Webinar: How to Use an RFP As a Tool to Manage Outside Counsel

ACC-Northeast and RFP Advisory Group will present **a webinar** designed to teach how to use a request for proposal (RFP) as a tool to better manage outside counsel.

Using the RFP process effectively can help a legal department pick the law firms that are the best fit for a company and its existing needs/budget, ACC says.

The event will be Tuesday, Jan. 28, 2020, at 1 p.m. EST.

The webinar will cover how to use an RFP to:

* create a preferred provider panel

* identify the best firm for a specific matter or project

* convert your pricing structure from the billable hour to an alternative fee arrangement (AFA)

* incorporate the latest technology and innovations into your legal strategy

* increase the diversity of the lawyers working on your matters

* create a set of outside counsel guidelines for your law firms to abide by

Attendees will learn the latest trends in how RFPs are being used, and best practices in how to structure and execute a successful RFP, the sponsors said.

Register for the webinar.