



79%
of law firms use an ALSP

71%
of in-house legal departments use an ALSP



Captive ALSPs are the fastest growing segment, growing **60%** in the past two years

Top reason ★

for both law firms and corporations to use ALSPs is **“access to specialized expertise”**



Law firms use ALSPs to provide **alternatives to control costs**



Corporations use ALSPs to free up internal teams for **more strategic matters**

Top reason ★

given for law firms or corporations
who *don't* use any ALSPs



They prefer to handle the work
using **their own resources**

Law firms who use captives are
40% or more
likely to keep within a captive

Intellectual property management
40% 37%  23% 

Project management services
50% 30%  20% 

Contract management and abstraction
51% 40%  9% 

Merger and acquisition due diligence
52% 30%  18% 

Legal drafting services
55% 27%  18% 

Management of corporate transactions
56% 25%  18% 

Captive only

Both

ALSP only

Top 3 ALSP Services

ALSPs used by law firms

- 1 **45%** Electronic discovery
- 2 **44%** Legal research services
- 3 **39%** Litigation and investigation support



ALSPs used by corporations

- 1 **35%** Regulatory risk and compliance services
- 2 **29%** Legal research services
- 3 **26%** Specialized legal services provided by licensed lawyers



Nearly half of law firms believe
that using ALSPs can help them:

49% **scale and expand**
their business



48% **mitigate price
pressures** from clients

