

General Counsel Barometer 2017 Findings

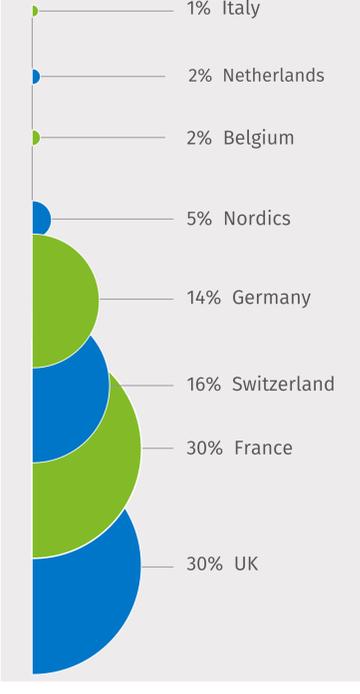
Europe's legal departments need technology to support strategic goals



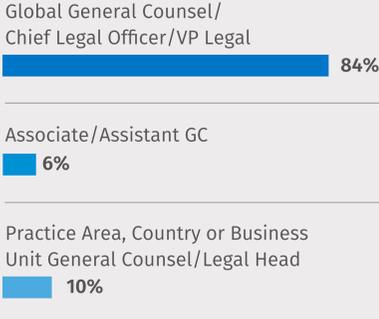
More than 250 General Counsel were surveyed

Geographical coverage

General Counsel from **eight** European countries were surveyed



Job role

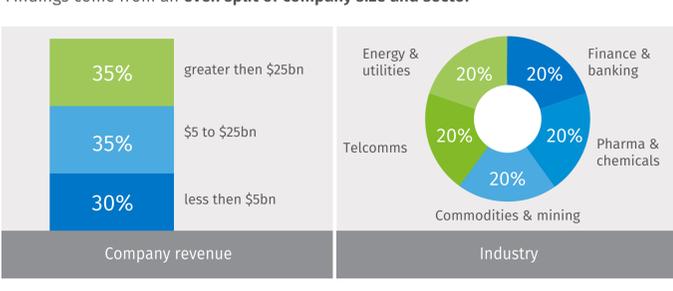


The majority of respondents had **more than 150 lawyers in their department**



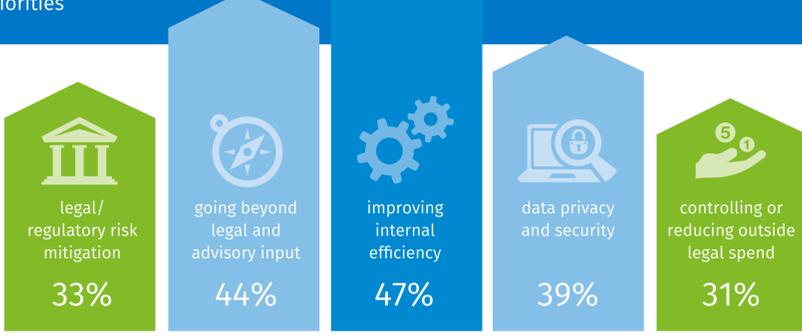
Size and sector

Findings come from an **even split of company size and sector**



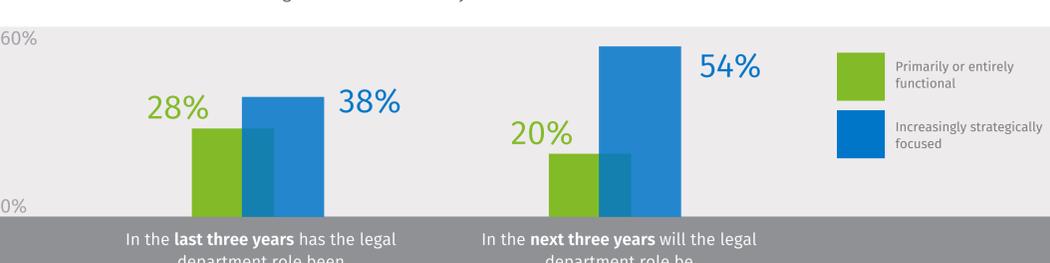
Improving Internal Efficiency is the number one priority for General Counsel

Top 5 priorities



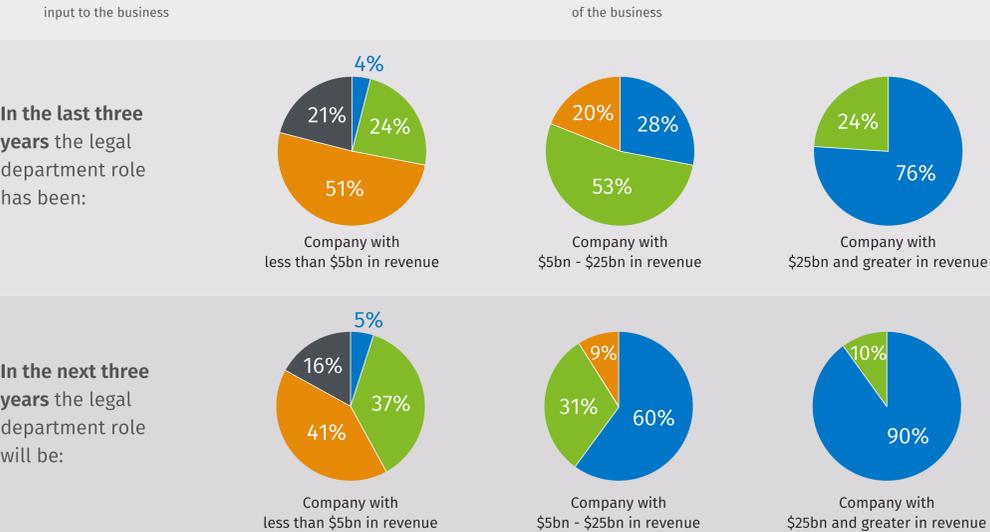
Going beyond legal and advisory input is an increasing focus of the legal department's role

Across all countries surveyed, General Counsel reported an expectation that their department will become less functional and more strategic over the next three years.



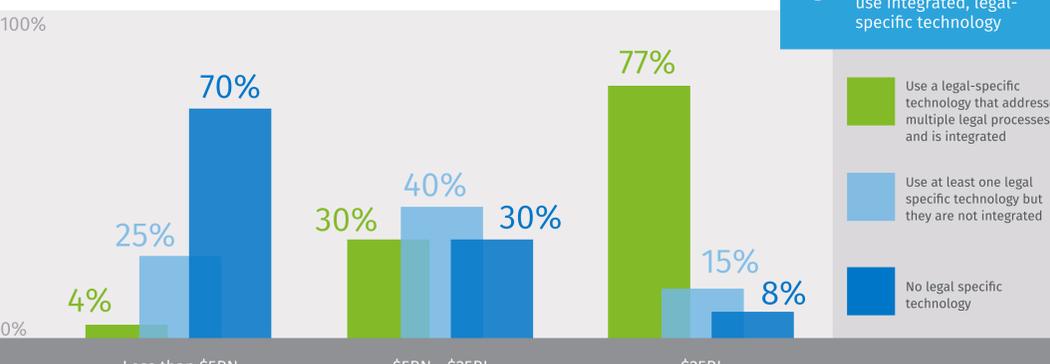
Role of legal department

There is a clear correlation between company size and perceived strategic focus of the legal department; enterprises are already mainly strategic, with smaller companies primarily functional. But regardless of size, the trend is towards becoming more strategic.



Larger, more strategic legal departments are more likely to have sophisticated legal technology

General Counsel in the Finance and Banking Sector were most likely to use integrated, legal-specific technology

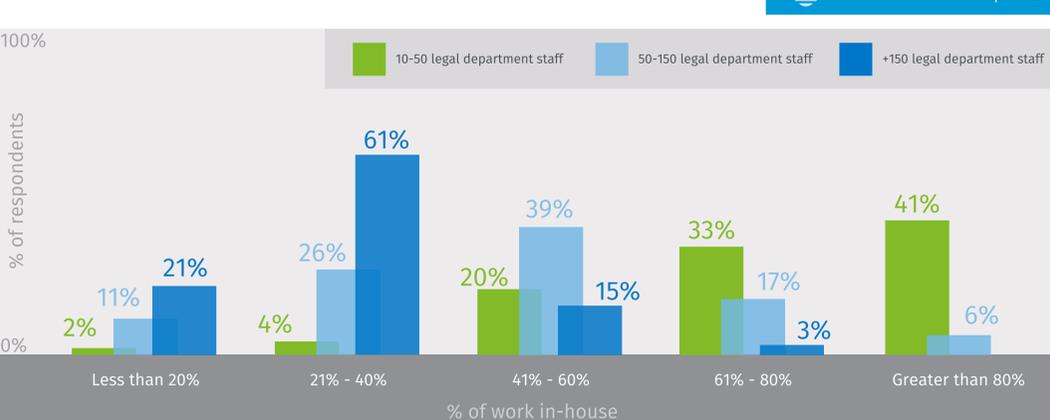


Larger legal departments outsource more work than their smaller counterparts

There is a correlation between size of legal department and the amount of work conducted in house. In addition, the survey found that the largest legal departments expect to outsource more work over the next 12 months.

Due-diligence is the type of work most likely to be outsourced (68%)

Majority of respondents' annual spend on outside counsel is between \$100-249m



Conclusion

The correlation between large organisations using technology and having more input into business strategy is not a coincidence, and smaller departments need to invest in tools if they are to increase efficiency and meet strategic demands. Technology investment helps a legal department achieve strategic goals by enabling:

53% of \$5-25bn revenue companies said that "having too much work for internal staff to handle" was the main reason for outsourcing legal work



Download our white paper, **Building the Business Case for an Enterprise Legal Management System**, to learn how to justify your request for legal technology investment, including how to calculate the potential ROI.

Download our white paper at wkelsolutions.com/businesscase

This infographic is a snapshot of findings from the General Counsel Barometer 2017. The full 20-page report contains further findings in the areas of legal priorities, processes, spend and firm management, with findings broken down by company size and country, and commentary from European General Counsel. Download it free at wkelsolutions.com/gcbarometer.