

The Annual Law Firm Finance Report finds...

46%

of law firms plan to implement advanced **Business Intelligence (BI) technology** over the next 12 months.



67%
of firms confirm costs have increased in the last 12 months.

A quarter report increases of over

25%



90%

of firms confirm they have already implemented or plan to **implement lawyer compensation** to increase profitability margins and

51%

plan to train lawyers to have more **commercial awareness**.



76%

report an increase in client demand for **financial transparency, reporting, and additional discounting**.



15%

of firms say that **using billable hours as their main KPI will change over the next 12 months**, instead shifting focus to profitability, client retention and cross-practice referrals.



60%

expect write-offs to continue increasing over the next 12 months.

59%

confirm write-offs have increased over the last year and

