
The Washington Post – December 25, 2000

eLawForum's Case for Bidding

By Neil Irwin

Few businesses are as traditional as the law, yet as ripe for change. Henry is chief executive of eLawForum, a company creating a more efficient way for corporations to choose outside lawyers.

When a corporation needs a law firm, today it typically hires one of the firms it already uses. Only a few firms are considered out of dozens that might be qualified.

The general counsel consults with eLawForum staff to develop an invitation to bid on its business, known as a request for proposal, and invite confidential bids from qualified law firms. The corporation picks a firm with the rates and track record it wants.

Henry claims that the price paid has averaged 30 percent less than the same legal work solicited by traditional means, making his 2% commission a bargain.

© 2000 The Washington Post Company

