

Offshoring legal services to India began way back in 1995 when law firm Bickel & Brewer opened a captive facility in the country. However, the legal process outsourcing (LPO) industry started to attract significant attention only around 2005.

The LPO industry is expected to grow by 19%, from approximately \$370 million for the year 2009, to reach \$440 million by the end of 2010.

Offshoring legal services is gradually gaining acceptance. The last one year has seen several corporations, like Microsoft and Rio Tinto, announcing large deals.

The survey of in-house legal executives is a unique research study for corporations. Drawing directly from the experiences and perceptions of general counsel, this research will help in-house counsel evaluate the option of offshoring legal processes. The survey will focus on the following aspects:

- What are the challenges faced by in-house legal executives?
- Why do corporations outsource/offshore?
- What are the perceived benefits of outsourcing/offshoring?
- What are the perceived cost savings? What are the actual cost savings?
- What are the popular services that they currently outsource/offshore?
- What are the types of services that they plan to outsource going forward?
- How do corporations select suppliers? What are the parameters for selection?

The report will be based on a combination of online and telephonic surveys:

- Through random sampling and online surveys, we will gather information on services outsourced/offshored, drivers, concerns, cost savings, etc.
- We will interview general counsel, who are offshoring LPO services, to solicit their views.

The survey can be accessed by following this link

<http://www.surveymonkey.com/s/legalbuyersurvey>

General counsel at corporations:

- Evaluate perceived and actual benefits of outsourcing
- Learn what your peers/competitors are outsourcing/offshoring, and their consequent cost benefits

Decision makers at LPOs:

- Gain valuable client perspective on outsourcing/offshoring drivers and concerns
- Identify key outsourcing segments that the corporations are considering

ValueNotes is a leading provider of business intelligence and research, with expertise across industries. The ValueNotes Sourcing Practice, a business division of the company, publishes proprietary market intelligence on the (services) outsourcing industry, with an emphasis on knowledge services. We have had a dedicated team tracking the LPO industry since 2004.

Our research is frequently referenced by business journals and industry experts. Links to some recent articles:

- Law Society Gazette, 25 February 2010 - [How legal process outsourcing is changing the legal landscape?](#)
- Business Standard, 16 May 2010 - [Legal process outsourcing on firm footing](#)

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Is outsourcing / offshoring of legal processes viable?

What inputs will help build the report?

How will the report benefit you?

Why ValueNotes?