

Meet the Intapp Pulse Survey

April 2020



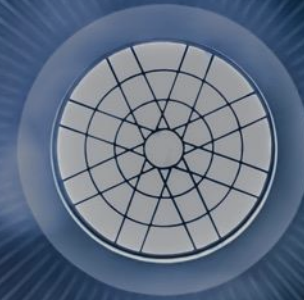
Objectives

Our Intapp COVID-19 Pulse survey takes the pulse of law firm leaders at the largest global law firms. It captures both actions taken in response to the pandemic and sentiments about the expected impact of the pandemic. Our goal is to share knowledge to facilitate more informed decision-making in our community.

Executive Summary

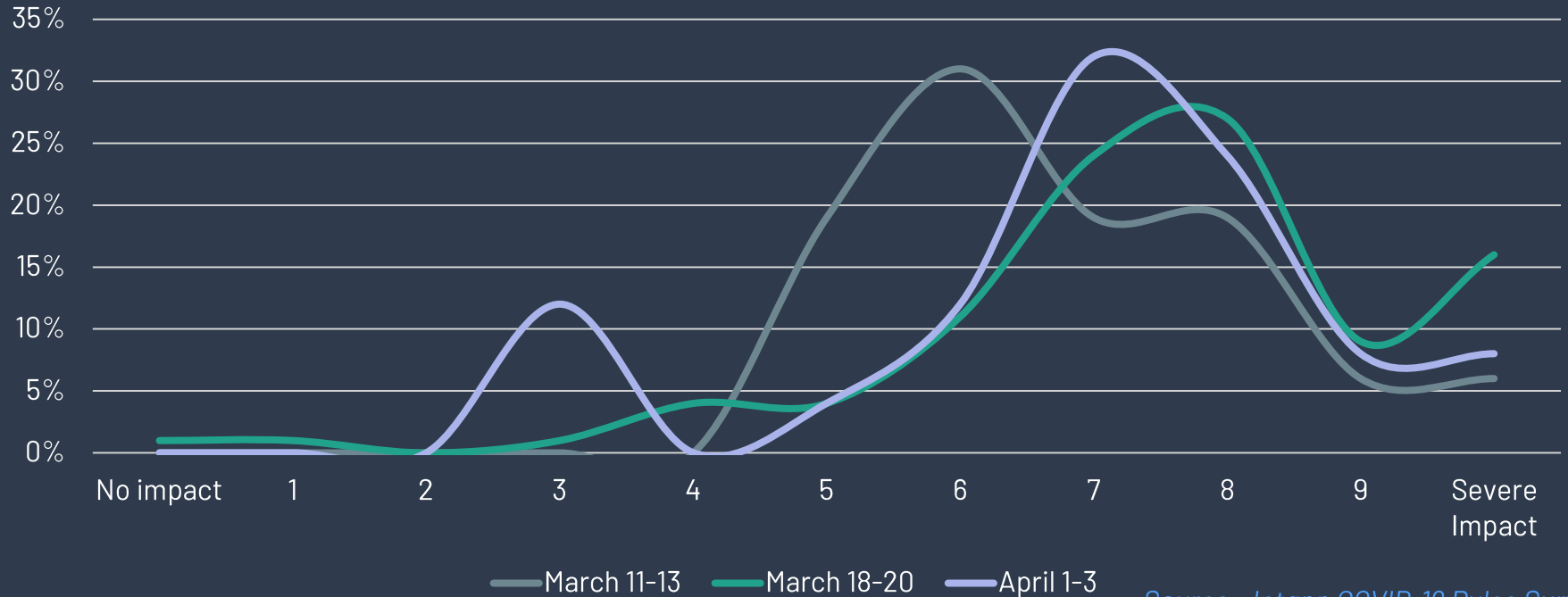
Here's what we learned about actions and sentiments in the wake of the pandemic during the 4th week of survey tracking (April 1-3) – as well as key trendline changes over the past four weeks:

- More than 80% of responding firms are seeing shifts in demand: increases in demand especially for labor, employment, estates, and bankruptcy with steepest decreases in corporate litigation, M&A, real estate, financings
- Firms expect to feel a moderately severe impact on the firm, including a moderate reduction in demand that will last anywhere from 90 days to 6 months, a time horizon that has slowly extended as the pandemic has perpetuated.
- Nearly two-thirds of firms report the impact on employee morale as one of the significant consequences of the pandemic. To date, budgetary and spending changes are more prevalent than headcount-related changes.



Anticipated impact is moderately severe

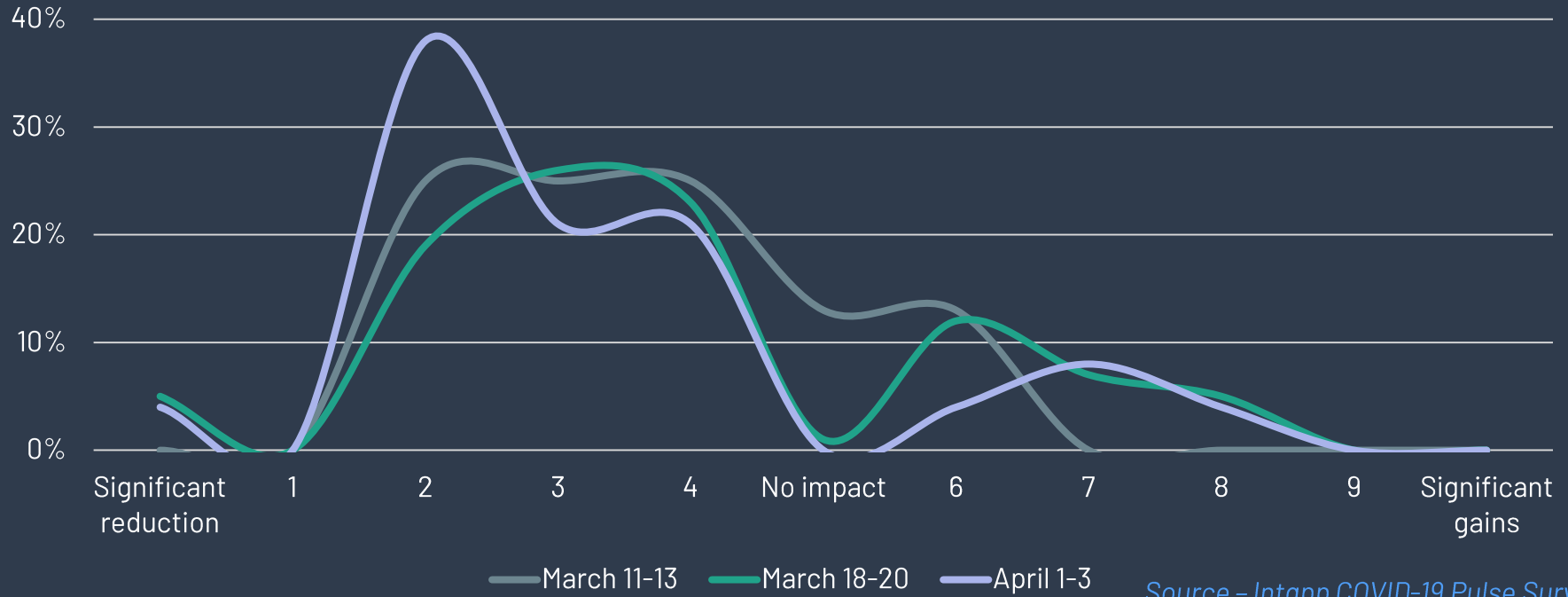
Anticipated impact on the firm



Source - Intapp COVID-19 Pulse Survey

With each passing week, anticipated demand decreases

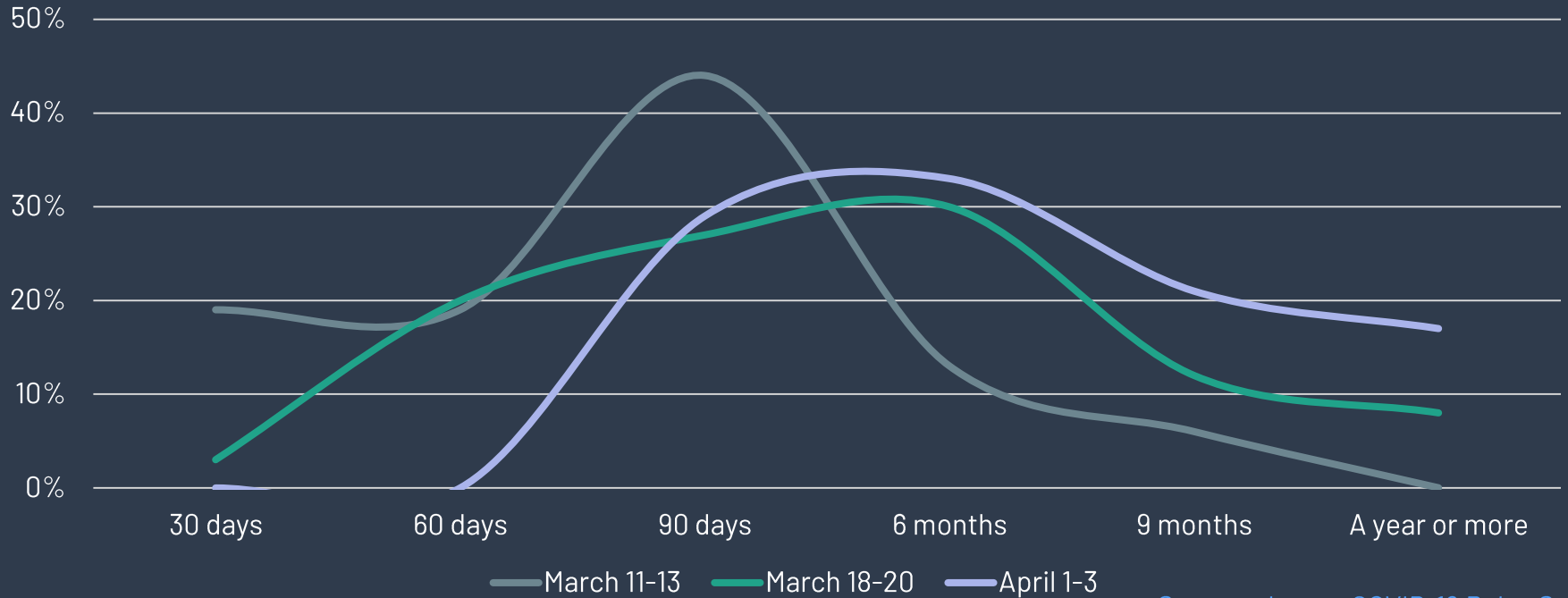
Anticipated impact on demand for services over next 2 years



Source - Intapp COVID-19 Pulse Survey

Anticipated duration of impact is trending past 6 months

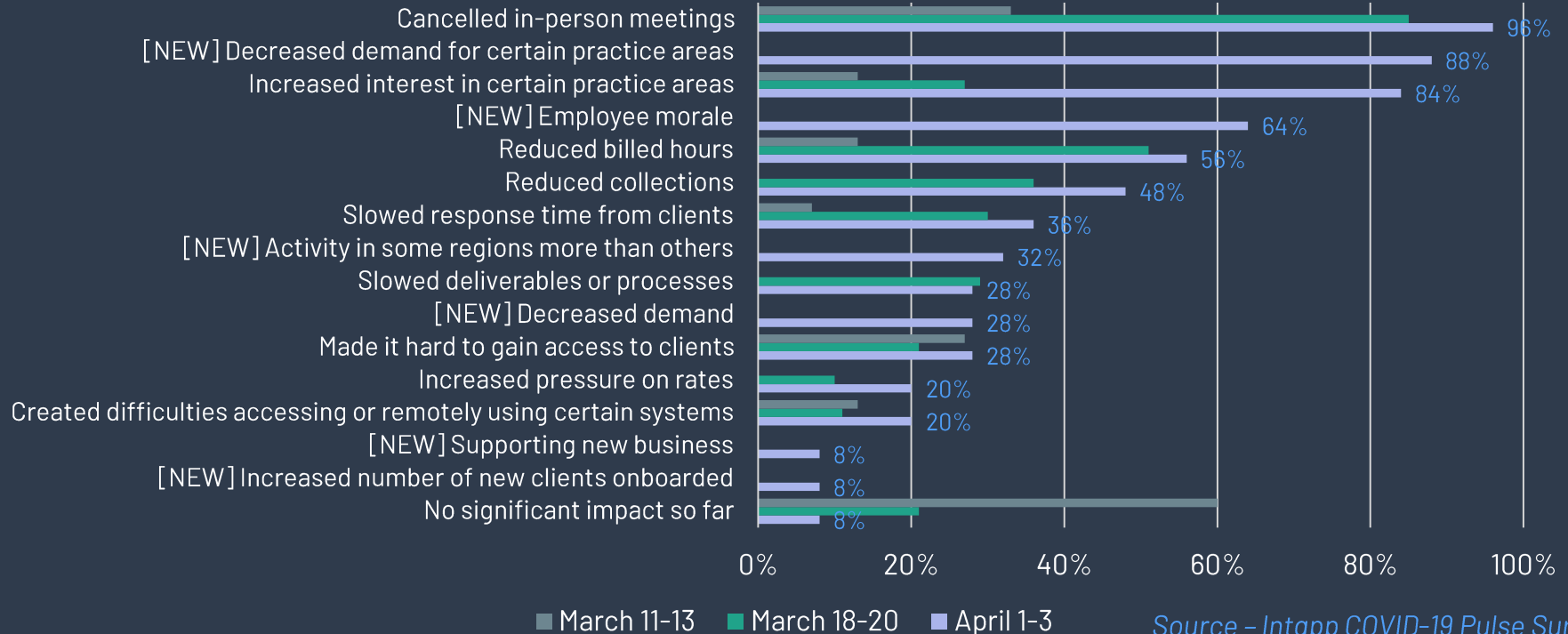
Anticipated duration of impact on the way your firm works



Source - Intapp COVID-19 Pulse Survey

Shifts in demand, morale, and billable hours and collections felt

Business impact on your firm



Source – Intapp COVID-19 Pulse Survey

Demand shifts in practice areas

Decreased demand by practice area



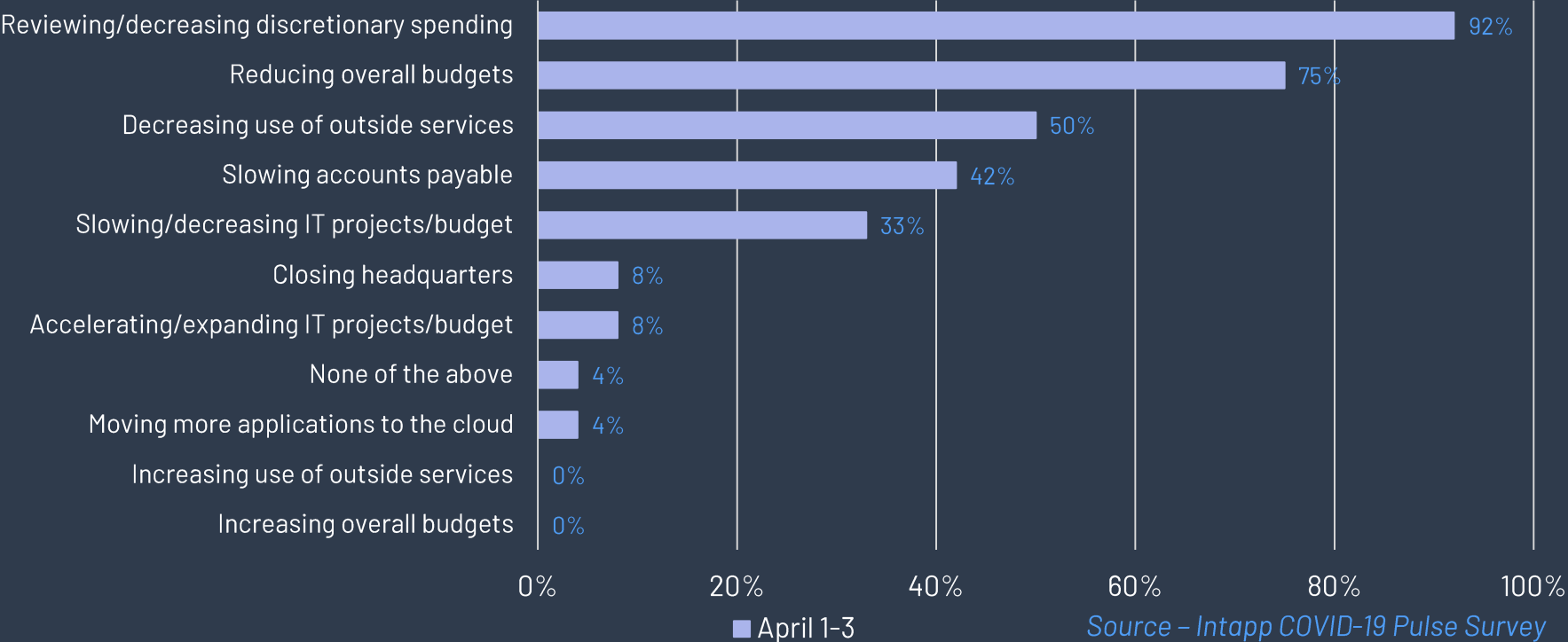
Increased demand by practice area



Source – Intapp COVID-19 Pulse Survey

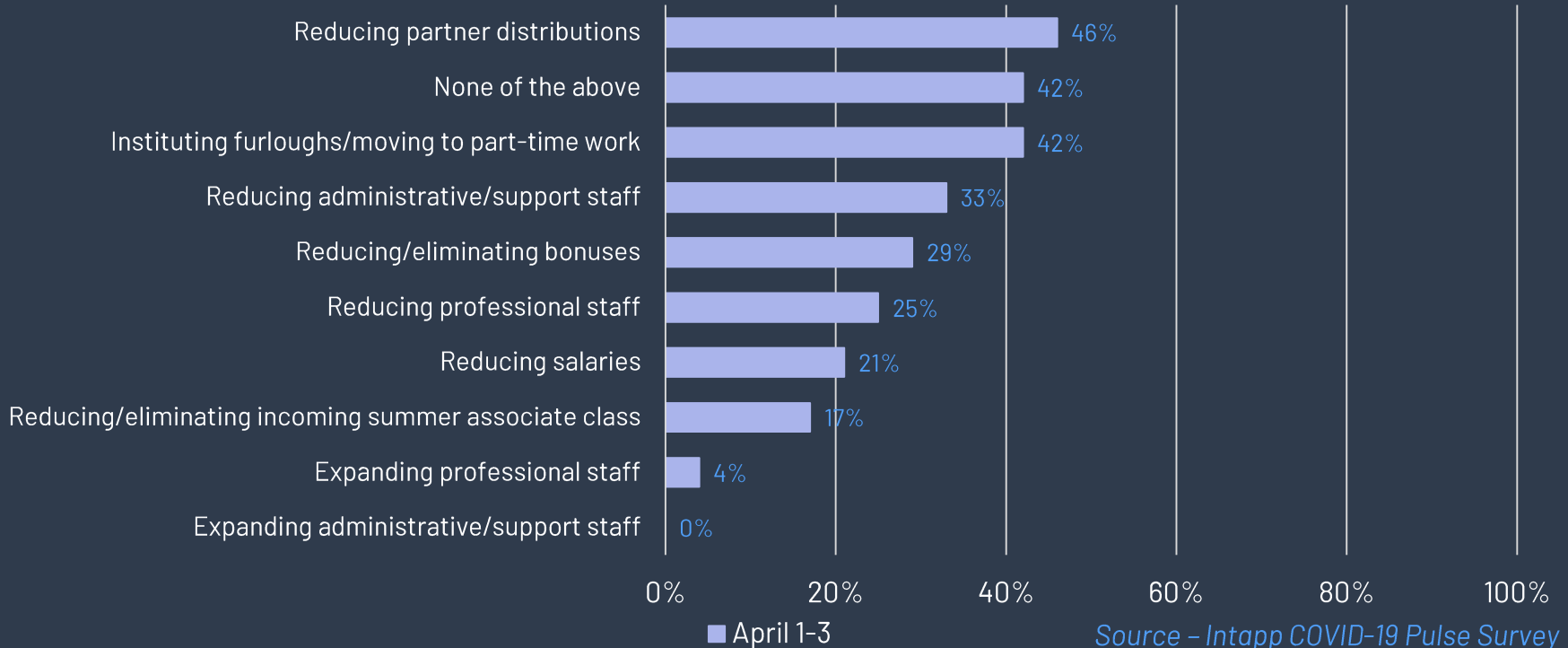
Budget and spending reductions implemented by the majority

Budget and spending-related actions taken



Personnel changes have been implemented by a minority

Personnel-related actions taken





Thank you!