

HUSCH BLACKWELL

Client Pricing Options

At Husch Blackwell, our dedication to providing quality client service, transparency and cost-effective legal spend is what sets us apart from other firms. We recognize that hourly fee arrangements sometimes fail to provide the value and predictability that you may seek in a pricing structure. We regularly offer fee arrangements that align with successfully meeting our clients' legal and business objectives. In fact, according to a 2020 BTI Consulting report, Husch Blackwell was recognized as one of the top 22 law firms in the country at using alternative fee arrangements, listed as a "Standout Law Firm."

We have a specific process for developing customized fee arrangements that involves a collaborative discussion with the client regarding scope of services and deliverables. We strive to provide our clients with flexibility in arriving at fair and predictable pricing structures that align with their legal and business objectives.



BTI Consulting identified Husch Blackwell as one of the top 22 law firms in the country best at using alternative fee arrangements

Options at a Glance



Fixed or Flat Fees

- Fixed or Flat Fee
- Fixed or Flat Fee with a Collar
- Portfolio Fee



Alternative Hourly Rates

- Block of Hours
- Blended Hourly Rate
- Blended Hourly Rate by Title



Risk-Sharing Options

- Value Based Fee
- Holdback (with or without a Success Fee)

Fixed or Flat Fees

Fixed or Flat Fee

The client and the firm agree on a fixed (or flat) fee to cover the cost of a defined scope of services. The fee is established based on a mutually agreed upon scope of services, shared projections of cost and the value to the client. The fixed fee can be set in a variety of ways, including –

- as a periodic payment (monthly, quarterly, annually);
- per phase or defined subset of work in a matter (motions to dismiss, discovery);
- or per “life of matter.”

Fixed or Flat Fee with a Collar

An amount is agreed upon for a specific task, an entire matter or a portfolio of matters. The collar is a set percentage above and below the fixed fee amount that shares the risk between the client and the firm. This arrangement provides flexibility when a flat amount is difficult to estimate, and provides predictability regarding the fees that will be paid by the client.

Portfolio Fee

A fixed fee is agreed upon for a group of similar matters, or a fixed amount per matter for a group of similar cases. By paying a fixed fee for a portfolio of matters, the client and the firm can diversify the risk of under-budgeting or over-budgeting that is otherwise inherent in any single matter.

Alternative Hourly Rates

Block of Hours

Husch Blackwell agrees to provide a block of hours for attorney time to be used by the client at a specified hourly rate. For example, the client receives a block of 150 hours of time to be billed at \$X/hour.

Blended Hourly Rate

A flat hourly rate that applies to all attorneys working on a matter, regardless of the level of experience or individual billing rate. The amount of the blended rate will be determined on the basis of the respective rates of the attorneys expected to be working on the matter, the allocation of hours and the volume of the anticipated work.

Blended Hourly Rate by Title

A variation of the Blended Hourly Rate, where a flat hourly rate is applied to specific title levels. For example, \$X/hour for all Partners, \$X/hour for all Associates and \$X/hour for all Paralegals.

Risk-Sharing Options

Value Based Fee

This approach allows the client to experience using our counsel and determine how valuable it is before agreeing to a set fee. In this arrangement, our attorneys and paralegals are available to the client as much as needed for a set period of time (typically a one- or two-month period). At the end of that time period, the client and Husch Blackwell, reasonably and mutually, propose a fee amount that they feel is commensurate with the value the firm has provided. The client could then consider whether it wants to continue using monthly value fee pricing, or consider some other arrangement. Value pricing allows the client to ignore the pressure of taking on added fees when counsel is needed, when their in-house load is too large, or just as confirmation when issues arise. Value pricing also encourages open communication between our attorneys and the client.

Holdback (With or Without a Success Fee)

The client and the firm agree on a set of performance metrics against which Husch Blackwell will be measured. A percentage of the fee is “held back” by the firm (not paid by the client), contingent upon the success of a matter. If the matter is concluded successfully, Husch Blackwell receives the holdback or an agreed upon success fee. A holdback can be structured around various outcomes, such as:

- The attainment of specific results (for example, winning a motion, trial or appeal).
- Fees incurred (for example, resolving a matter below a specified amount or negotiating a transaction at or below a certain price).
- The achievement of matter milestones (for example, closing a deal by a certain date or resolving a case before discovery begins).

Hybrid Fee Arrangements

In certain situations, the best approach is a combination of several pricing arrangements. We have developed numerous combinations and variations of the pricing options described above. We are prepared to discuss and pursue any reasonable pricing structure that successfully aligns with our client’s legal and business objectives.