

ARTICLES

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## Husch Blackwell Praised for Alternative Fee Arrangements

Husch Blackwell is one of 22 firms nationwide that excel in developing and delivering alternative fee arrangements (AFAs), according to a report from BTI Consulting.

Corporate counsel at Fortune 1000 and other large companies singled out Husch Blackwell – in an unprompted manner – for its successful use of AFAs, including fixed fees and capped fees, according to the report. AFAs are popular with clients because they save money, make budgeting more predictable and streamline the legal process.

Corporate counsel described Husch Blackwell and the other top firms as being innovative, focused, flexible, confident, enthusiastic, decisive and efficient in their use of AFAs.

“We have a specific and proactive process for developing appropriate fee arrangements that involves a collaborative discussion with the client regarding goals, scope of work and deliverables,” said Kevin Bielawski, Director of Legal Project Management and Strategic Pricing for Husch Blackwell. “The result is a pricing structure that aligns with our clients’ legal and business objectives.”

BTI Consulting is a leading market researcher of professional services firms. For more information about the BTI report and alternative fee arrangements, read the Law360 article.