

## How in-house counsel in Ukraine and Russia manage their legal departments

**III Annual In-House Counsel Conference in Kyiv  
Organized by Ukrainian Bar Association, 23.04.2010**

Presented by: Jeffrey Forbes, from the Forbes Institute

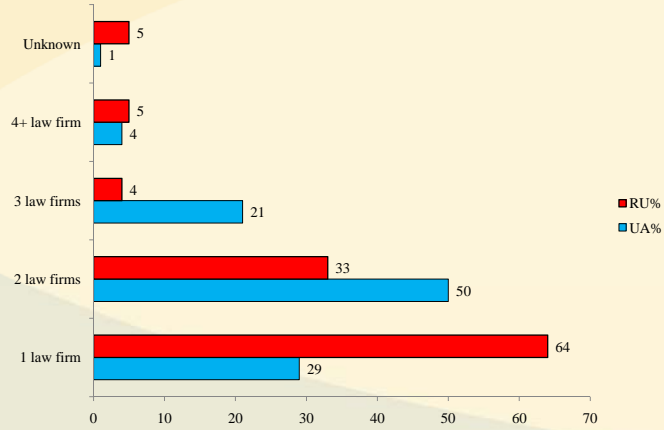
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### How in-house counsel in Ukraine and Russia manage their legal departments

- Unpublished data from the 2008 CEE in-house counsel survey comparing how legal departments are managed in Ukraine and Russia.
- Recently published data from the 2009 in-house counsel survey in Russia on how they managed their legal departments during the financial crisis.

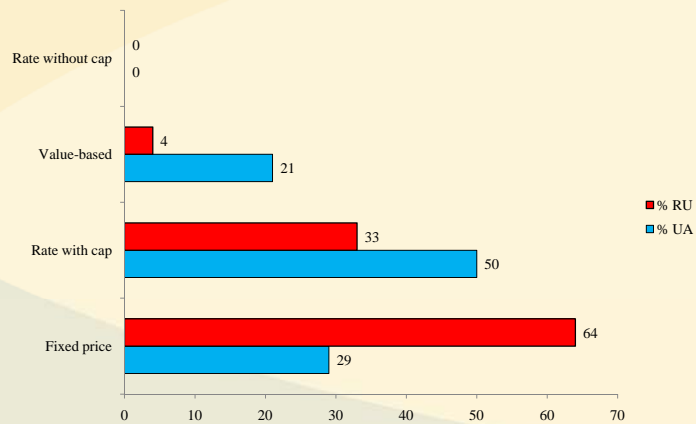
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Law firms' share of budget



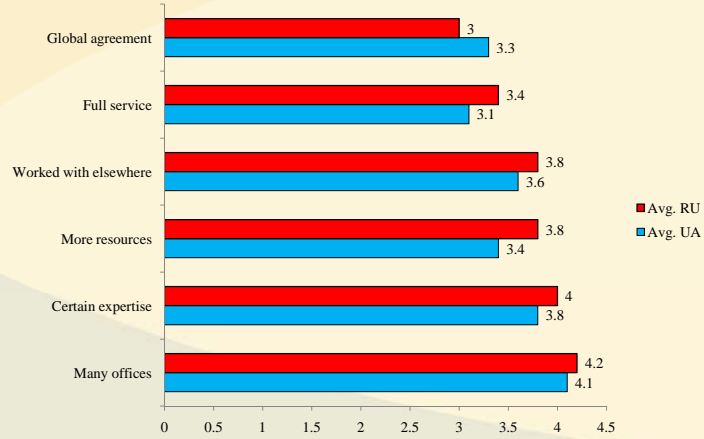
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Preferred Billing Terms



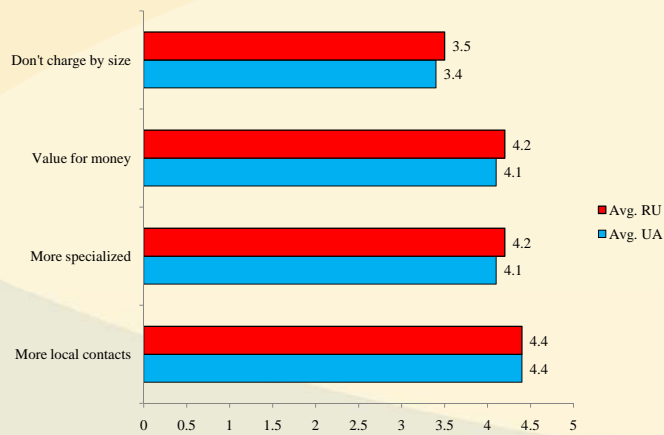
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Hiring foreign vs. local law firms



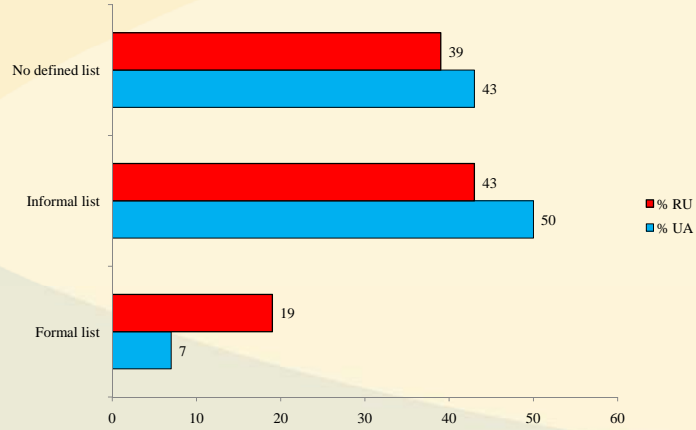
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#### Hiring local vs. foreign law firms



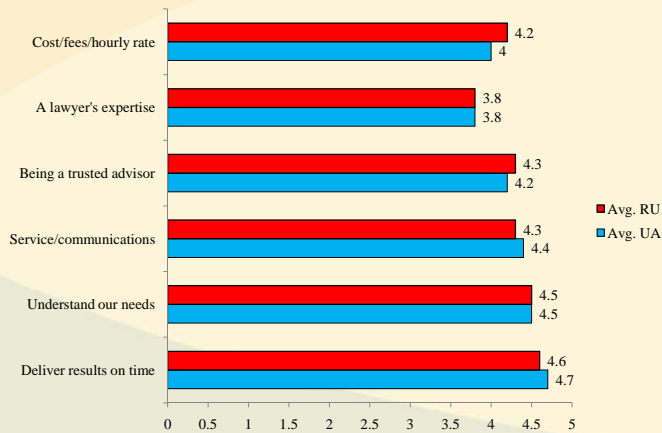
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Law firm panels



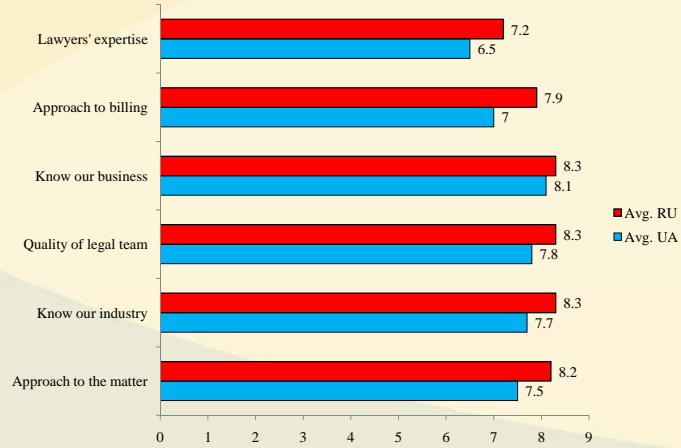
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Selecting external counsel



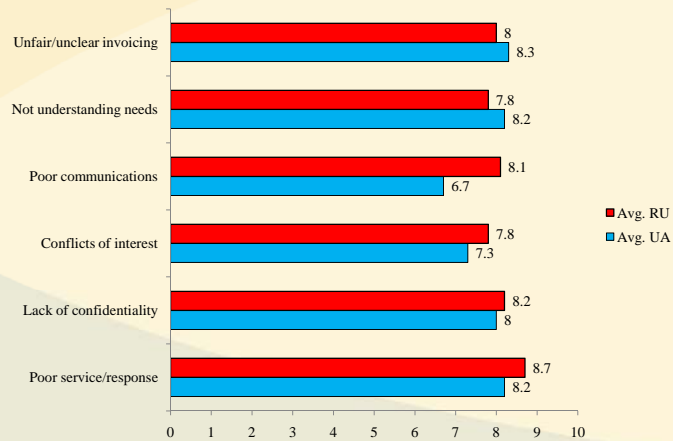
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Retaining external counsel



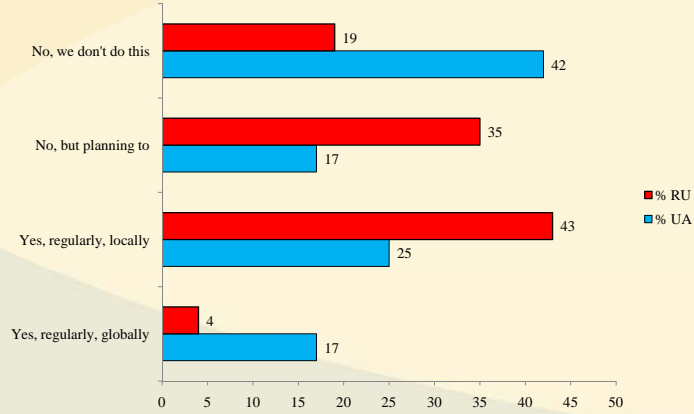
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#### Removing external counsel



How in-house counsel in Ukraine and Russia manage their legal departments

Internal surveys about law firms

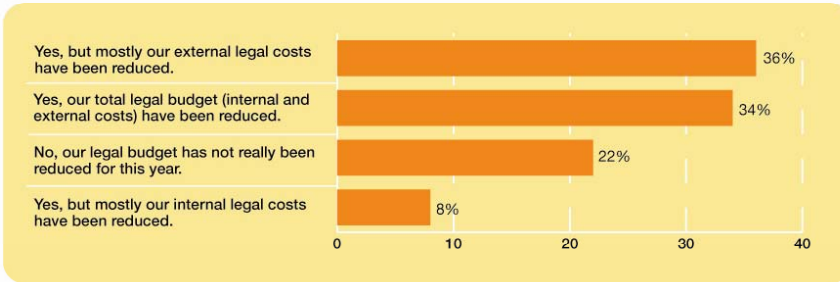


How in-house counsel in Ukraine and Russia manage their legal departments

Data from the 2009 survey:  
How in-house counsel in  
Russia are managing their  
legal departments

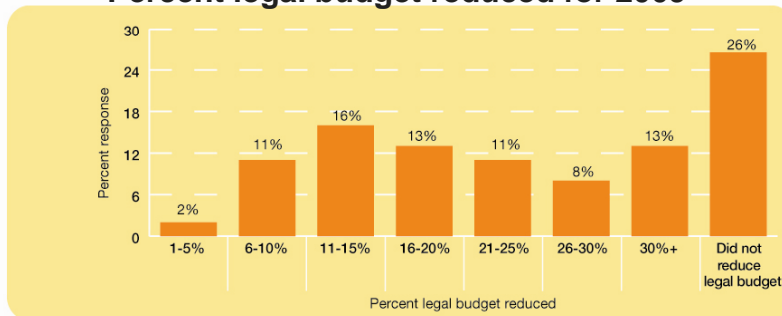
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Legal budget reduced for 2009



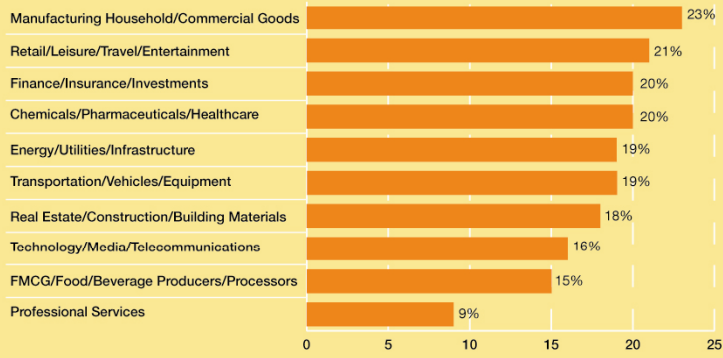
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Percent legal budget reduced for 2009



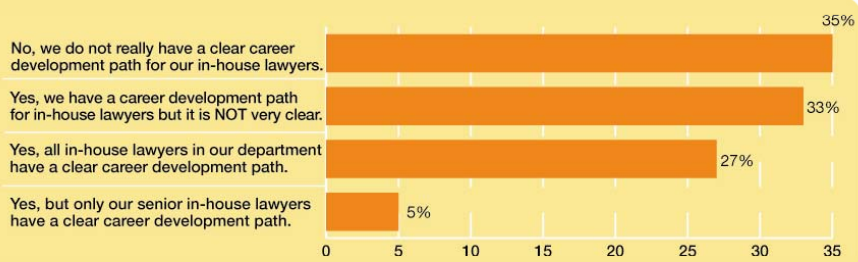
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Average percent budget reduced by industry



### How in-house counsel in Ukraine and Russia manage their legal departments

#### Career development path for in-house lawyers



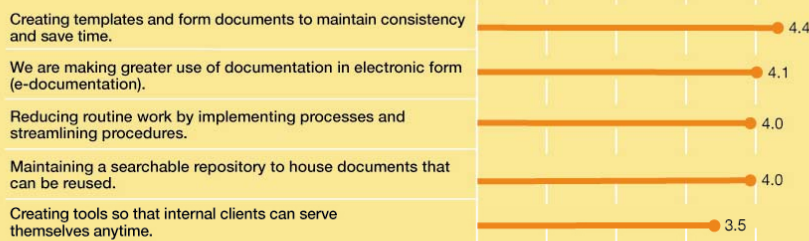
## How in-house counsel in Ukraine and Russia manage their legal departments

### Developing and motivating in-house lawyers



## How in-house counsel in Ukraine and Russia manage their legal departments

### Increasing the legal department's productivity



## How in-house counsel in Ukraine and Russia manage their legal departments

### Aligning the legal department with the business



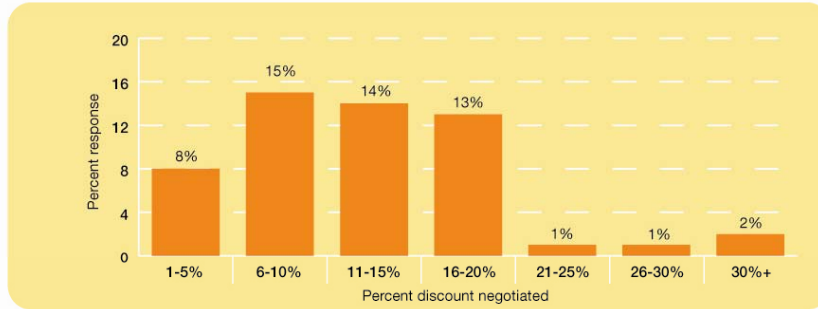
## How in-house counsel in Ukraine and Russia manage their legal departments

### Actions to reduce external legal costs



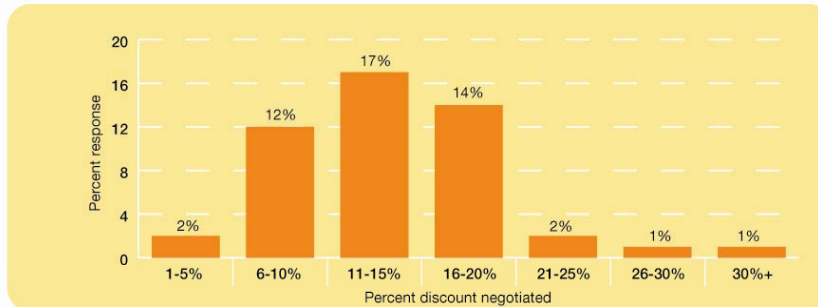
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Avg. discounts: complex, high profile, non-recurring



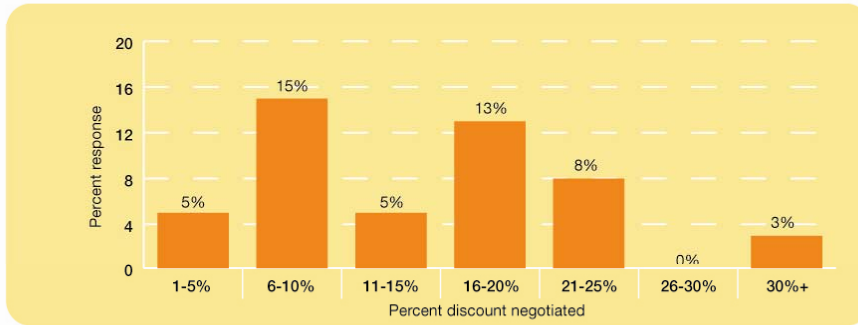
### How in-house counsel in Ukraine and Russia manage their legal departments

#### Avg. discounts: complex, recurring matters



### How in-house counsel in Ukraine and Russia manage their legal departments

#### Avg. discounts: routine and commodity matters



### How in-house counsel in Ukraine and Russia manage their legal departments

#### Actions to better communicate risk



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(join the **CEE Research Group**, found in the 'Legal  
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Client Development