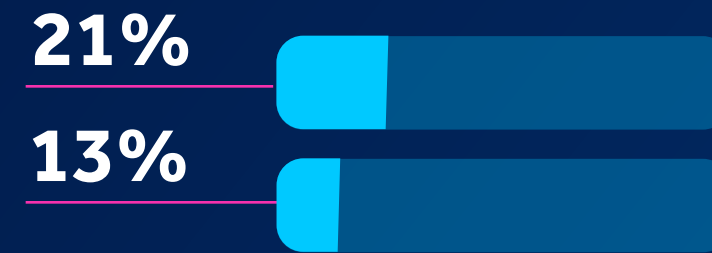


# Challenges Identified in the Legal Cash Flow Report



The latest law firm cash flow and profitability trends, from over 800 legal finance leaders

## Visibility & Data



Only 21% of partners and 13% of associates have access to **billings information**

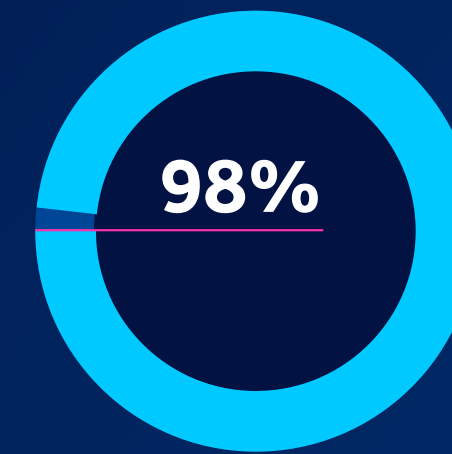


Only 23% of partners and 12% of associates have access to **cash recovery data**



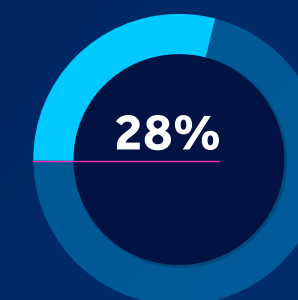
Only 8% **report billings data** and 9% **report cash recoverability** at the client and matter level

## Profit Leakage

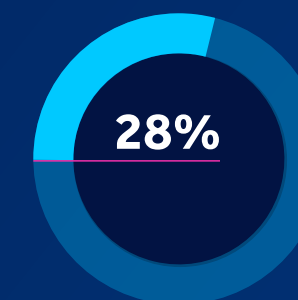


of firms are experiencing profit leakage which is impacting profitability

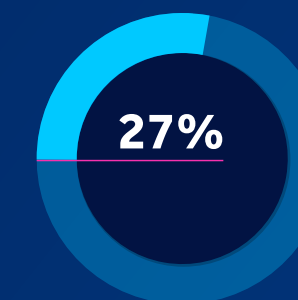
### Reasons for profit leakage include:



Underpricing work initially

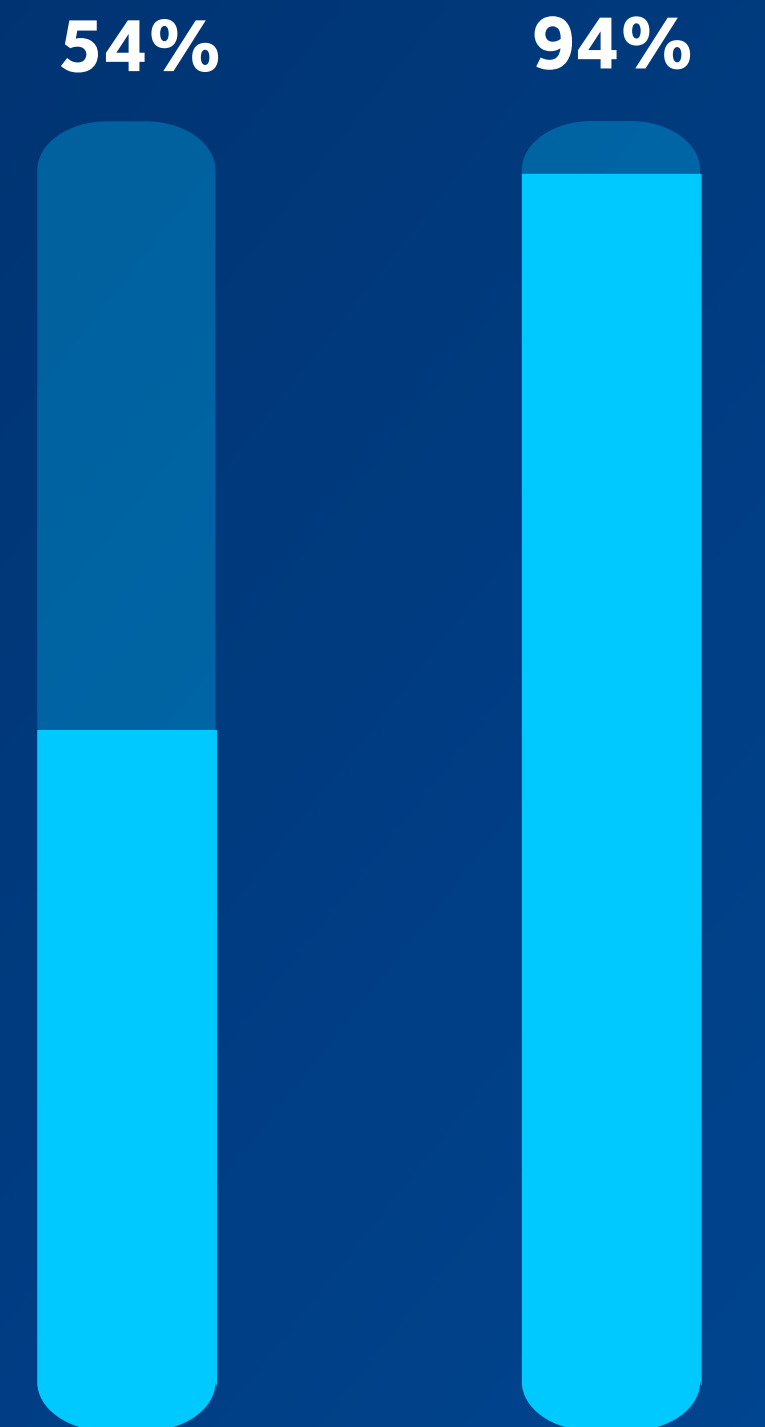


Missing or late time entry



A lack of matter budgeting

## Cash Flow & Connections



54% of firms have experienced an **increase in billing write offs**

94% have experienced **delays in clients settling their bills**