

# Webinar: RFPs – Best Practices & Obstacles to Avoid

RFP Advisory Group will present a **complimentary webinar** where attendees will learn best practices and obstacles to avoid when issuing a request for proposal (RFP) to law firms.

The webinar will be Wednesday, Feb. 16, 2019, beginning at 1 p.m. EST.

RFP Advisory Group says that RFPs can allow a legal department to:

- \* Identify how many, and which law firms are the best fit for your business goals
- \* Incorporate the latest technology and innovations into your legal strategy
- \* Negotiate rates that will ensure that you are getting the most value for your dollar
- \* Convert your billing structures to alternative fee arrangements (“AFAs”)
- \* Increase diversity of the lawyers working on your companies matters
- \* Create a consistent set of outside counsel guidelines

However, RFPs can be labor intensive and a disaster to manage when done incorrectly, especially when done by general counsel with no legal operations or procurement staff to support the process, the RFP Advisory Group says. This webinar is ideal for general counsel who have been considering issuing an RFP but need to learn more about the latest trends and best practices.

**Register for the webinar.**

