

Firm: _____ Date: _____
Participants: _____

FMC Technologies 1^o Law Litigation Value Challenge – Phase III

For Phase III, we have invited your firm to a face to face meeting to “wow” us – not “woo” us. This phase is about culture and fit as opposed to capabilities -- frankly, you're in the box, along with the other firms, because the capability and experience criteria were already met. Any firm playing at this level by definition has the technical qualifications to do the work. As such, we're not looking for a dog and pony show in the traditional sense. We're looking for how you do the work and how we'll work together. In a very real sense, this is all about how we can work differently while at the same time more efficiently and effectively. After all, that's precisely what we mean by value. Given what you know about us already, that shouldn't be a surprise to you!

Agenda for a meeting lasting no more than 2 hours:

1. We expect to meet who you are proposing as your firm's relationship manager. Keep in mind, the philosophy in our Covenant with Counsel is that this is a B2B relationship – not a B2A relationship. And by “B” we mean “business” and by “A” we mean “individual attorney”.
2. Beyond that, feel free to bring anyone to the meeting you'd like -- just let us know if we need a bigger room.
3. Please be prepared to answer any question we may have about each element of your responses to each phase (the 2 page questionnaire, the 1 page spreadsheet, and your tweet).
4. We want to know how you will conduct the intake planning meeting about resources, communication, focus, schedule, etc.
5. We want to know how you do project management.
6. We want to know how you'll determine what resources to use.
7. We want to know how you'll do an early case assessment -- remember, it must be done with in the first 90 day phase, along with a full case budget.
8. We want to know how you'll train your associates and give them experience -- without imposing undue cost or risk on us.
9. We want to know how you'll participate in after action and continuous improvements.
10. We really want to know what truly innovative ideas you have deployed and are thinking about for improving performance and delivering value.
11. Finally, we'll be pleased to answer any questions you have about ACES and the Covenant with Counsel.