

ABS and Proud of It

Tees Law

- Succession
- Funding
- Investment
- Growth
- Client experience
- Efficiency
- Differentiation
- Brand
- New CEOs audit/challenges found
- He joined Tees as he felt they were "agile" enough to respond
- Corporate structure
- Management structure
- Outsourced/hosted IT
- Partner reward/appraisal
- Support staff restructuring
- Bank funding
- New image
- Set out to change
- David
- Just like SGI Legal, but older
- Why bother upsetting a stable firm?
- "On the Plains of Hesitation..."
- Must deliver what the client wants
- Needed a wider range of staff skills
- You must keep working on efficiency
- Ownership will be widen to all staff, not just management in 2014

Chris Mills COO, Schillings

- 2007
- 6 partners
- Keith is a legend in the privacy world (defamation & privacy)
- 49% margin
- 2008-13
- Social media exploded
- Technology changes coming e.g. Wikileaks
- DoS attacks on their website, News of the World, phone hacking
- The press started behaving themselves
- 2011 pivoted to being a "reputation defence" business
- The approach was evolution through revolution
- Brought in Risk Consulting & IT Security
- Brought in Risk Consultants
- 2013 brand (Ronseal) – Law at the speed of reputation"
- Call us on day one, not on your "worst day"

SGI Legal LLP

- Conscious decision to work with other brands
- We think about how they perceive our brand
- What about their vision?
- Why be an ABS?
- A platform to diversify
- Needed diverse leadership skills
- Everyone sees everything in the business e.g. P&L
- Provision for a wide range of services
- Not just legal services under the "group"
- Wanted to reward non-lawyers differently

Triton Global

- Background
- DCS Global
- RobinSimon
- WalshPI+
- Our marketplace
- Perpetual soft markets
- Full service firm
- More for less
- Greater cost certainty
- Mergers, acquisitions & closures
- More data & MI information
- Our Vision
- To be a leading provider of claims solutions across our global network
- Track record
- Excellent IT
- Our differentiated = cradle to grave via group companies
- Transitioning the Change
- The Employment Charter