

# 8 Critical Trends Driving Spending on Outside Counsel in 2025



***BTI Practice Outlook 2025: Clients Face the Legal Firestorm and Brace for Unprecedented Challenges*** is your only guide to outside counsel spending as corporate counsel face a barrage of high-risk legal issues — unprecedented in modern times.

Our brand-new research with more than 310 corporate counsel reveals the critical trends driving spending on outside counsel. The top 8 are:

## Clients face the legal firestorm

Unprecedented challenges coming from every direction



More bet-the-company issues then ever —  
**up 4x over last year**



Law firms with idea-based pitches  
**winning the new work without RFPs**

**Multiple high-risk issues** dominate client thinking



Clients with increased budgets making  
**BIG increases**

Spending for outside counsel reach a  
**10-year high**



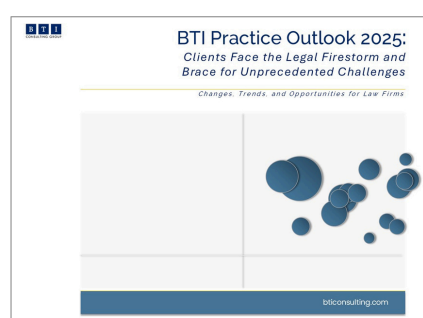
**Clients looking to outside counsel** instead of specialized resources



7 practice areas with the  
**most acute needs**

## BTI Practice Outlook 2025

Clients Face the Legal Firestorm and Brace for Unprecedented Challenges



**Order BTI Practice Outlook 2025 Today**