

2019 Annual Value Meeting Program

Greenberg Traurig – 44th Floor (GT 44)/ McDermott Will & Emery – 45th Floor (MWE 45)
333 SE 2nd Avenue, Suites 4400-4500, Miami, FL 33131

Wednesday, January 2, 2019

6:30 p.m. - 8:30 p.m. **Optional “Early Arrivals” Reception @ ZUMA**
270 Biscayne Blvd Way (at the Kimpton EPIC)

Thursday, January 3, 2019 (Day 1)

8:30 a.m. - 9:00 a.m. **Light Breakfast and Coffee (GT 44)**

9:00 a.m. - 9:30 a.m. **Introductions: To TVPi and Our First-Time Attendees (GT 44)**

9:30 a.m. – 12:00 p.m.

Pricing Track Module 1 (GT 44)
Toughest pricing issues we face:
Work in groups to create list of top 3
issues we face as a profession (*e.g.*, rate
compression/ Banks Insurance &
Pharma – what next / Managing Panels
/ Legal Operations – are they the new
procurement (Break-out sessions
where each of the 5 groups is given one
problem to work on and create
actionable solutions for circulation
later)

LPM Track Module 1 (MWE 45)
“Today’s Top Challenges in
Implementing a Successful LPM
Program”: Discussion led on topics
ranging from common change
management issues to administrative
hurdles. (Format: Breakout/Table
talk)

12:00 p.m. - 1:15 p.m. **Lunch: Cohort Discussions**

1:15 p.m. - 2:30 p.m.

Pricing Track Module 2 (GT 44)
Feedback sessions from each group
having 30 minutes to explain their
answer and face questioning on it

LPM Track Module 2(a) (MWE 45)
“Co-collaboration with Clients”: Tips,
tricks and other things to help get
involved in serving clients. Join this
discussion on how to get a seat at the
table (Format: Breakout/Table Talk).

Thursday, January 3, 2019 (Day 1) Continued

2:30 p.m. - 2:45 p.m.	Short break / Networking	
2:45 p.m. - 3:45 p.m.	Pricing Track Module 3 (GT 44) Harvard Jigsaw Puzzle – how different perspectives impact decision making	LPM Track Module 2(b) (MWE 45) Continued discussion on the following topics: <ul style="list-style-type: none">• Client-driven vs. Firm-driven initiatives (RFPs, OCGs, etc.)• Key performance indicators• Knowledge sharing
3:45 p.m. - 4:00 p.m.	Summary, Wrap-up and Preview of Day 2	
4:00 p.m. - 6:00 p.m.	Free Time	
6:00 p.m. - 9:00 p.m.	Annual Dinner @ CVI.CHE 105 (105 N.E. 3rd Avenue)	
9:00 p.m. - ?	Post-Dinner Drinks @ Blue Martini (900 S Miami Ave #250)	

Friday, January 4, 2019 (Day 2)

8:30 a.m. - 9:00 a.m.	Light Breakfast and Coffee (GT 44)	
9:00 a.m. - 10:00 a.m.	BTI Update: State of the Market and What Clients Are Saying	
10:00 a.m. - 12:00 p.m.	Concurrent Track Module (GT 44) “Better Aligned Scoping”: Designing an optimized matter initiation process. Join this discussion as LPM and pricing practitioners drill down on how to better collaborate on this critical stage of the matter life cycle. (Format: Breakout/Table Talk - Attendees of both tracks will mix up and participate in concurrent sessions.)	
12:00 p.m. - 1:15 p.m.	Lunch: Insights on the Law Firm Pricing Role	

Friday, January 4, 2019 (Day 2) Continued

- 1:15 p.m. - 2:15 p.m. **Concurrent Track Module (GT 44)**
Breakout Sessions or additional programming
Kevin Doolan and others will talk on pricing trends especially outside the law
- 2:15 p.m. - 2:30 p.m. **Summary and Closing Remarks**
- 3:00 p.m. - 5:00 p.m. **Post-Conference Cocktails – Area 31 (16th Floor, Kimpton EPIC)**

Meeting Logistics Note:

All attendees should report to the Greenberg Traurig (GT44) space for breakfast and introductions *both* days. LPM Track attendees will move to the McDermott Will & Emery (MWE45) space on Day 1 following introductions. Please refer to the attendee roster if you have any questions as to the Track for which you are registered.



Our Faculty

The Institute is extremely thankful to the following members of our faculty, without whom we could not bring to our members the highest level of education in legal pricing and project management.



Kevin Doolan - After 25 years' experience as a law firm partner, working internationally with some of the largest multinational companies, Kevin joined Moeller Professional Services Firms Group at Churchill College, University of Cambridge to focus on consulting work.



David A. Rueff, Jr. has been Baker Donelson's Pricing and Legal Project Management Officer since the position was created in 2011. David has been practicing for over 20 years, has been PMP certified through PMI since 2010 and is certified in the Toyota Manufacturing Production System (Lean).



Leslie Brown, ALPM is a member of TVPi's Council of Advisors and was formerly Head of Legal Project Management - Americas at Hogan Lovells where she built the firm's LPM Program.

Our Sponsors

We also thank our corporate sponsors, who include active members of the Inaugural Provider Cohort. Thank you for your support of our community and for enriching the dialogue.

