



# Legal Procurement Handbook

*By Dr. Silvia Hodges Silverstein, Tom Sager*

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Since legal fees have become significant line items in many companies, top management at more and more companies mandates procurement to help source legal services. But where to start to consolidate cost? Improve efficiencies? Increase predictability? Monitor budgeting to get the right firms for the right matters at the right price? Whether you are new to legal procurement, need new ideas for taking sourcing legal services to the next level, or need to understand what procurement wants. The Legal Procurement Handbook is for you.

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## **Editorial Review**

### About the Author

Dr. Silvia Hodges Silverstein is the executive director of the Buying Legal Council, the organization of procurement and operations professionals tasked with sourcing legal services and managing legal services supplier relationships. She is also a Lecturer in Law at Columbia Law School as well as an Adjunct Professor at Fordham Law School, where she pioneered courses in law firm management and law firm marketing. Silvia co-authored the Harvard Business School case studies "GlaxoSmithKline: Sourcing Complex Professional Services" (N9-414-003) on the company's legal procurement initiative and "Riverview Law: Applying Business Sense to the Legal Market" (N9-414-079) on a new model law firm that uses management information systems and cause analysis to reduce legal costs for its clients. She is the author of many articles on law firm management including The Georgetown Journal of Legal Ethics' "I didn't go to law school to become a salesperson." She authored/edited a number of books, including "Legal Procurement Handbook," "Buying Legal: Procurement Insights and Practice," and "Winning Legal Business from Medium-Sized Companies." Silvia earned her PhD at Nottingham Law School (UK) and holds a master's degree in business from Universität Bayreuth (Germany) and Warwick Business School (UK) as well as an undergraduate degree in economics from Universität Bayreuth (Germany). She is a fellow of the College of Law Practice Management.

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