



**LauraJane Hale, pricing manager for Barnes & Thornburg, focuses her efforts on enhancing our clients' experiences through pricing strategy, tailored budgeting, and data analysis.**

LauraJane's primary role is to collaborate with attorneys to create matter budgets, scope of work documents and value-based, alternative fee arrangements, resulting in greater fee predictability for our clients. LauraJane's ability to quickly digest financial data allows her to provide data-driven recommendations to attorneys and clients alike.

Prior to joining the firm, LauraJane gained experience serving with OneAmerica and Simon Property Group. She was responsible for creating sales reports to analyze and communicate trends and financial health, evaluating monthly expense variances, and constructing a new, automated sales reporting process using a data analytics software.

LauraJane is a member of the firm's Legal Operations department – a suite of pricing, process and technology solutions – that bring greater value, efficiency and predictability to the delivery of legal services.

LauraJane is a certified legal pricing professional via Positive Pricing.

## LauraJane Hale

### Pricing Manager

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### EDUCATION

Franklin College, (B.S.), finance

### LANGUAGES

English

### PRACTICES

BT ValueWorks