

IBISWorld for Legal Professionals

“Legal counsel want to work with attorneys that understand their business and the issues they’re facing”

IBISWorld provides industry intelligence that analyzes the business operating risks and opportunities in 700 U.S. industries.

Each industry report provides the most detailed performance data and analysis on the market; supply chain information; forecasts; risk scores; operating strengths and weaknesses; analysis of external drivers; major player market strategies; and industry profit and costs benchmarks.

Our reports are published at the 5-digit level of the North American Industry Classification System (NAICS)

IBISWorld is an online industry solution. Reports are updated three times per year on average and are available in three user-preferred lengths: 4-page iExpert Summaries, Industry Reports of 40-pages and 20-page Risk Rating Reports. Our Strategic Database covers all reports to give you a “bird’s-eye” view of the economy. Report data and analysis can be downloaded as value-added content for your presentations.

IBISWorld’s extensive report collection has the answers that cut hours from first-stage project research, help you identify and win new business and deliver client-relevant messages that strengthen existing relationships.

Make Stronger Client Proposals

Gain a competitive edge by providing partners with industry research that strengthens presentations and proposals, and help Marketing to tailor event/conference packages that win new clients and maintain current ones.

Be a Value-Building Partner

Support the insight of your research teams and keep them abreast of industry trend implications, qualitative and

quantitative benchmarks and forecasts that affect clients and prospects.

IBISWorld helps attorneys win new business by strengthening referral relationships. Once investment banks, private equity, accountants and others find you can handle any industry, they will work with you more exclusively.

Operation-Focused, Unbiased Advice

Provide attorneys with independent and unbiased industry data and best practices to compare against memorandums and presentations issued by investment banks and private equity groups.

Our information is based on official data sources, such as the U.S. Census Bureau, and is updated every 3 months to ensure you have the freshest research.

Client-focused Research

IBISWorld scores the non-financial risks of doing business in an industry.

A quantifiable and comparative understanding of risk will help your firm mitigate enterprise risks before an engagement is accepted. Proactive users can monitor the threat to your firm’s client list, as well as identify opportunities for new business.

Win New Business

Industry changes provide opportunities for new business. Direct partners and Marketing operations towards industries that require the services of attorney, such as those that are: growing or declining quickly; facing company consolidation; or experiencing changing regulations, globalization, taxation or technology. Our searchable report data and consistently presented analytical chapters facilitate comparisons across 700 industries.

Selected Clients

Duane Morris
Hunton & Williams