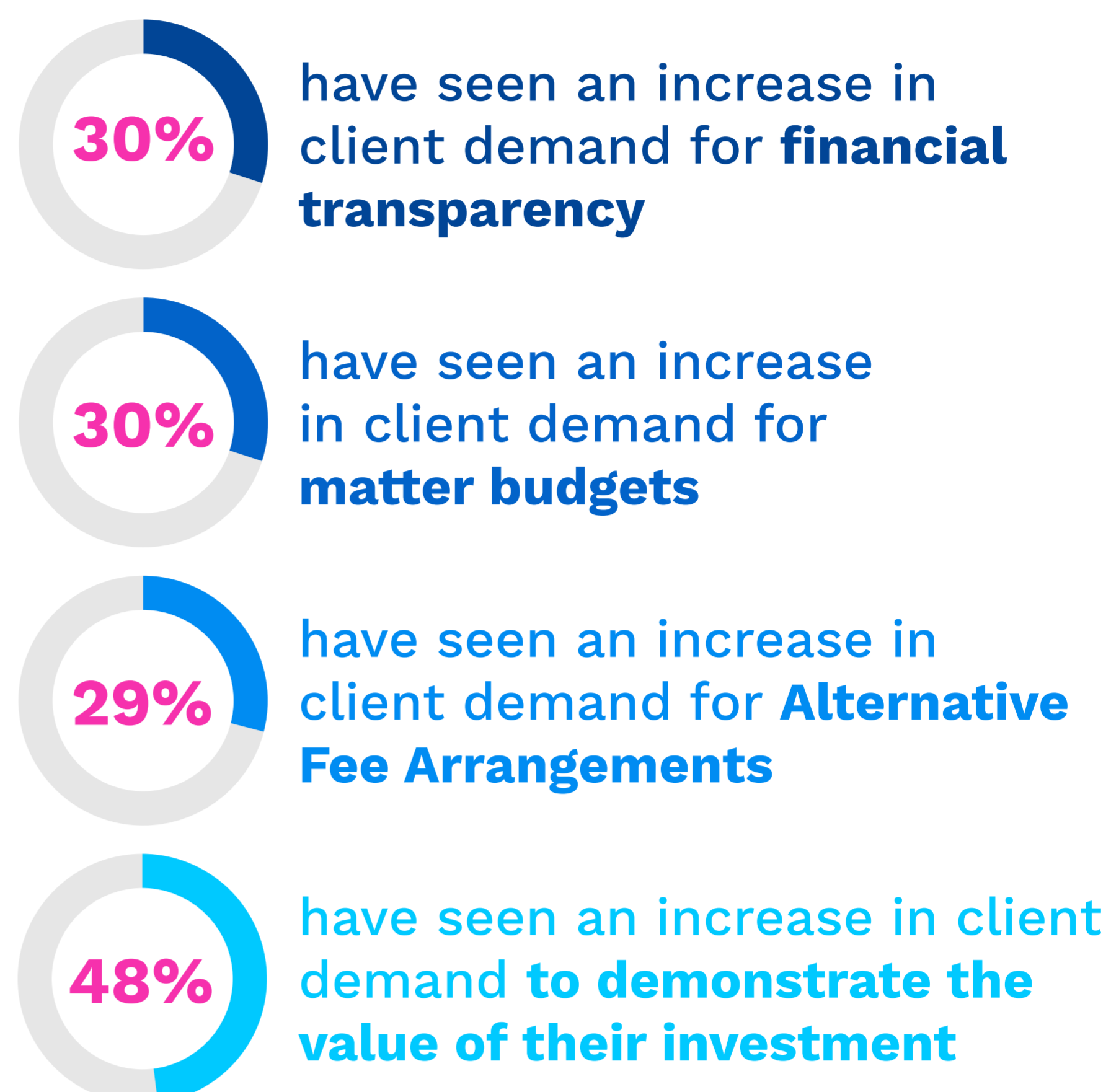


# Trend Analysis Legal Pricing and Budgeting



## Client Demand

In the last 12 months:



To meet increasing client pressure, firms must adapt pricing strategies and enhance profit visibility with effective matter budgeting. These practices ensure better transparency, cost predictability, and support the firm's financial health.

## Pricing

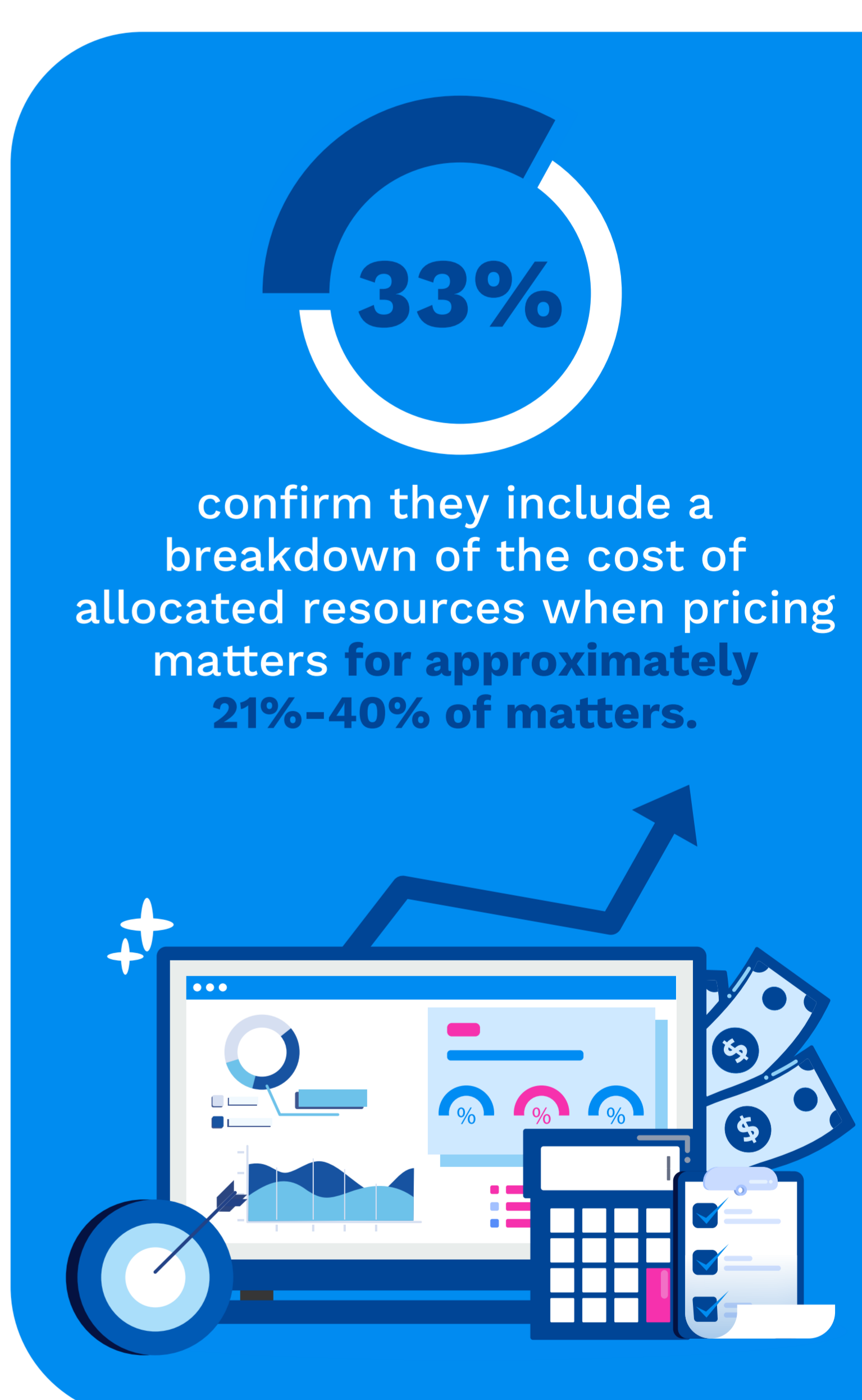
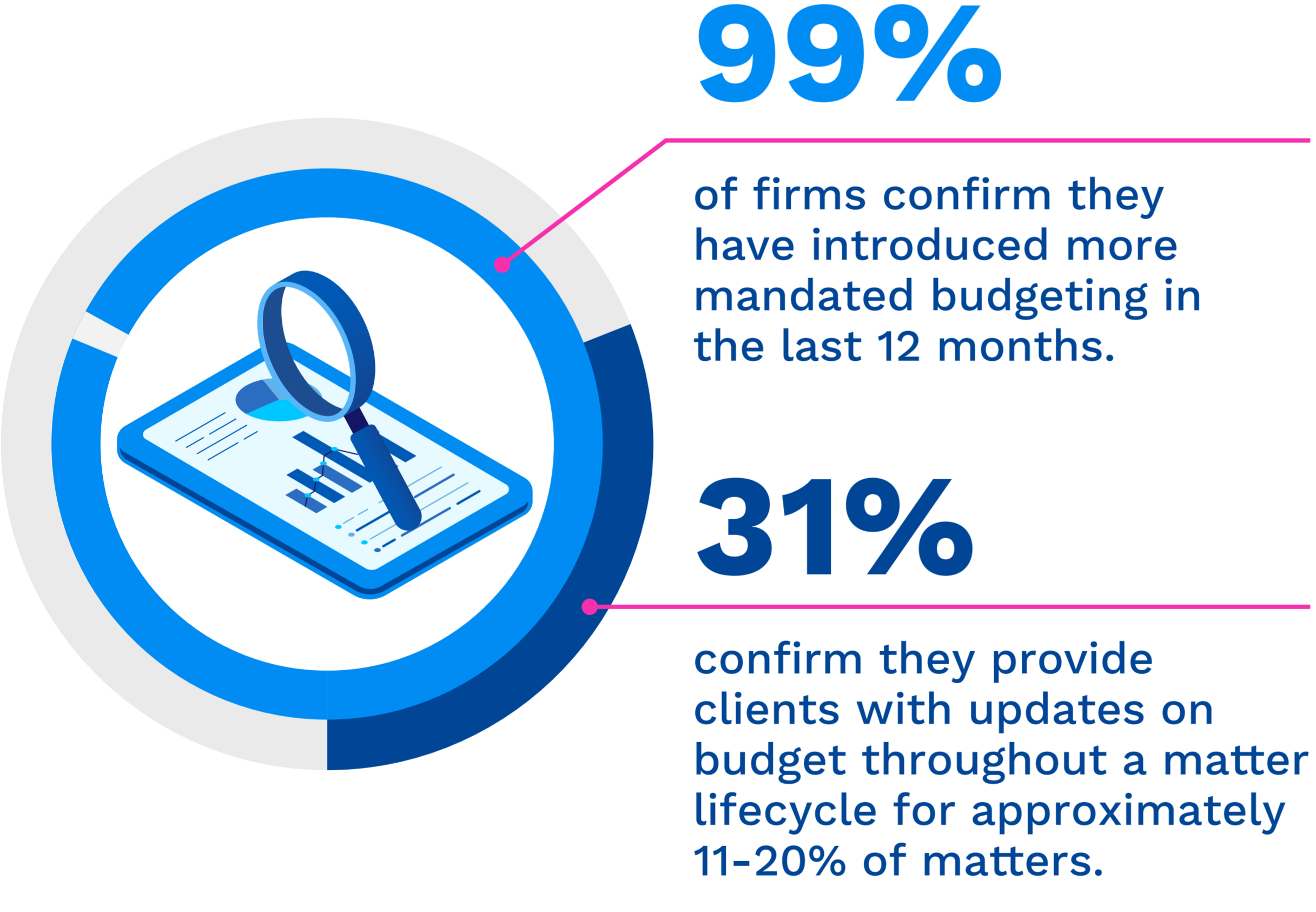


91% increased pricing last year and 86% will increase it again in the next 12 months with a fifth of respondents expecting to raise prices between 41-60%



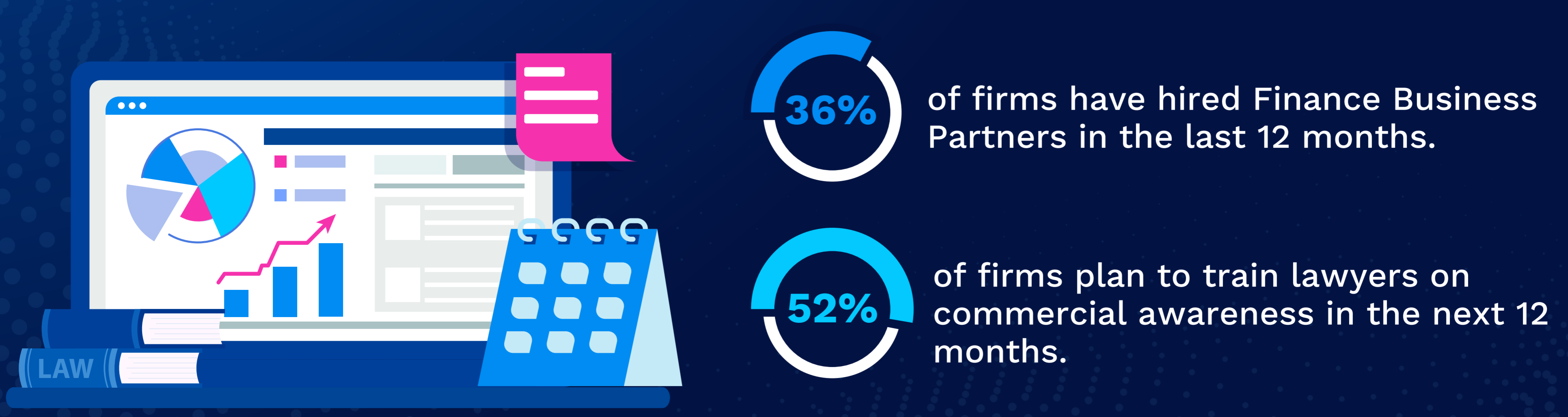
Despite understanding the need for alternative pricing amid growing client scrutiny and transparency demands, most law firms plan to raise prices in the next 12 months. The success of sustaining these increases remains uncertain.

## Budgeting



Firms recognize the importance of matter budgeting for identifying margins and benchmarks, improving financial planning, and client satisfaction. Proper processes and tools enhance profitability, but progress is needed in accurately costing resources at the outset of a matter.

## People, Skills, & Technology



There's a steady rise in firms hiring experts to optimize strategies and boost profitability and they are being combined with lawyer education to build profitable client engagements. Solid financial information is crucial to success, and pricing technology is now essential in law firms' tech stacks.