

The solutions to the challenges facing your firm are out there*

Introduced in 2000, the PricewaterhouseCoopers Billing Rate & Associate Salary Survey^{plus} (BRASS^{plus}) provides law firms with the most current billing rate information—both on a geographic and practice group level.

Benefits to participation include:

- Strong participation base - over 320 law firms
- Three distinct billing rate benchmarks
- Peer group reports to fit your firm's needs
- Metrics reported for each attorney category by years of experience
- KPIs including leverage, realization & utilization
- Free data extraction software
- Minimal cost

Timing of results

The due date for receiving completed data forms for the 2009 BRASS^{plus} is April 17, 2009. Results will be distributed on or before June 26, 2009.

View sample reports

Please contact a Survey Staff member to receive a complimentary comparison group from the 2008 Survey. See the back page to review sample report pages from the 2008 BRASS^{plus}.

“The BRASS^{plus} provides our firm with valuable information with respect to staying competitive in our local markets, as well as offering access to information in markets we are considering for expansion.”

– CFO, AmLaw 100 Firm

“We find the BRASS^{plus} to be the most important tool we use to gauge where we fall in the market. It is particularly helpful to see which quartile we fall into so that we can calibrate our percentage rate increases.”

– E.D., AmLaw 100 Firm

Partner Standard Billing Rates

As of July 1, 2008

	Your Firm		Group			Your Firm		Group			
	Rate	Rank / Of	1 st	Median	3 rd	% Change - 1 Year	% Change - 2 year	% Change - 1 year			Median % Change - 2 Year
			Quartile		Quartile			1 st	Median	3 rd	
Equity Partners											
High			\$978	\$850	\$710			12.5	7.7	4.9	16.6
Middle			655	560	473			9.2	7.2	5.6	14.8
Low			493	390	325			10.6	6.9	3.8	13.9
Average			672	569	478			9.3	7.1	5.4	14.8
<u>Avg. by Years of Experience</u>											
10 Years or Less			\$601	\$496	\$390			10.6	7.1	3.6	14.6
11 - 15 Years			615	512	422			10.2	6.9	4.5	15.5
16 - 20 Years			633	533	450			9.3	7.7	5.3	14.2
21 - 25 Years			666	559	469			9.0	6.9	4.6	13.8
26 - 30 Years			679	592	489			9.2	7.0	4.7	13.7
31 - 35 Years			698	598	498			9.0	6.9	5.1	13.8
> 35 Years			725	621	532			9.5	7.0	4.9	14.1
Non-Equity Partners											
High			\$860	\$725	\$585			12.1	7.7	3.5	16.1
Middle			545	475	408			10.3	7.1	4.1	14.9
Low			430	350	285			13.4	7.3	3.8	13.7
Average			570	480	415			10.1	6.7	4.9	14.6
<u>Avg. by Years of Experience</u>											
10 Years or Less			\$516	\$443	\$366			9.3	6.6	4.0	14.9
11 - 15 Years			543	456	385			10.0	7.1	4.9	14.8
16 - 20 Years			570	494	414			11.2	7.5	4.2	15.1
> 20 Years			621	523	444			9.0	6.4	4.0	13.2
All Partner Composite											
High			\$988	\$850	\$735			13.1	8.3	5.2	16.0
Middle			640	545	450			9.3	7.1	5.0	13.2
Low			475	370	295			13.1	7.5	4.0	13.7
Average			652	547	458			9.7	7.1	5.3	14.3
Contract Partner Average			\$441	\$354	\$227			7.8	6.1	5.4	

Distribution of Partner Standard Billing Rates

By Years of Experience - as of July 1, 2008

Equity Partners	<\$300	\$300 - \$349	\$350 - \$399	\$400 - \$449	\$450 - \$499	\$500 - \$549	\$550 - \$599	\$600 - \$649	\$650 - \$699	\$700 - \$749	\$750 - \$799	\$800+
10 Years or Less												
Your Firm												
Total Group	2.4%	9.6%	14.0%	10.1%	12.0%	16.0%	14.4%	7.4%	5.7%	3.5%	2.2%	2.5%
11 - 15 Years												
Your Firm												
Total Group	1.8%	5.6%	9.2%	9.0%	12.4%	13.7%	15.9%	10.4%	8.4%	5.3%	2.9%	5.5%
16 - 20 Years												
Your Firm												
Total Group	0.9%	4.3%	8.8%	8.8%	10.7%	12.2%	12.0%	12.2%	10.5%	6.4%	4.8%	8.4%
21 - 25 Years												
Your Firm												
Total Group	0.7%	2.9%	5.9%	9.5%	12.4%	11.9%	13.5%	10.0%	11.5%	7.1%	5.5%	9.3%
26 - 30 Years												
Your Firm												
Total Group	0.5%	2.2%	6.0%	9.6%	10.9%	10.7%	12.3%	10.9%	11.7%	8.3%	6.7%	10.2%
31 - 35 Years												
Your Firm												
Total Group	0.4%	2.2%	6.2%	8.0%	10.4%	9.8%	12.3%	10.8%	12.5%	9.1%	7.1%	11.5%
> 35 Years												
Your Firm												
Total Group	0.2%	2.1%	4.2%	6.7%	8.6%	10.7%	12.3%	11.5%	11.5%	8.8%	9.3%	14.2%
All Equity Partners												
Your Firm												
Total Group	0.7%	3.1%	6.5%	8.2%	10.3%	10.8%	12.6%	10.6%	11.0%	8.0%	6.4%	11.8%

Contact the Survey Team for further information at (703) 918-3077, or via email at pwc.law.firm.survey@us.pwc.com

Visit our website for participation materials and to view sample reports at www.pwc.com/lfsurveys