

Topic: Legal Information Strategies -- Discovering the Real Value of Your Information Contracts

You know what you pay for your subscriptions, but what is the real value of the content within your contracts? Accessing and obtaining information has changed dramatically in the past 10 years, but vendor contracts for this content have remained unchanged. Bottom line, yesterday's contracts won't work in the today's economic climate. This program will review the motivation of vendors to maintain status quo and arm you with tactics and techniques to review and evaluate your own contracts intelligently. Attendees will learn:

- How to respond to vendor justification tactics
- Practical tips and techniques for reviewing your own contracts
- Action steps to establish the value of your contracts

Who should attend:

Law firm Administrators Library Managers
CIO & CFO's Business Managers

Presenter: Sarah Clark Kavanagh, Esq., Cable & Clark

Sarah's first job was in a public library at the age of 14. Ever since then, it seems she's always been in a library whether it was in law school, practicing law or in the offices of her law firm clients. Sarah makes sure her clients are aware of the latest technological innovations to increase productivity and ROI. She also spent the last decade working with law firms to:

- Determine their information needs,
- Compare library budgets/assets to those needs,
- Create solutions to make the most of existing firm resources,
- Obtain the highest value and cost recovery of the information budget,
- Provide insight regarding legal industry trends, cost-saving alternatives and best practices

Sarah received her BS from Iowa State University and JD from the University of Iowa, College of Law. She is member of the California and Iowa Bar Associations.

Date: Wednesday, September 23, 2009

Time: 11:45 for Networking
Noon for Meeting (Length of program is one hour)

Location: Antonello Ristorante
3800 South Plaza Drive, Santa Ana, CA 92704 (714) 751-7153

\$20 for Members / \$30 for Non-Member if check is postmarked by: September 18, 2009
\$25 for Members / \$35 for Non-Member if check is postmarked after: September 18, 2009
Phone reservations required ONLY after September 18. Call Carolyn France, CLM @ 949-450-4428

Detach at dotted line

(48 hour cancellation notice required for refund)

General Meeting

September 23, 2009

Mail check to: Carolyn France, CLM / Hodel Briggs Winter LLP / 8105 Irvine Center Drive, Suite 1400, Irvine, CA 92618

Enclosed is my check payable to **OC-ALA** for \$ _____ Vegetarian Plate

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