

**EXPERTISE.
INTEGRITY.
RESULTS.**

LEGAL INVOICE AUDIT SERVICES

The Legal Invoice Audit Services of Alan Gray, Inc. provides invoice analysis, reconciliation and negotiation across a variety of industry sectors. Reviews are performed by fully qualified attorneys who have both technical and professional expertise. Typical clients include insurers, reinsurers, corporations and any organization with legal defense costs.

Legal Invoice Audit Services Can Include:

Invoice Analysis

- Review invoices to a set of guidelines/code of conduct promulgated by the client or by an impartial party such as the American Bar Association (ABA) or Defense Research Institute (DRI)
- Issue reports of objective findings

On-Site File Reviews

- Review in-house documentation
- Compare invoices to litigation files

Reconciliations/Self Insured Retention (SIR) Policy Erosion

- Confirm exhaustion of SIR or deductible
- Reconcile defense costs allegedly paid by insureds

Savings Negotiation

- Negotiate reductions with firms
- Oversee firm appeals of suggested reductions
- Respond to rebuttals from expert witnesses

Testimony at Arbitrations/Trials

- Provide expert testimony at trial, arbitration or mediation

Litigation Management Guidelines

- Develop Litigation Management Billing Guidelines for disbursement to defense counsel

Electronic Legal Auditing System (ELAS)

This automated online system, designed by Alan Gray, Inc. was created specifically for the review of legal invoices. The dynamic web-based application, developed to accommodate LEDES formatted invoices, systemically reviews legal bills for adherence to pre-defined guidelines and rules. Hosted in a secure data center, ELAS offers faster results, greater accuracy and is a cost-effective solution.



Sample Engagements:

- A global financial services firm needed assistance with the development of billing guidelines and review of all corporate legal invoices. With new processes in place, the firm saved millions, including an across-the-board fee discount of 10% with one firm in the course of just one fiscal year.
- An international property and casualty company needed a full review of all defense invoices on a rolling basis. By partnering to develop a comprehensive review system and overseeing the negotiation and appeals with the corresponding firms, the client saved 10-15% on all their legal costs within one year.
- A client with major asbestos liability needed a systematic review of their quarterly billings for a three-year-period. Reviewing over \$25,000,000 in gross billings, Alan Gray, Inc. has recommended a deduction of over 23% to date. Alan Gray, Inc.'s client's share of the gross billings totals over \$3,500,000 and the recommended deductions/savings to the client is over \$837,000.

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