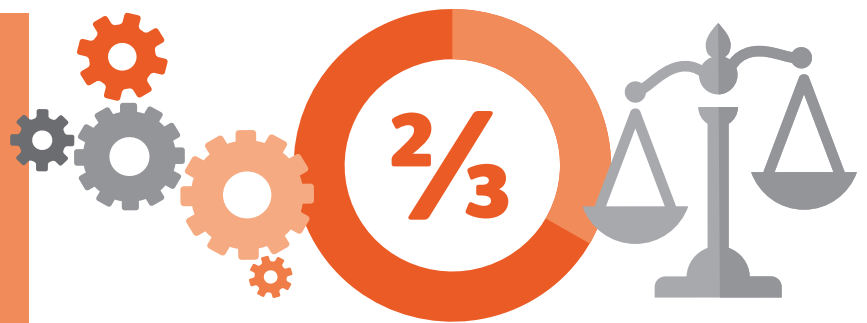
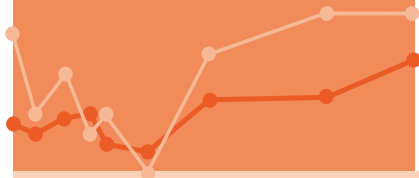




THE GC350: THE LAW SOCIETY'S FIRST BENCHMARKING STUDY FOR THE IN-HOUSE COMMUNITY

Businesses recognise the importance of GCs to their success. The demands on in-house legal teams are increasing due to the volume and complexity of regulation and the pressure to reduce costs.



General Counsel (GCs) and directors of legal departments play an important role in business and are influential, with two thirds of those surveyed having a seat on the board.

Buying behaviour in legal services is changing (as highlighted in our *Future of legal services* report).



50% of GCs are responsible for setting legal budgets, but **two thirds determine how it is spent**. The level of budget correlates with the size of the organisation.

Surveyed GCs feel their departments are high profile, influential and that they are expected to be proactive in protecting the organisation.



The work undertaken by in-house legal teams is broader than day-to-day legal work (**39%**) and includes strategy (**25%**) and specialist advice (**22%**).



More than half of legal budgets are spent obtaining legal advice. Day-to-day legal work and legal processes are mostly carried out in-house, but a quarter of high-level strategic and almost half of specialist advice is outsourced. GCs procure and manage this specialist external advice if expertise and/or capacity doesn't sit within their team.

In-house teams are looking at creative options such as **growing in-house capacity** to deliver their service ever more cost effectively. Very few organisations are using service providers other than law firms for external work. GCs use law firms for the quality, assurance and because of relationships established. Most adopt panels, either informal or formal, valuing the ability to grow relationships, control cost and foster a better understanding of the business.



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