

# THE LEGAL SPEND MANAGEMENT 'BIG MISTAKE' SERIES



The 'Big Mistake' organisations  
make.....with billing guidelines'



Welcome to Coote O'Grady's second  
issue of the 'Big Mistake' series.

In each issue our our expert team are talking about a 'Big Mistake' organisations make and could avoid when it comes to managing the various aspects of external legal spend.

In this issue we are discussing the 'Big Mistake' organisations make with the existence of .....**BILLING GUIDELINES**

Many organisations still do not have a set of billing guidelines in place with their external law firms before engaging with them on a matter.

Amazingly, large global clients will engage with a law firm with no terms of engagement/billing guidelines or rates being agreed. When they then get the exorbitant bills from the law firm we often see the client enter into very lengthy negotiations about what should / should not be chargeable.



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