



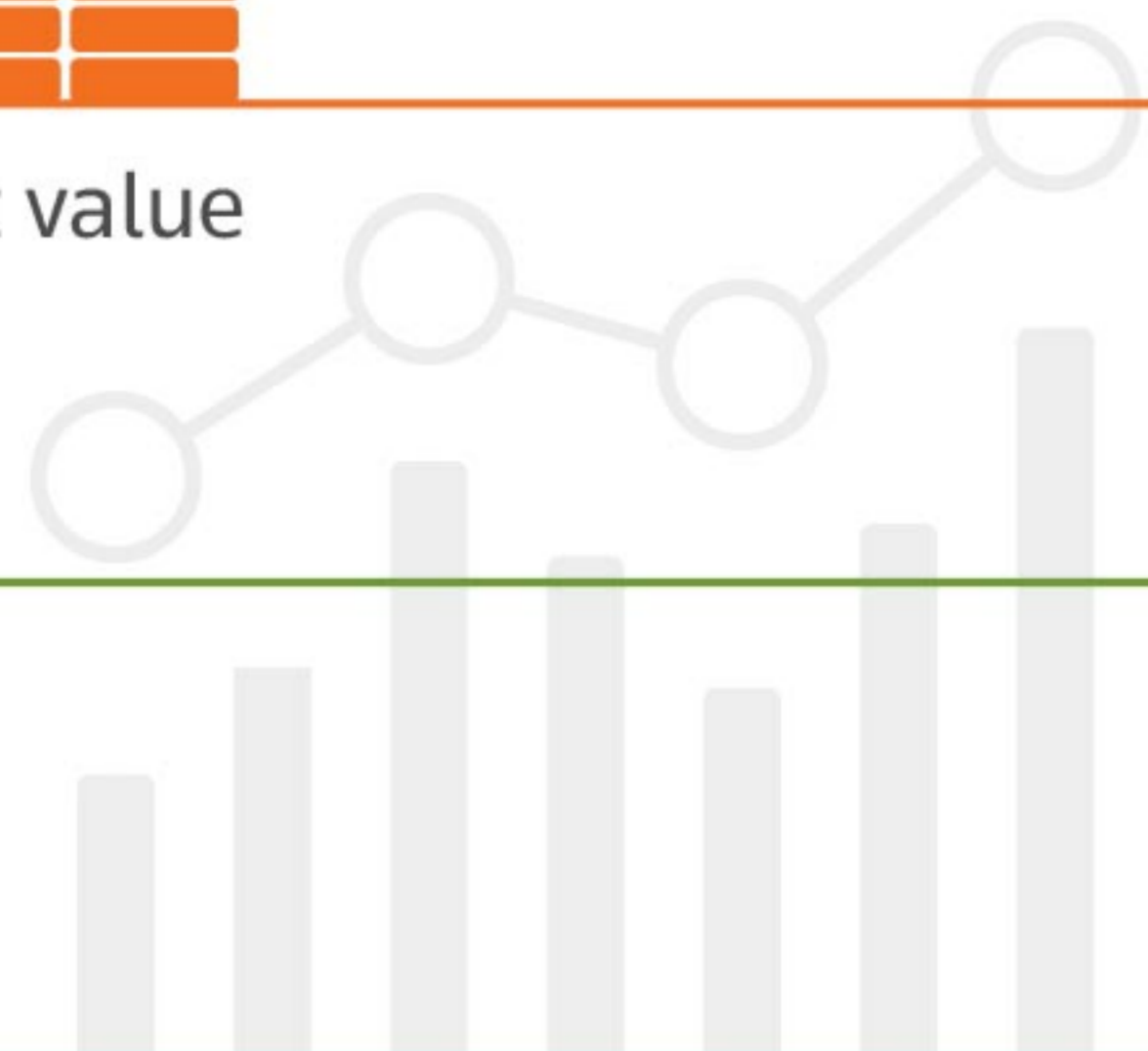
Independent ALSP market value



Big 4 ALSP market value




Captive law firm ALSP market value



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**

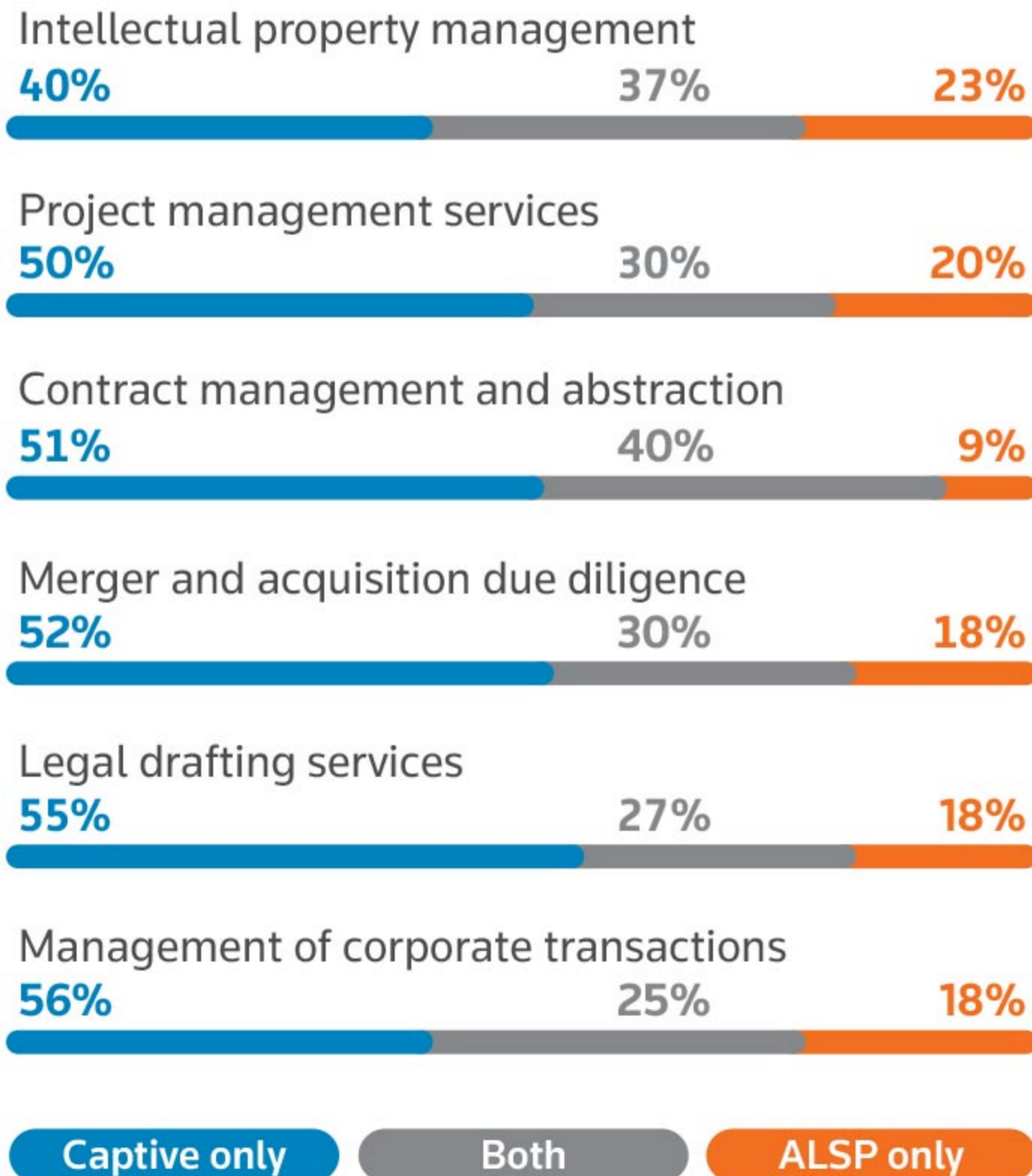
Top reason

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



Top 3 ALSP Services

ALSPs used by law firms

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

ALSPs used by corporations

- 35%** Regulatory risk and compliance services
- 29%** Legal research services
- 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

