

LAW FIRM CASE STUDY

APPROXIMATELY 500 ATTORNEY LAW FIRM WITH MULTIPLE PRACTICE AREAS AND OFFICES

SITUATION

- The firm had been negotiating with a major online provider off and on over the past year and the firm had 'walked away' from negotiations in frustration
- Offers from the vendor were consistently the same: very high
- During the most recent round of negotiations, the vendor refused to budge, and the negotiations were at an impasse
- The library contacted C&C for assistance and for a counter-proposal to competing bids from Hildebrandt and Chase Cost Management

CABLE&CLARK SOLUTION

- The firm chose C&C based on the strength of our preliminary analysis
- Negotiations with the vendor commenced immediately
 - Sarah Kavanagh worked directly with the vendor on behalf of the firm
 - The C&C team analyzed data and supported the negotiation effort

RESOLUTION

- New online contract signed and implemented within six weeks of signing with C&C
- Total savings to the firm: Approximately \$500,000 in the first year

SUMMARY

In less than six weeks, the firm achieved a significant amount of savings that they admitted 'would never have happened without' our assistance. The firm is currently enjoying their new online contract.