

HOW ARE AUSTRALASIAN LAW FIRMS PREPARING FOR A DIGITAL, DIVERGENT, DIFFERENTIATED FUTURE?

For the 3rd year, ALPMA has joined forces with LexisNexis® to carry out ground breaking research into what Australasian firms are doing to respond to the changing legal landscape and how they are transforming their business strategy accordingly. In July 2015, respondents from 147 law practices across Australia and New Zealand participated in the research conducted via an online survey.

To get the full survey results, download the report at www.lexisnexis.com.au/alpmasurvey

TOP 5 KEY CHALLENGES FACING THE AUSTRALASIAN LEGAL LANDSCAPE

#1
Finding (and winning) new customers

#2
Improving operational efficiency

#3
Staying ahead of technology

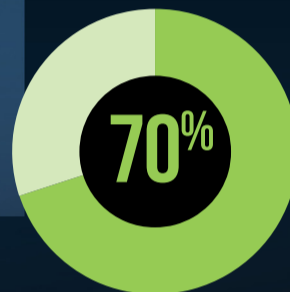
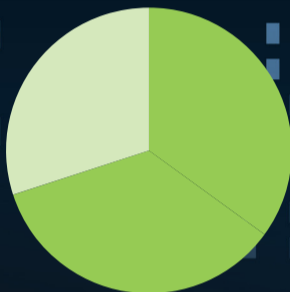
#4
Differentiating themselves from other firms

#5
Growing firm profits

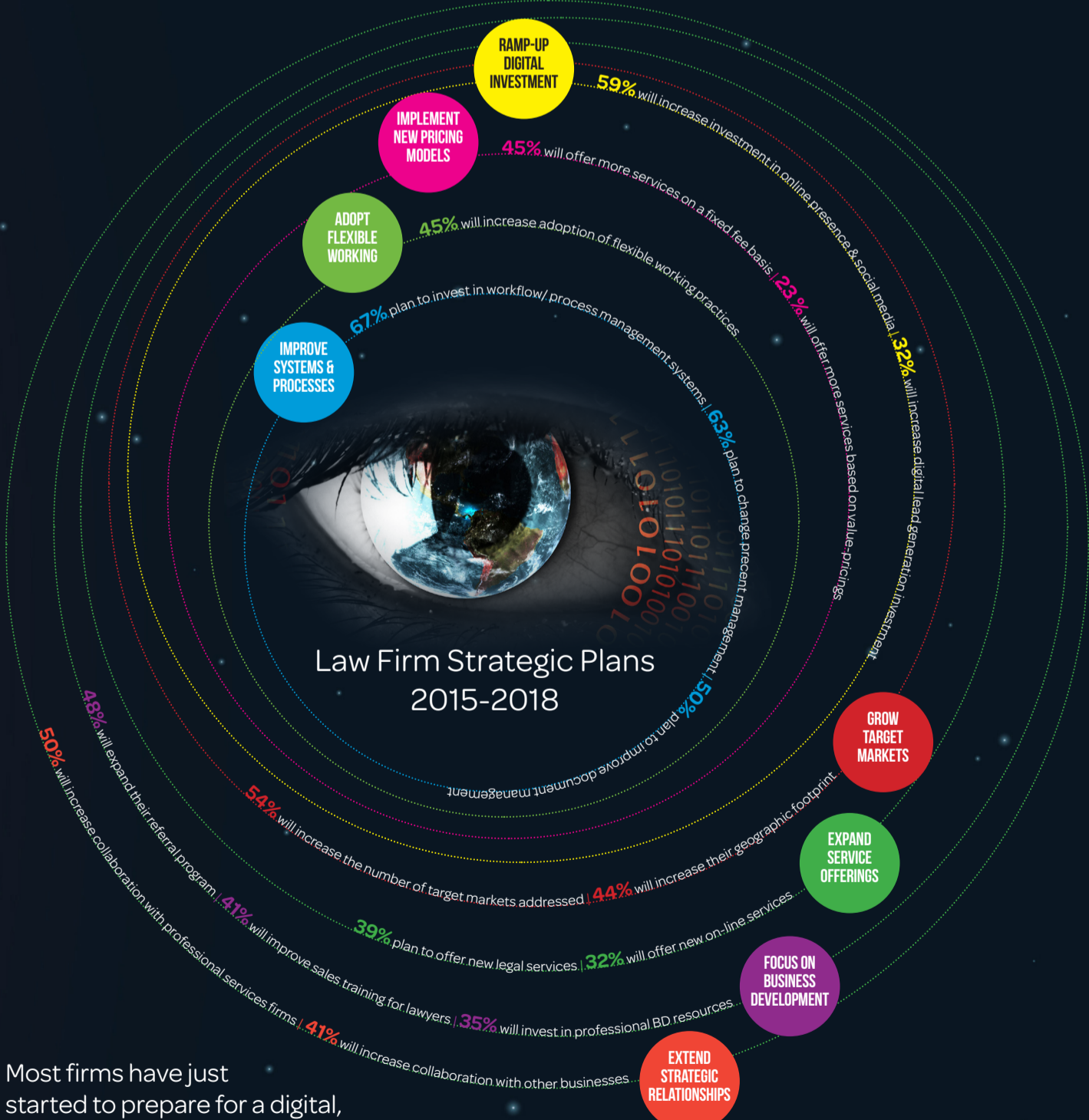
“ Law firms are focusing on expanding their service offerings and target markets in order to attract new clients whilst investing in technology to help deliver the productivity and efficiency gains that they need in order to stay competitive. ”

James Parker
Executive Director - Practice Management
LexisNexis Asia Pacific

TO ADDRESS THESE CHALLENGES, LAW FIRMS PLAN FOR THE FUTURE.



TOP 8 STRATEGIES IMPLEMENTED BY LAW FIRMS TO PREPARE FOR A DIGITAL, DIVERGENT AND DIFFERENTIATED FUTURE



Most firms have just started to prepare for a digital, divergent, differentiated future.

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Learn how to successfully prepare your firm for the future by attending the 2015 ALPMA Summit and by discovering how LexisNexis' wide range of trusted technology solutions will fully prepare your firm to thrive in a digital, divergent and differentiated world.

Find out more at www.lexisnexis.com.au/practicemanagement



More than **30%** are well-prepared or fully prepared.



54% are beginning to prepare their firm.



12% are unprepared.

