Fee Performance Analytics for law firms

How the firm's pricing has performed, what AI does to it, and what to change

For managing partners, finance directors and pricing leads · Alt-V Law

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In short. I've built a tool that reads a law firm's own time, billing and matter history. It shows how much of the work became cash, where the rest went, and what AI does to revenue and margin under each fee arrangement. It runs on the firm's own machine, and nothing leaves the firm. Open the UK demonstration at **tools.derekduffy.com/fee-performance/** or the Australian one at **tools.derekduffy.com/fee-performance/au/**; both firms are fictional and every figure is synthetic.

What the demonstration finds

The UK demonstration firm collected £158m on the matters it closed in its latest 12 months. If AI takes 30% of the hours and fee arrangements stay as they are, revenue falls by £23.1m, or 14.6%. In the Australian firm the same test takes A$28.6m, or 15.8%, from A$181m.

PLANTED PROBLEM	WHAT THE UK FIRM'S NUMBERS SHOW (THREE OF SIX)
Caps that bite	Capped mid-market M&A runs over its cap on 65% of 180 matters, by a median of 19%
AI on hourly work	Hours on a non-disclosure agreement review are down 38% since AI came in; the work is billed by the hour, so revenue fell with them
A client's two positions	One client's guidelines prohibit AI on its matters while its latest tender asks for AI savings; it accounts for £1.69m of revenue

What it shows

- **Where the value went.** A waterfall from standard rates to cash, by practice, matter type, client or partner.
- **What to charge.** Each matter type is scored on ten dimensions and given a recommended fee model. The Matter-type studio re-prices it under any of 14 models, with AI in or out.
- **When to look again.** 13 triggers, such as a panel renewal, send a matter type or a client back for review.
- **Papers for the committee and the board.** A committee pack, a board paper and reviews of a matter type or a client, as PDF and Word.

What it needs from the firm

Exports from the practice management system: time, matters, invoices and receipts. Other fields are optional, and the tool states what it could not run without them. Starting mappings exist for Elite 3E, Aderant, Actionstep and LEAP, and a check lists what to fix before anything is calculated. Margins are before overhead, and the share of hours AI removes from each kind of task is a stated assumption until the firm's own hours show the fall. For a walk-through, reply to derek.duffy@altruisticventures.com.

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