



**REDUCE**  
LEGAL EXPENSES



**SAVE**  
TIME



**IMPROVE**  
ATTORNEY RELATIONSHIPS

# What We Do

## HOW SIB REDUCES LEGAL EXPENSES

SIB's experienced attorneys analyze every charge, on every legal invoice, every month, to make sure that you, the client, are receiving maximum value. We verify that each time entry adds value to the task, to the stage, to the phase, and to the matter as a whole for the client. Then we work directly with the law firms to correct any billing errors or excessive charges. Once SIB and the law firm agree on any adjustments, SIB quickly releases payment to the law firm.

## HOW SIB SAVES TIME

First, SIB collects all of your legal bills from all of your law firms every month. Then, we send you a single consolidated statement of all your legal bills with one total amount, and you forward the funds to SIB in one payment. This saves your accounting team the time and hassle of tracking all different matters from different law firms, with various invoice formats and payment methods, and initiating multiple payments. We do all of that. And since we analyze every charge on every invoice, your legal and accounting teams don't have to comb through mountains of time entries every month.

## HOW SIB IMPROVES ATTORNEY RELATIONSHIPS

We approach every law firm with courtesy, reason, and a spirit of cooperation. As attorneys themselves, our analysts understand the need to present evidence to the law firm to support our proposed adjustments. We never demand blanket discounts; we work with the law firm to address specific billing errors. We act as a mediator between the client and the law firm for billing-related issues, so the client and lawyer don't have to have those uncomfortable conversations about the bill every month. By removing the friction surrounding financial issues, both client and attorney can focus on the legal issues.

1

### SIB Collects Legal Invoices

SIB Legal Bill Review collects the invoices from the law firms.



2

### SIB Sends Client Statement

SIB sends the client one monthly consolidated statement for all legal bills.



3

### Client Sends Funds

The client sends SIB funds for payment of the legal invoices.



4

### Analyze Value

SIB analyzes every charge to ensure value for the client.



5

### Adjust to Value

SIB cooperatively works with the law firms to adjust the charges.



6

### Payment to Attorney

SIB disburses payment to the law firms after value is assured.



7

### Refund to Client

The client receives a rebate check, less SIB's fee.



# HOW IT WORKS

# About SIB

## ANY INDUSTRY, ANY LEGAL SUBJECT, ANY SIZE LAW FIRM

The breadth and depth of our leadership's knowledge allows us to serve our clients in any industry, on any legal subject, with any size law firm. SIB's seasoned attorneys analyze each time entry to ensure the work charged added value to the task, to the stage, to the phase, and to the matter as a whole for the client.

## FOCUSED ON VALUE TO THE CLIENT

Founded in Philadelphia by attorney Joe Hopkins, Esq., SIB Legal Bill Review employs a team of attorneys and analysts who understand firsthand the systemic culture and method by which law firms bill their clients -- and are well-versed in identifying charges that do not deliver corresponding value to the client.

## A TRADITION OF COST REDUCTION

SIB Legal Bill Review is a subsidiary of SIB Fixed Cost Reduction, which specializes in reducing monthly expenses for companies in spend categories like waste removal, telecom, property tax, utilities, maintenance contracts and more. SIB Fixed Cost Reduction only bills based on the savings they find and only after those savings are realized. SIB has analyzed over \$3B in spend across more than 50,000 locations nationwide. SIB Fixed Cost Reduction acquired a stake in SIB Legal Bill Review, in part, due to repeated requests from numerous clients to help them manage their legal spend. To meet their clients' requests, SIB Fixed Cost Reduction evaluated the legal bill review companies in the US and determined that SIB Legal Bill Review (then Santorian LLC) was best positioned to provide the same high level service which SIB's clients are accustomed to receiving.



RYAN LORO | President

Ryan is an experienced entrepreneur with businesses focused around technology, optimization, and data analytics. As President of SIB Legal Bill Review, Ryan is responsible for the company's vision, strategy, and growth. Ryan came to SIB Legal Bill Review via the acquisition of a stake in his company, Santorian LLC, in November of 2018. Prior to SIB Legal Bill Review, Ryan managed Innovative Data Solutions, which provides IT services and ERP solutions.



JOSEPH DIGUGLIELMO, ESQ. | VP of Client Success

Joe DiGuglielmo has practiced law in large, medium, and small law firms, representing clients in appeals, trials, and transactions. As an associate and later as a partner, Joe has firsthand knowledge of the various billing pressures attorneys face and the systemic billing methods in the legal industry. Using that knowledge, he designed and maintains SIB Legal Bill Review's analysis and negotiation systems to maximize the value delivered to SIB's clients.



JOSEPH HOPKINS, ESQ. | Founding Member

Joe Hopkins is a highly respected attorney with over 40 years of experience practicing law. Joe has spent the past four decades providing legal services and client representation for a broad spectrum of organizations and industries, including real estate, corporate, and tax law. Joe is also the CEO of a real estate holding company. Before founding SIB Legal Bill Review, Joe was the CEO of Records Management Corporation, a business records archive company which was sold in 2006.



DAN SCHNEIDER | Managing Member

Dan is the founder and CEO of the SIB family of companies (including SIB Fixed Cost Reduction and SIB Lighting), all of which aim to reduce expenses for companies in a variety of industries. Prior to founding SIB, Dan enjoyed a successful entrepreneurial career in the wireless industry. At age 18, Schneider founded Main Street Cellular, a retail wireless company that eventually expanded to 12 store locations in the greater Philadelphia, PA region. Dan later formed Main Street Assets, an international wholesaler working with major companies such as T-Mobile, Cingular, K-Mart, CVS, and Walgreen's to liquidate excess inventory. After two years, the new venture grossed more than \$35 million in revenue.

# Why CEOs, CFOs & In-House Counsel Like SIB

## WE SAVE OUR CLIENTS MONEY

SIB assures that attorneys only bill the client for the value they received. If the amount billed exceeds the value delivered, SIB cooperatively works with the client's lawyers to adjust their invoices to the correct amount. Then SIB sends the client a rebate check for the savings, less a small, risk-free fee.

## WE SAVE OUR CLIENTS TIME

SIB reviews every charge on every legal invoice, every month. Now, in-house legal and accounting teams don't have to comb through mountains of time entries every month. Since SIB's service is never a net cost to its clients, in-house legal teams are free to focus on important legal issues, instead of legal invoices.

## WE IMPROVE OUR CLIENTS RELATIONSHIPS WITH THEIR OUTSIDE ATTORNEYS

Most of SIB's clients have strong long-term relationships with their attorneys. That is precisely why organizations have SIB discuss the legal bills with their law firms: they don't have to have those uncomfortable conversations every month. By removing the friction surrounding financial issues, both client and attorney can focus on the legal issues.

## WE SAVE OUR CLIENTS INTERNAL RESOURCES

SIB sends the client one monthly statement of all legal bills from all its law firms. Then, the accounting staff only has to make a single payment for all legal bills, instead of making separate payments to numerous law firms, each with a different billing schedule, different format, and different payment-method options.

## SIB IS INVALUABLE, YET RISK-FREE

If the client's cost savings do not exceed our fee, we waive our fee entirely.

# Why Law Firms Like SIB

## SIB GETS LAW FIRMS PAID FASTER

SIB sends the client a consolidated statement of all its legal bills each month and the client forwards SIB the funds for payment to the law firms. Since SIB's process repeats every month on a regular schedule, we facilitate fast and consistent payment to the law firms.

## SIB CATCHES BILLING ERRORS THAT UPSET CLIENTS

Sometimes the billing attorney misses a time entry that should not have been invoiced to the client. Clients may feel resentment towards this type of unjustified charge (and oftentimes won't say anything), even if it was an honest mistake. SIB is a second set of eyes that helps the billing attorney to catch these mistakes and correct them, which is much better than the client finding them and assuming the worst. SIB's involvement provides an atmosphere for a long-term relationship with their client's law firms.

## SIB NEVER ASKS FOR A BLANKET DISCOUNT OR A DISCOUNT ON RATES

SIB's analysts are attorneys, so they know how to identify specific billing errors and support their claims with evidence. SIB also invites attorneys to respond with additional facts and the work product (which remains privileged since we are the client's agent) to demonstrate that a seemingly high charge is justified by the circumstances. When that happens, SIB explains to the client that the charges equaled the value.

## SIB FOLLOWS UP WITH THE CLIENT TO COLLECT THE FUNDS FOR PAYMENT TO THE LAW FIRM

The attorney- client relationship is very important to SIB. If the client does not make a timely payment, SIB will contact the client for payment. That means the law firm doesn't have to worry about collections and doesn't appear pushy to the client. SIB's follow-up on payment from the client improves the attorney-client relationship.

## SIB HELPS ENSURE A LONG-TERM RELATIONSHIP WITH THE CLIENT

Most of SIB's clients have strong long-term relationships with their attorneys. That is precisely why they choose to have SIB discuss the legal bills with their law firms: so they don't have to have those uncomfortable conversations about the bill every month. By removing the friction surrounding financial issues, both client and attorney can focus on the legal issues. And, by showing their willingness to reconsider any questionable charges, the law firms have the opportunity to prove their commitment to providing value to the client.

# Legal-Billing Errors We Identify

## BLOCK BILLING

Block billing is when a lawyer enters multiple tasks under one time period, without separating the time each task took. Here is an example:

*7.6 Hours: Telephone call with client regarding assignment of rents; review lease agreement of [company]; draft agreement; emails with opposing counsel; revise agreement accordingly.*

Block billing obscures the value to the client and the reasonableness of the charges for a given task. If you don't know how long it took to draft the contract (because drafting the contract is one of five tasks within a 7.6-hour block of time), you can't tell if the charge for drafting the contract is reasonable. One study by the California Bar Association concluded that block-billing increases the time charged by an average of 23%.

## DISCREPANCIES BETWEEN TIME ENTRIES

Sometimes two lawyers attend the same meeting but charge different amounts of time for doing so. Sometimes one lawyer charges for an in-office task when another time entry shows she was not in the office that day. The variations of discrepant time entries are many, but the conclusion is singular: one of the two time entries is probably inaccurate. When this happens, SIB Legal Bill Review will investigate to determine the proper charge.

## OVERSTAFFING A GIVEN TASK

A client should not have to pay three attorneys to accomplish a task that requires only one lawyer. Defending a deposition and arguing a discovery motion are usually one-lawyer tasks.



## EXCESSIVE TIME

This is the most common complaint of clients, yet has historically been the easiest for law firms to justify. Many clients have a “feeling” that a certain task took too long, but cannot explain why. SIB Legal Bill Review explains in detail the reasons a law firm should reconsider specific charges on an invoice. Here is an example:

*The Law Firm charged 5.1 hours for work on a confidentiality agreement where opposing counsel had already provided a comprehensive draft agreement for comment and markup. This time is excessive. We propose the charge be revised to a total of 2.5 hours: 2.0 for analysis and markup of the draft agreement, and 0.5 for negotiation of points with opposing counsel.*

## INTRA-OFFICE COMMUNICATIONS

This is when multiple attorneys within the same firm discuss the client’s matter with each other or seek advice from a colleague about a legal issue. One of the major selling points for larger law firms is that they have a breadth of knowledge in specialized subjects. But when a lawyer seeks a colleague’s advice, the client should not have to pay for one attorney to educate another -- just have the specialist handle that part of the matter.

## ADMINISTRATIVE TASKS

Sometimes law firms will charge attorney or paralegal rates for tasks that could and should be done by administrative staff. For example, the client should not pay \$300 an hour for filing a court document. That type of task should be done by a legal secretary at no charge, as part of the firm’s overhead costs.

# Legal-Billing Errors We Identify

## JUNIOR-LAWYER TRAINING

Many times, law firms will charge for a junior-lawyer's on-the-job training. We believe that the law firm carries the financial responsibility for training its lawyers; it is for the law firm's long-term benefit. One law firm actually charged \$1,084.00 to the client for a junior-lawyer's time to "Investigate how to file appeal." Of course, there is a point in the junior-lawyer's career when he or she needs to learn how to file an appeal, but the client should not have been asked to pay for that training.

## DUPLICATIVE WORK

Sometimes one attorney will charge for the same task in more than one billing period. Sometimes two attorneys will charge for the same task in the same billing period. Here is our response to an instance of duplicative work:

*Junior lawyer charged 25.1 hours (\$6,149.50) to draft motion for summary judgment. Senior lawyer charged 14.6 hours (\$4,844.00) to draft the same motion at a later date.*

The client did not receive 39.7 hours of value in this scenario.

## HIGHER-RATE STAFF USED INAPPROPRIATELY

Sometimes lawyers will do work that is more appropriate for a lower-rate attorney or a paralegal. As one court quipped: "Michelangelo should not charge Sistine Chapel rates for painting a farmer's barn." *Ursic v. Bethlehem Mines*, 710 F. 2d 670, 677 (3rd Cir. 1983).

## INADEQUATE DESCRIPTION

When a lawyer does not adequately describe his or her activity, there is no way for the client to determine if that activity added value for the client or if the charges for that activity are reasonable. Attorneys are paid to be precise in their language. It is not unreasonable to require lawyers to accurately describe how they spent their time and the client's money. More problematic, inadequately described time can be camouflaging the fact that the attorney invented the time entry to fill his or her time card or increase the bill. Here is a real time entry:

*Attention to licensing files and review of licenses and leases; attention to pro-forma license transfer structure; additional review of proposed structure; attention to fees and timing relevant to pro-forma and non-pro forma assignment; address related licensing matters.*

At first glance, it appears that this associate has done a lot of work for the client. But notice that the task descriptions are all nebulous: "attention to...; analysis of...; evaluation of...; emails re...; review follow up emails...; attention to...; attention to...; attention to...; address..." And NO actual work product was produced. The client has no way of knowing what value was delivered because of this inadequate description.

# How We View Your Legal Bills

Inadequate Description	Attention to deal matter and emails re same.	0.50	This firm did not state the hourly rates of attorneys
	Attention to proposed deal structure and related regulatory approvals; analysis of qualifications for pro-forma transfer; evaluation of license transfer structure and proposed revisions to same; emails to and from [REDACTED] re alternative deal structure; review follow-up emails concerning same.	3.30	
Block Billing	Attention to [REDACTED] licensing files and review of common carrier and private carrier licenses and leases; attention to pro-forma license transfer structure; additional review of proposed structure; attention to fees and timing relevant to pro-forma and non-pro forma assignment; address related licensing matters with [REDACTED]; draft and send commentary on proposed structure to [REDACTED] for transmission to client.	5.20	
Block Billing	Review proposed transaction structure and advise about FCC approvals for substantial and pro forma transfers and assignments wireless licenses and leases.	1.30	Excessive Time
	Attention to spectrum and licensing files as pertains to likely FCC transfer and pro-forma applications; review materials in preparation for filing.	1.40	
	Attention to licensing transfer and structural issues.	0.70	
	Emails regarding merger agreement; follow-up regarding licensing provisions of same.	0.50	Excessive Time
	Attention to merger agreement and review and comment on regulatory language and related exhibits; follow-up regarding licensing and revisions with [REDACTED]; emails regarding recommended changes and post-closing structure.	2.80	
Inadequate Description	Review current Form 602 and licenses; draft pro forma assignment application; advise about potential filing fees.	1.40	Excessive Time
	Attention to FCC 602 form; emails with [REDACTED] re FCC licenses, processing and private carrier IG licenses.	3.40	
Intra-Office Conferences	Attention to licensing forms, transfers and ownership details; emails with client and attention to 602 and 603 filing.	3.40	
	Advise about timing for FCC pro forma assignment and transfer of control transactions.	0.40	
Inadequate Description	Attention to private and public carrier licenses; review and comment on draft 602 and meeting re preparation of assignments; emails with client; follow-up on merger agreement schedules and consents issues.	2.80	
	Conference about FCC filings and prepare Form 602.	0.70	
Duplicate Work	Work in support of client Form 602 filing.	0.60	
	Preparation of 603 filing; emails with client on private and common carrier licenses; review materials with [REDACTED]; emails to and from client re draft application; follow-up emails with [REDACTED] and attention to purchase agreement re conditions and licensing.	4.60	



# How We Analyze Your Legal Bills

TIME	RATE	CHARGES	NARRATIVE	DEFICIENCY	VALUE	ADJUSTMENT	EXPLANATION
0.3	\$ 305.00	\$ 91.50	Email to [REDACTED] re status of confidentiality agreement.	Excessive Time	\$ 45.75	\$ (45.75)	The Law Firm charged 5.1 hours for work on a confidentiality agreement where opposing counsel had already provided a draft agreement for markup. This time is excessive.
0.7	\$ 490.00	\$ 343.00	Review of correspondence to and from [REDACTED] re settlement documents from [REDACTED].	Duplicative Work	\$ 240.10	\$ (102.90)	Three attorneys billed 19.7 hours for preparing for and participating in settlement negotiations with opposing counsel and communicating with the Client regarding settlement. Some of the time and tasks were duplicative and, therefore, lacked value to the Client.
1.0	\$ 262.94	\$ 262.94	Electronic Filing Fee	--None--	\$ 262.94	\$ -	-----
0.2	\$ 385.00	\$ 77.00	Drafted corresp. to [REDACTED] identifying litigation options.	--None--	\$ 77.00	\$ -	-----
0.1	\$ 490.00	\$ 49.00	Review status with [REDACTED]; review [REDACTED]'s email to [REDACTED].	--None--	\$ 49.00	\$ -	-----
0.9	\$ 350.00	\$ 315.00	Confer with [REDACTED] re affirmative defenses raised by [REDACTED] in answer; review order of court re Rule 16 conference; confer with [REDACTED] re reporting requirements prior to Rule 16 conference.	Junior-Lawyer Training	\$ 78.75	\$ (236.25)	The Law Firm charged \$315.00 for a senior attorney to instruct a junior attorney on Rule 16 and Rule 26 procedures.
0.9	\$ 275.00	\$ 247.50	Review/analyze deposition exhibits	--None--	\$ 247.50	\$ -	-----
3.1	\$ 305.00	\$ 945.50	Review previous letters, reports, and emails relating to claims and allegations that Defendant delayed Plaintiff's performance. Review [REDACTED] analysis. Meet with [REDACTED] to discuss strategy. Telephone conference with client re status and strategy. Discuss next steps with [REDACTED].	Block Billed	\$ 756.40	\$ (189.10)	Block billing obscures the reasonableness of time charged for each task and typically equates to a 23% inflation of time charged (see California State Bar Association Arbitration Advisory 2016-02 03/25/2016).
0.3	\$ 355.00	\$ 106.50	Review of answer to complaint.	--None--	\$ 106.50	\$ -	-----
0.2	\$ 305.00	\$ 61.00	Discuss status and strategy with [REDACTED].	Intra-Office Communications	\$ 30.50	\$ (30.50)	Intra-office communications between attorneys discussing status/assignments or a legal issue are a form of overstaffing that unjustly charges the client for one attorney to inform or educate another.
0.3	\$ 490.00	\$ 147.00	Review Answer from [REDACTED]; review notice from court re hearing scheduled for [REDACTED].	--None--	\$ 147.00	\$ -	-----
1.0	\$ 2.00	\$ 2.00	Scan	Overhead	\$ -	\$ (2.00)	Reproduction expenses that are already included in the attorneys' hourly rates as firm overhead

# How We Communicate Findings with Your Law Firm

INVOICE	DEFICIENCY	EXPLANATION	SUM OF CHARGES	SUM OF VALUE	SUM OF ADJUSTMENT
236457	---None---	-----	\$ 1,131.50	\$ 1,131.50	\$ -
	Block Billed	Block billing obscures the reasonableness of time charged for each task and typically equates to a 23% inflation of time charged (see California State Bar Association Arbitration Advisory 2016-02 03/25/2016).	\$ 1,372.50	\$ 1,098.00	\$ (274.50)
	Intra-Office Communications	Intra-office communications between attorneys discussing status/assignments or a legal issue are a form of overstaffing that unjustly charges the client for one attorney to educate another.	\$ 152.50	\$ 122.00	\$ (30.50)
<b>236457 Total</b>			<b>\$ 2,656.50</b>	<b>\$ 2,351.50</b>	<b>\$ (305.00)</b>
236886	---None---	-----	\$ 3,594.50	\$ 3,594.50	\$ -
	Administrative	The law firm charged for an attorney to "confirm and calendar deadline for discovery requests." This is an administrative task that should be done without charge to the client.	\$ 24.50	\$ -	\$ (24.50)
	Block Billed		\$ 1,225.00	\$ 980.00	\$ (245.00)
	Intra-Office Communications	Intra-office communications between attorneys discussing status/assignments or a legal issue are a form of overstaffing that unjustly charges the client for one attorney to educate another.	\$ 49.00	\$ 39.20	\$ (9.80)
	Junior-Lawyer Training	A junior lawyer charged for researching rules on interrogatories and requests for admissions and service of same.	\$ 1,343.00	\$ 1,007.25	\$ (335.75)
<b>236886 Total</b>			<b>\$ 6,236.00</b>	<b>\$ 5,620.95</b>	<b>\$ (615.05)</b>
237464	Duplicative Work	The Law Firm charged 6.1 hours for two attorneys to engage in settlement discussions with opposing counsel. Many of the attorneys' time entries were duplicative of the other's efforts, and therefore lacked value to the client. We propose a modest reduction in those charges.	\$ 2,396.00	\$ 2,036.60	\$ (359.40)
	---None---	-----	\$ 9.34	\$ 9.34	\$ -
<b>237464 Total</b>			<b>\$ 2,405.34</b>	<b>\$ 2,045.94</b>	<b>\$ (359.40)</b>
237466	---None---	-----	\$ 882.00	\$ 882.00	\$ -
	Administrative	Several time entries related to scheduling a deposition were administrative in nature and should have been performed by administrative staff at no charge to the client.	\$ 154.00	\$ 77.00	\$ (77.00)
	Intra-Office Communications	Intra-office communications between attorneys discussing status/assignments or a legal issue are a form of overstaffing that unjustly charges the client for one attorney to educate another.	\$ 392.00	\$ 294.00	\$ (98.00)
<b>237466 Total</b>			<b>\$ 1,428.00</b>	<b>\$ 1,253.00</b>	<b>\$ (175.00)</b>
237822	---None---	-----	\$ 2,190.11	\$ 2,190.11	\$ -
	Block Billed		\$ 1,102.00	\$ 881.60	\$ (220.40)
	Excessive Time	The Law Firm charged 7.7 hours (\$2,248.50) for work on a motion to deem admissions admitted upon opponent's failure to respond to requests for admissions. This included considerable time to identify the correct procedure. This is a common procedure that is well documented in the procedural rules and case law and, therefore, this time is excessive.	\$ 2,273.00	\$ 1,704.75	\$ (550.50)
	Intra-Office Communications	Intra-office communications between attorneys discussing status/assignments or a legal issue are a form of overstaffing that unjustly charges the client for one attorney to educate another.	\$ 240.00	\$ 144.50	\$ (95.50)
<b>237822 Total</b>			<b>\$ 5,805.11</b>	<b>\$ 4,920.96</b>	<b>\$ (866.40)</b>
<b>Grand Total</b>			<b>\$ 18,530.95</b>	<b>\$ 16,192.35</b>	<b>\$ (2,320.85)</b>

# How Your Rebate Statement Looks

 LEGAL BILL REVIEW 		SIB Contact for this Client:			Client: SIB Workbook ID: SIB Statement Date:		Client Company, Inc. CLIENTCO001 - 2018-02 2018-03-18		
		Attorney Analyst, Esquire							
		484-430-4000 info@siblbr.com							
LAW FIRM ("LF")C	LIENT NAME AT LFC	LIENT # AT LF	MATTER # AT LF	MATTER NAME AT LFI	NVOICE # AT LF	LF INVOICE DATE	BILLING MONTH	LF INVOICE AMOUNT	ACCEPTED ADJUSTED
ABC Firm	Client Company, Inc.	24361	1B	usiness Litigation	654321	2018-03-08	2018-02	\$ 747.38	\$ 747.38
ABC Firm	Client Company, Inc.	24361	2	Acquisition of XYZ Corp.	654322	2018-03-08	2018-02	\$ 940.50	\$ 940.50
ABC Firm	Client Company, Inc.	24361	3E	mployee Manual	654323	2018-03-08	2018-02	\$ 191.00	\$ 191.00
ABC Firm	Subsidiary A, Inc.	28988	4E	mployment Litigation	654324	2018-03-08	2018-02	\$ 4,088.00	\$ 3,002.05
ABC Firm	Client Company, Inc.	24361	5	Labor/Employment	654325	2018-03-08	2018-02	\$ 1,742.85	\$ 1,492.85
ABC Firm	Subsidiary B, LLC	31433	6	Tax Planning	654326	2018-03-08	2018-02	\$ 1,787.66	\$ 1,296.66
ABC Firm	Client Company, Inc.	24361	7T	ransaction 123	654327	2018-03-08	2018-02	\$ 11,643.00	\$ 8,969.44
DEF Law FirmC	lient Company, Inc.	6154871		Business Litigation	234234	2018-03-11	2018-02	\$ 4,661.57	\$ 3,054.00
DEF Law FirmC	lient Company, Inc.	6154872		Business Litigation	234235	2018-03-11	2018-02	\$ 2,040.00	\$ 1,761.00
DEF Law Firm	Subsidiary B, LLC	641322	1T	ransaction 234	234236	2018-03-11	2018-02	\$ 347.00	\$ 347.00
DEF Law Firm	Subsidiary B, LLC	641322	2T	ransaction 345	234237	2018-03-11	2018-02	\$ 37.50	\$ 37.50
GHI & Associates	Client Company, Inc.	45612	1B	usiness Litigation	4567891	2018-03-15	2018-02	\$ 11,165.00	\$ 8,343.50
GHI & Associates	Client Company, Inc.	45612	2B	usiness Litigation	4567892	2018-03-15	2018-02	\$ 17,408.70	\$ 13,075.95
GHI & Associates	Client Company, Inc.	45612	3T	ransaction XYZ	4567893	2018-03-15	2018-02	\$ 4,262.50	\$ 3,402.45
GHI & Associates	Client Company, Inc.	45612	4T	ransaction YXW	4567894	2018-03-15	2018-02	\$ 1,428.00	\$ 1,332.00
GHI & Associates	Client Company, Inc.	45612	5T	ransaction XWV	4567895	2018-03-15	2018-02	\$ 929.80	\$ 929.80
GHI & Associates	Client Company, Inc.	45612	6B	usiness Litigation	4567896	2018-03-15	2018-02	\$ 12,844.15	\$ 10,868.15
GHI & Associates	Client Company, Inc.	45612	7B	usiness Litigation	4567897	2018-03-15	2018-02	\$ 20,377.81	\$ 18,169.34
GHI & Associates	Client Company, Inc.	45612	7B	usiness Litigation	4567897	2018-03-15	2018-02	\$ 20,377.81	\$ 18,169.34
GHI & Associates	Client Company, Inc.	45612	8	Tax Planning	4567898	2018-03-15	2018-02	\$ 154.00	\$ 154.00
JKL&M Law	Subsidiary A, Inc.	37792	1	Labor/Employment	2837	2018-03-18	2018-02	\$ 3,480.00	\$ 2,750.00
JKL&M Law	Subsidiary A, Inc.	37792	2	Tax Planning	2838	2018-03-18	2018-02	\$ 242.00	\$ 242.00
JKL&M Law	Subsidiary A, Inc.	37792	3B	usiness Litigation2	839	2018-03-18	2018-02	\$ 1,210.00	\$ 1,210.00
Client Company, Inc. Attn: Chief Financial Officer 123 Main St., Suite 7 Anytown, US 12345									
					Oringal Law Firm Invoices Total				\$101,728.42
					Adjusted Law Firm Invoices Total				\$82,316.56
					SIB's Fee			5.00%	\$5,086.42
					Client Rebate Check				\$14,325.44
					Check Memo: Client REBATE CLIENTCO001 - 2018-02				

# How SIB Compliments Legal E-Billing Software

## E-BILLING SOFTWARE

E-billing software provides information about what you have already spent in legal expenses.

E-billing software provides data analytics about the categories of your organization's legal spend and some, but not all, software provides general budgeting benchmarks.

## SIB LEGAL BILL REVIEW

SIB provides negotiation to reduce your legal expenses before you pay.

SIB ensures that the amount of time is consistent with the attorney's work product. SIB reviews the work product to ascertain whether the charges are justifiably more than the benchmark. For example, if the lawyer charged 30 hours for a motion for summary judgment, and the motion entailed a common issue of law that is well documented in the jurisdiction, 30 hours would exceed the value, although it might fall within the benchmark range. Conversely, if the lawyer charged 50 hours for a motion for summary judgment, but the motion entailed a novel or complicated question of law, 50 hours might be the true value, although it would fall outside of the benchmark range.



## E-BILLING SOFTWARE

With e-billing software, the lawyer still controls the task code assigned to each time entry. Task codes can be adjusted by the law firm to fit the budget.

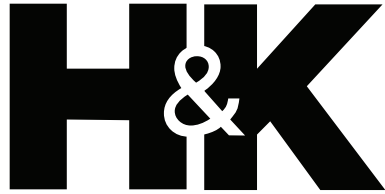
E-billing software is great for matching tasks to budgeted phases of representation and keeps the client informed on the status of representation. E-billing software is a tool for in-house legal teams to analyze their legal spend.

## SIB LEGAL BILL REVIEW

SIB ensures that each time entry is correctly classified within the budgeted category, not placed in a category that still has “room in the budget.” For example, if the budget has 30 hours for responding to discovery, but the opponent has not served written interrogatories, the lawyer may see the unused 15 hours in that category as a place to “park” over-budget time from another category. We make sure that the client benefits from the 15 hours saved in that category.

SIB regularly pays its clients rebate checks by reducing their legal-invoice amounts. That is a tangible reduction in legal expenses. And we waive our fee if we don't achieve enough reduction to pay our fee from the original invoice amounts. Thus, SIB's service represents zero net cost to the client and is completely risk-free.

# What Clients are Saying



BRIAN KERSEY | The H&K Group

Heavy Civil Contracting & Construction Materials

*The transition of SIB Legal Bill Review managing our legal invoices and facilitating payment has been seamless. They have certainly made our life easier.*

JASON GRIGGS, CEO | MaxOut Equipment

Designer and Manufacturer of Strength Training Solutions

*The team at SIB Legal Bill Review is not only able to achieve results, but the cooperative and reasonable nature by which they communicate with our outside law firms actually improved our relationship because we now can make heads or tails of our legal bills.*



MICHAEL KROGERMEIER, CFO | Creditsafe

A Premiere Provider of Business Credit Reports

*Working with SIB Legal Bill Review has been a pleasure and their team is very professional. As CFO, I'm always focused on growth and profitability -- and any time we can increase our profitability, I'm happy.*



## WE NEGOTIATED GREAT RATES WITH OUR LAW FIRMS. WHY DO WE NEED YOUR SERVICE?

We typically focus on attorneys' hours, not their rates. Most attorneys must meet annual billable hours quotas, which gives them an incentive to record more hours per client. So we look at the amount of hours it takes to complete a task, the number of tasks bundled together in a single block of hours, the number of attorneys billing hours for the same task, and numerous other metrics -- all to analyze the value that the attorneys have delivered to you, the client.

## HOW DOES SIB LEGAL BILL REVIEW'S PARTICIPATION IN THE BILLING PROCESS AFFECT OUR RELATIONSHIP WITH OUTSIDE COUNSEL?

SIB's participation in the billing process tends to strengthen the client-attorney relationship through transparency and mutual understanding. Law firms appreciate our timely payment of their invoices, and they ordinarily understand and agree with our proposed adjustments. It's really just business as usual. We free you to focus on the real legal issues and running your business -- instead of combing through attorney time entries.

## WILL THIS HAVE A NEGATIVE EFFECT ON THE PERFORMANCE OF OUTSIDE COUNSEL?

No, our participation usually improves their performance. Here's how: you no longer need to have those difficult conversations with your attorneys about the cost of services -- we do that. As a result, you and your attorney can focus on legal issues, not legal invoices.

## WHY DO WE DEPOSIT THE FULL AMOUNT OF THE LAW FIRMS' INVOICES WITH SIB BEFORE SIB NEGOTIATES WITH THE LAW FIRMS?

SIB collects the full amount of the law firms' invoices from the client BEFORE negotiating adjustments with the law firms because we pay each law firm immediately upon acceptance of our proposed adjustments -- it's more effective in negotiating, we don't want you to have to send multiple payments to multiple law firms, we don't want you to have to rush separate payments every time a law firm agrees to an adjustment, and timely payment to the law firms is important to keeping that relationship healthy.



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