SIDEBAR

Leveling the playing field

Primerus secures major LexisNexis discounts for member firms

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A new partnership with one of the legal industry's leading research providers gives smaller firms access to savings typically reserved for large national practices – and reflects a broader effort by the Primerus Law Practice Management Board to help member firms stay competitive.

For small and mid-sized law firms, legal research costs have become increasingly difficult to manage. Research platforms are already expensive, and the addition of artificial intelligence (AI) tools has driven costs even higher. Many firms struggle to pass those expenses on to clients, leaving them to absorb the impact themselves.

The Primerus Law Practice Management Board (LPMB) is aiming to ease that burden.

The board has negotiated a new discount program with LexisNexis that gives qualifying Primerus member firms with 50 or fewer attorneys access to significantly reduced pricing on legal research services. The program applies both to firms new to LexisNexis and to firms preparing to renew existing contracts.

Discounts designed for smaller firms

Firms that do not currently have a LexisNexis contract – or whose previous contract ended more than 90 days before the date of application for a new contract – may qualify for a 40 percent discount off standard pricing, with reductions based on contract structure and length.

Firms that commit to a four-year agreement can receive especially steep introductory savings: 12 months at 75 percent off the negotiated monthly rate, followed by 36 months at the negotiated rate. Additional monthly promotions may also apply, depending on eligibility.

The program also offers benefits for firms already using LexisNexis and approaching renewal. Firms that extend their current agreements may be able to add platform upgrades, additional content, or new attorneys at no extra cost during a 12-month promotional period. Specific conditions and contract length requirements may apply, depending on the amount of time remaining on a member's existing contract and the contract extension period selected. After the introductory period, the contract transitions to the negotiated long-term rate for the remainder of the agreement.

Final pricing varies depending on attorney count, selected research platforms and content packages, and contract length. Firms with more than 50 attorneys are encouraged to contact their LexisNexis representative directly to discuss options available to larger firms.

Helping smaller firms compete

Melinda A. Bialzik, incoming chair of the LPMB, said rising research costs – particularly those tied to AI tools – have made it harder for smaller firms to compete with larger practices.

"As legal research gets more expensive, particularly with the addition of AI tools, it can be increasingly difficult for smaller firms to compete with the big firms," Bialzik said. "By helping Primerus members manage this cost, we hope to help them continue to compete in the legal marketplace regardless of size."

For firms with 10 to 30 attorneys, the savings could have a meaningful operational impact. Research expenses are often difficult to recover through billing, forcing firms to either absorb the cost or risk client pushback.

"For smaller firms, the cost of legal research can be a significant expense that is difficult to pass along to clients," Bialzik said. "This allows firms greater flexibility in how they choose to pass those costs to clients and manage their operating budgets."

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Months of negotiation

The agreement followed months of negotiations between the LPMB and LexisNexis.

Bialzik said the board worked to maximize the discounts while also identifying opportunities that would benefit LexisNexis, including presentations at Primerus conferences and webinars for member firms.

“The board had extensive discussions and negotiations with Lexis to get to the current discounts,” Bialzik said. “Part of that included finding ways to incentivize Lexis through opportunities to present to Primerus firms and other opportunities for exposure.”

The board focused on helping both firms switching research providers and firms renewing existing LexisNexis agreements, said Robin F. Lewis, Senior Vice President of Special Projects at Primerus.

“The board worked with Lexis to get the most favorable discounts available, both for firms that are new to Lexis and wish to switch from another provider of online legal research services, as well as for firms that currently are about to renew existing contracts with Lexis,” Lewis said.

Part of a larger strategy

The LexisNexis partnership is part of a broader LPMB effort to use the collective size of Primerus membership to negotiate pricing advantages typically available only to larger firms.

“One of the goals of the LPMB is to try to leverage the large number of firms within Primerus to get pricing discounts that currently are only available to the largest firms,” Bialzik said. “We want to help our smaller members stay competitive and manage costs so they can continue to offer excellent legal services and maintain profitability.”

Lewis said group purchasing power can give smaller firms access to services and pricing they likely could not secure independently.

“By offering group discounts with vendors such as Lexis, we are providing opportunities for our firms to save money and have access to a wider range of services than smaller firms might ordinarily be able to secure on their own,” Lewis said.

How firms can access the program

Primerus member firms interested in the program should contact LexisNexis directly and identify themselves as Primerus members.

Because pricing is customized based on firm size, platform selection, content needs, and contract terms, firms are encouraged to discuss their specific circumstances with LexisNexis to determine the full range of available savings.

The LPMB is also seeking suggestions from member firms about other group discount opportunities that could benefit the Primerus network.

entirely outside the EU. If a work of art cannot be exported to Europe, an important market is lost, with potential consequences for the value of the work in question.