



As deputy chief of legal operations for the firm, Shanna Davidson brings a wide breadth of experience devising ways to enhance the client experience through strategic thinking, process improvement methodologies, and best practices.

Her goal is to identify and analyze processes that are in place with regards to client interactions and rate setting, and develop new tactics and methods to increase efficiencies and streamline how we work with our clients.

Shanna is responsible for internal process improvement, lateral rate setting, and annual and semi-annual rate negotiations with clients. She also focuses on managing fee arrangement requirements and implementing processes that adhere to outside counsel guidelines, in partnership with the firm's general counsel, earlier in the billing cycle to ensure compliance with client terms.

Shanna serves as a member of the firm's BT ValueWorks program – a suite of pricing, process and technology solutions – that bring greater value, efficiency and predictability to the delivery of legal services. BT ValueWorks has been featured in Forbes, The American Lawyer, Law.com, Corporate Counsel Business Journal and various other industry publications.

Prior to joining Barnes & Thornburg, Shanna worked in pricing and legal project management at Steptoe & Johnson LLP in Washington, D.C.

Shanna is certified in Legal Project Management and Legal Pricing by LawVision Group LLC and a certified project management Scrum Master through Scrum Alliance.

Shanna Davidson

Deputy Chief of Legal Operations

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EDUCATION

University of Maryland Robert H. Smith
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LANGUAGES

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PRACTICES

BT ValueWorks