

Ogletree  
Deakins

**ADVANTAGE™**  
portfolio arrangements



# Total Value Solution

- Predictable Pricing
- Dedicated Team of Attorneys
- Innovative Technology Solutions
- Value-Added Services



## OGLETREE DEAKINS ADVANTAGE™

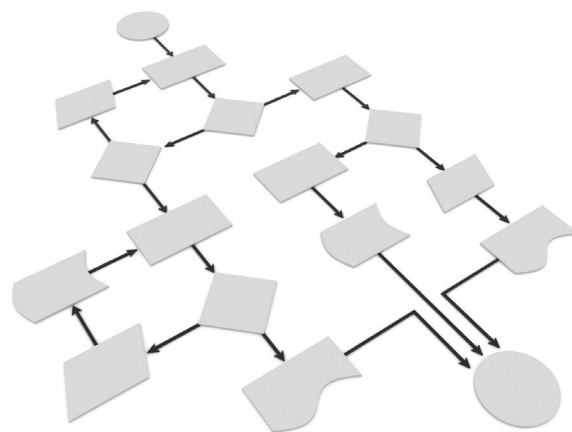
Ogletree Deakins Advantage™ is an innovative service delivery model built on a foundation of legal project management, knowledge management, and technology that offers clients the benefits of predictability and efficiency. Tailored to your company's needs, Ogletree Deakins Advantage™ includes a dedicated attorney team for all of your labor and employment needs, as well as client education programs and other value-added services, all at a predictable value-based price.

Developed after years of managing large portfolios of labor and employment matters for national employers, Ogletree Deakins Advantage™ is available for clients of all sizes with proven solutions to their labor and employment concerns and to reduce the burden on in-house counsel, empowering them to ensure the delivery of high-quality legal services on a cost-conscious legal budget.

Ogletree Deakins Advantage™ has earned recognition from prestigious publications and organizations that acknowledge excellence in value initiatives and legal innovation. Ogletree Deakins was awarded the 2016 InnovAction Award from the College of Law Practice Management, recognized by the Association of Corporate Counsel as a 2016 ACC Value Champion, and named a finalist for *The Lawyer's* 2016 Business Leadership Award in the "Best New Legal Product" category.

In addition to providing all of the benefits and services of a dedicated legal team, Ogletree Deakins Advantage™ includes additional value-added services such as

- Legal Project Management
- Professional Development and Training
- Proprietary Technology
- Monthly, Quarterly, Annual, and/or On-Demand Reports
- Ogletree Deakins Publications



*Ogletree Deakins Advantage™ can be priced by projected number of matters, time frame, region, or any combination of factors.*

## BENEFITS OF OGLETREE DEAKINS ADVANTAGE™

- **Dedicated Team.** We provide a team of attorneys, with specific subject-matter and state law experience situated across the country, who are dedicated to understanding your strategic goals and how you do business. In addition to a Relationship Attorney, your team will consist of skilled, experienced attorneys all pre-approved by you. By utilizing a dedicated team with knowledge of your business, we avoid duplication of effort and “reinventing the wheel” and ensure consistent, efficient, high-quality work product on all client matters handled by Ogletree Deakins.
- **Flexible Pricing and Budgetary Certainty.** Ogletree Deakins is a leader in developing innovative alternative fee arrangements. We will design a fee arrangement that is tailored to your individual needs and business strategy. Fee structures can include flat fees, blended rates, holdbacks, performance-based pricing, and other arrangements. Ogletree Deakins Advantage™ has the potential to offer your company a significant reduction in costs due to volume-based pricing, consolidation of legal service providers, and increased efficiency. More importantly, Ogletree Deakins Advantage™ offers increased predictability in your legal budget. With Ogletree Deakins Advantage™, you can budget for your labor and employment law services with confidence.

# Total Value

## VALUE-ADDED SERVICES

Ogletree Deakins Advantage™ includes a large selection of value-added services at no, or minimal, additional cost, such as: *IntelliCase*, our proprietary agency charge tool; *O-D Comply*, which provides frequently updated legal guidance on six principal areas to comply with the laws of all 50 states; *Trip-Wire*, a proprietary application used to assess the risk of unionization; *Reduction-in-Force Adverse Impact Analysis* tool; custom-designed client extranets; *The Employment Law Authority*, the firm's newsletter, and other firm publications; webinars and training opportunities; and more.



For more information on Ogletree Deakins Advantage™, contact your Relationship Attorney or email [advantage@ogletree.com](mailto:advantage@ogletree.com).

- **Legal Project Management.** At Ogletree Deakins we believe legal project management is one of the keys to delivering high-quality legal services efficiently and at a predictable price. Toward that end, the firm has developed standard processes, procedures, and tools to increase efficiency, productivity, and quality while reducing costs.
- **Knowledge Management.** Ogletree Deakins' Knowledge Management team plays a critical role in the cost-effective delivery of legal services. Using the Ogletree Deakins award-winning intranet, *ODConnect*, and other proprietary knowledge management tools, attorneys are able to leverage your existing work product and other research materials and documents, ensuring that you benefit from the collective knowledge of our firm's attorneys.
- **Client Education Programs.** With Ogletree Deakins Advantage™ your employees have access to our extensive selection of training programs—many at no cost or a significantly reduced cost. Training opportunities include our Workplace Strategies national educational seminar, Corporate Labor and Employment Counsel Exclusive conference, Not Your Father's labor series, Navigating California Employment Law conference, local seminars, breakfast briefings, and custom training programs and webinars.
- **Innovation.** Ogletree Deakins is committed to continuous improvement in the delivery of legal services. In addition to using legal project management and other business principles to streamline the handling of your matters, we strive to use best-in-class technology to further improve our service to you.
- **Extends Your Legal Department.** Ogletree Deakins Advantage™ transforms the typical relationship between a law firm and client into a genuine partnership with an alignment of mutually beneficial goals. Ogletree Deakins' attorneys serve as an extension of your legal department, helping you to provide practical and timely legal services to your internal clients while allowing your in-house counsel to focus on high-value, key strategic matters.
- **Experience.** Ogletree Deakins represents clients in all areas of labor and employment law. Ogletree Deakins Advantage™ allows you to benefit from our vast resources, experiences, best practices, training initiatives, industry insights into enforcement trends, and knowledge of developing risks for employers—allowing you to be more proactive in managing labor and employment issues.
- **Geographic Coverage.** Ogletree Deakins is one of the largest labor and employment law firms representing management in all types of employment-related legal matters. The firm has more than 50 offices in the United States, and in Europe, Canada, and Mexico.

# Solution

