


# Service Comparison - For Clients

Why clients choose us.

| Feature  |                  | Secondee Firms   | Recruiters                        |
|--|---|--|-----------------------------------|
| Provide on-demand secondees and lawyers  | ✓   | ✓  | ✗                                 |
| Provide recruitment services (interim and permanent)   | ✓   | ✗  | ✓                                 |
| Secondment fee   | 20% - best in market  | Typically, 35%+ and as high as 50%<br>Percentage not disclosed to client or lawyer                   | Secondees not offered             |
| Transparent margins – clients and secondee lawyers see who gets what                         | Transparent margins/fees. Cost and expectations align. Everyone gets to see who gets what         | Usually hidden margins/fees & do not disclose their % fee to lawyer or client. Can be as high as 50% | Secondees not offered             |
| Recruitment fee  | 18% - best in market  | Recruitment not offered  | Typical fee 20% to 25%            |
| Guarantee period   | 12 months pro rata for recruitment – best in market. We back our lawyers, we're in this together! | Recruitment not offered  | Typically, only 3 months pro rata |
| Access to the entire market of lawyers (not just alumni, those lawyers that have pre-signed) | ✓   | –  | ✓                                 |
| Every Industry Sector  | ✓   | –  | –                                 |
| Australia wide coverage  | ✓   | –  | –                                 |
| Australian owned and operated  | ✓   | –  | –                                 |

Some/Few = 

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