

Type	Description	Ideally Suited For
Fixed Fee Per Deliverable	Affixes an “all in” price for a distinct piece of work, encompassing all of the law firm’s ancillary preparation and effort.	Situations in which certain component pieces of work are distinct and measurable such that the client and Kean Miller can agree upon a workable fee schedule, even if the number of “units” of work may vary going forward.
Fixed Fee Per Matter	Sets a fixed price for all legal work relating to a particular matter.	Situations in which a client matter recurs in a defined and predictable way so that the client and Kean Miller can agree on a reasonable fixed fee to handle that matter, barring any unforeseen developments.
Capped Fee	Used to set a ceiling on what the client will pay the law firm in a particular matter, or for a particular piece of work.	Situations in which the client is most comfortable with the hourly rate billing model and favors greater predictability (by capping fees on the high end) as opposed to lowering fees (by sharing with Kean Miller a portion of savings generated under fixed fees).
Flat Fee Per Period	Typically covers distinct categories of services during the course of a specified period.	Situations in which distinct pieces of work need to be performed on a recurring basis, and the client wants an incentive for the work to be performed even more efficiently.

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Portfolio Fixed Fee	Represents a broader application of the fixed fee approach by assigning a large portfolio of work to a single firm for a fixed fee. Usually after a competitive bidding process.	Situations in which a group of matters is sufficiently similar, recurring and predictable so as to lend itself to relatively consistent year-over-year patterns in terms of activity and fees.
Per Capita / "Ad Agency" Model	Fixes a set price to "purchase" on a discounted basis the full-time or half-time services of a certain person or team, who then produces the work required.	Situations in which the client wants particular Kean Miller attorneys to be available and we are willing to provide a discount in exchange for the certainty of volume in advance - and the volume is sufficiently predictable.
Pure Contingency	Law firm compensation depends entirely on achieving certain outcomes.	Situations in which the client seeks recovery and is therefore willing to forego a larger portion of its upside stake in exchange for protection on the downside (i.e. pay large fee for a win and no fee for a loss).

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Blended Hourly Rates	Apply one average rate for all grades contributing to the delivery of a matter.	Low complex work, when budgeting / transparency is important. The next best possible billing arrangement when fixes or capped fees are not. This puts the focus on the deliverable rather than the person who performs the work.
Tiered Volume Discounts	Discounts to be applied if invoice values exceed defined thresholds.	Used in combination with any other billing model to account for economies of scale benefits which should be fairly shared with the client.