



44th Annual Corporate Counsel Institute
**Demonstrating Value as a Law Department:
KPIs and Metrics**

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April 2022

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Content



- Why do Legal Department Metrics Matter?
- How to Begin the Metric Setting Process
- Key Performance Indicators: Transactions
- Key Performance Indicators: Litigation
- Key Performance Indicators: Outside Counsel and DEI
- Questions

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Why do Legal Department Metrics Matter?



- Legal Departments are increasingly businesslike
- Businesses measure what's important
- Corporate organizations expect legal departments to show their value and align with financial objectives
- Legal metrics demonstrate progress, improvement and performance of the legal department
- Legal Metrics Inform on legal services DEI Progress

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How Does the Legal Department Begin the Metric Setting Process?



- Gain Team Buy-In Through Bottoms Up Strategic Planning
- Determine Your Stakeholders; CEO, Board, Business Partners, Legal Team
- Assess Your Data Points; you can't measure what you don't or can't collect
- Define Your Key Performance Indicators (KPIs) for relevant stakeholders

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Key Performance Indicators for Legal Departments

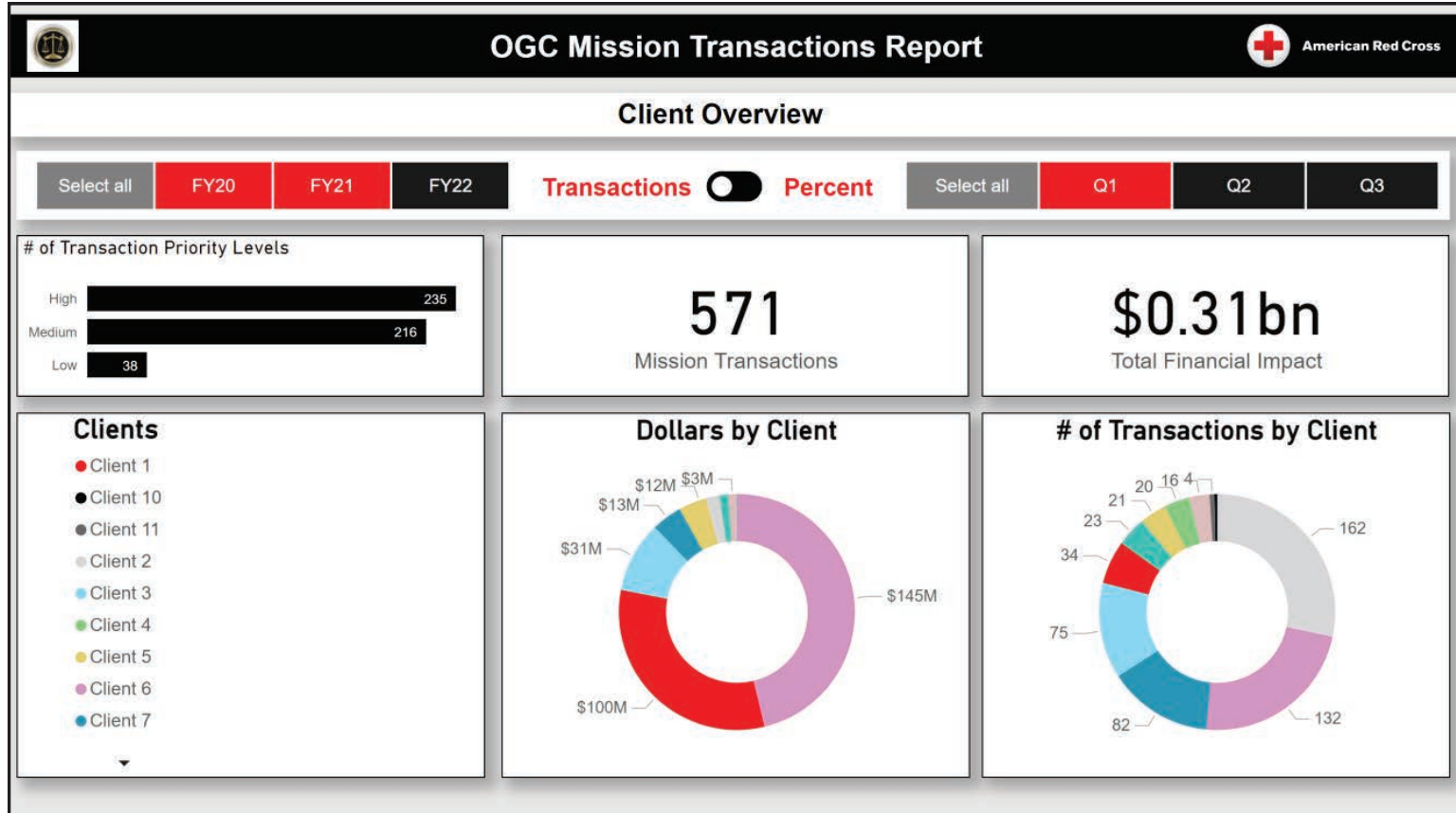


Example Transactions KPIs:

- Number of Matters Handled for Each Business Unit
- Average Value of Transactions by Business Client
- Matters Managed by Revenue
- Number of Matters Managed by Client
- Number of Transactions Reviewed By Attorney

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Also available as part of the eCourse

[Hooked on CLE: July 2023](#)

First appeared as part of the conference materials for the
44th Annual Corporate Counsel Institute session

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