

PA BOUTIQUES, SPINOFFS SEE GAINS AS GCS SEEK COST FLEXIBILITY

FIRM NEWS - NEIL A. COOPER, DAVID GITLIN, NOVEMBER 15, 2018

Neil Cooper and David Gitlin were quoted in The Legal Intelligencer article, "Pa. Boutiques, Spinoffs See Gains as GCs Seek Cost Flexibility." David Gitlin discussed how "much of his transactional work is handled on a fixed-fee, partial contingent basis ... and he also has clients who keep him on retainer for day-to-day corporate work". Those arrangements provide Gitlin and his clients "more peace of mind". The ability to avoid billing hourly was one of the reasons for moving to RCCB. Neil Cooper said requests for alternative fee arrangements are on the ups although a majority of clients are still opting for the hourly model. Cooper said that clients are "happy to pay rates if they're getting the right staffing. One of the challenges they face when they're taking matters to the larger firms... is in order to get the right prices for the work, they're getting people who are too junior." Read the full article [here](#).

PROFESSIONALS

Neil A. Cooper

David Gitlin

CAPABILITIES

Corporate & Business