

# Managing Litigation

Presenting an Exclusive Opportunity  
for Litigation Management Decision-makers

## As A Business



### ALIGNING VALUE AND COSTS OF LITIGATION SERVICES

#### Texas Kickoff

8:00 a.m. — 8:45 a.m.	<i>CONTINENTAL BREAKFAST &amp; NETWORKING</i>
8:45 a.m. — 8:50 a.m.	Welcoming Remarks / Purpose of the Day
8:50 a.m. — 9:15 a.m.	The “ACC Value Challenge” and “Managing Litigation as a Business” <ul style="list-style-type: none"><li>➤ Marketplace Dynamics / The Need for Change</li><li>➤ Realigning Value and Costs of Legal Services</li><li>➤ The Big Picture – Is Change Really Happening?</li><li>➤ What Does It Take? Re-engineering for Success</li><li>➤ Learning How to Define and Deliver Value</li></ul>
9:15 a.m. — 10:30 a.m.	<b>Plenary Session</b> – Law Department Leader Panel Risk, Dispute and Litigation Management -- Success Examples / Best Practices Capturing Low-hanging Fruit Today for Better Results at Lower Costs Tomorrow
10:30 a.m. — 10:50 a.m.	<i>BREAK</i>
10:50 a.m. — 11:30 a.m.	<b>Small Group Break-out Sessions</b> Structured Discussions – Redesigning Litigation Services <ul style="list-style-type: none"><li>➤ Managing a 50% Cut in e-Discovery Costs / Proposed Actions</li><li>➤ Managing a 50% Cut in Case Resolution Time / Proposed Actions</li></ul>
11:30 a.m. — 11:50 a.m.	<b>Plenary Session</b> – Reports by Small Group Leaders Were the Hypothetical Situations “Real Enough?” Insights Gained from Small Group Discussions

## Managing Litigation as a Business – Texas Kickoff

11:50 a.m. — 12:00 p.m.	Overview of the “Managing Litigation as a Business” Initiative and “Managing Litigation Reference Model” Project
12:00 p.m. — 1:20 p.m.	<i>LUNCH – GUEST SPEAKERS</i>
<b>1:20 p.m. — 2:50 p.m.</b>	<b>Small Group Break-out Sessions</b> Review Law Department Participant’s Litigation Management Self-Assessment <ul style="list-style-type: none"><li>➤ Referring to the Key Element graph – Identify what the in-house team does well and where improvement is desired</li><li>➤ What areas have your selected for next improvement and why?</li><li>➤ What resources are needed to implement desired improvements?</li></ul> Review Law Department Participant’s Legal Services Value Criteria <ul style="list-style-type: none"><li>➤ What criteria do you use to determine the “value” of litigation services to your company?</li><li>➤ What specific things would you like your outside counsel to do to improve the value of the litigation services they provide?</li><li>➤ What key insights have you gained from this analysis?</li></ul>
2:50 p.m. — 3:10 p.m.	<i>BREAK</i>
<b>3:10 p.m. — 3:30 p.m.</b>	<b>Plenary Session – Reports by Small Group Leaders</b> What MLRM Key Elements were identified as targets for next improvement? What “key insights” were gained through self-assessments and review of value criteria?
<b>3:30 p.m. — 4:00 p.m.</b>	<b>Plenary Session – Facilitated Brainstorming and Discussion</b> What are the best ways to help clients identify and define their criteria for determining the value of litigation services they want to buy? <ul style="list-style-type: none"><li>➤ What is “value” in the context of litigation services?</li><li>➤ What elements make up “value” for clients?</li><li>➤ Are there common elements of “value” that all clients would agree on?</li><li>➤ What is the difference between being efficient and effective?</li><li>➤ Where does client desire for predictable costs fit into this picture?</li></ul>
4:00 p.m. — 4:15 p.m.	Program Wrap-up Next Steps – Promoting Ongoing Activities for Texaco In-house Counsel Acknowledging and Thanking Our Event Sponsors
4:15 p.m. — 5:15 p.m.	<i>NETWORKING RECEPTION</i>

► **Event Date & Location**  
Thursday, January 26, 2012

**Meeting Facility**  
Law Offices of Jackson Walker  
901 Main Street, Suite 6000  
Dallas, Texas

**Register Now!**

For more information call Peter Jenkins at 928-776-4600 or email [peter.jenkins@LawPartnering.com](mailto:peter.jenkins@LawPartnering.com).

To register online, please visit:  
<http://www.managinglitigation.com/event-registration/default.aspx>.

**There is no cost to participate. However, attendance is limited to 24 Corporate Counsel.**