

# Why clients choose us

## Service Comparison

Feature	<b>Dovetail</b>	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% Percentage not disclosed to client or lawyer	Secondees not offered
Transparent margins – clients and secondees lawyers 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.	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 = –