

BTI Consulting: WTO Ranks for “Excellent Work for the Right Value”

News

May 23, 2024

BTI Consulting named WTO to its list of firms that have earned client trust for cost control.

“87% of corporate counsel tell us trust in outside counsel’s approach and communication equals the best cost control,” BTI said in its announcement. “This is over and above trust in the legal work—it’s about doing excellent work for the right value.”

According to BTI, firms on the list earn client trust through specific behaviors and communications:

- Very early assessments
- Budgets offered at matter inception
- Full team introductions at matter start
- Getting feedback on the budget on both dollars and timing
- Advising clients of budget changes in near real-time
- Relationship partners have full authority to commit the firm to rates and fees
- Explaining any unusual invoices to clients before sending
- Obtaining meaningful post-matter feedback

"We never take our clients for granted, and as a result we prioritize communication and transparency," WTO Managing Partner Mike Williams said. "It is affirming to know our clients value our approach. Every day, we do all we can to keep that trust."

BTI recognitions are unique in the industry, because no firm or attorney may nominate or submit for consideration. Rankings are based exclusively on BTI's extensive conversations with in-house counsel.

See the list [here](#).

Wheeler Trigg O'Donnell lawyers have taken more than 1,100 trials and arbitrations to verdict or award and 300 appeals to opinion all across the nation, with exceptional results for our clients.

Established in 1998, WTO today numbers more than 110 trial lawyers and litigators. The firm represents sophisticated clients in high-stakes civil trials, appeals, and related litigation ranging from complex commercial to class actions to catastrophic torts.