

Borden Ladner Gervais Congratulates HIROC on Award

HIROC recognized for collaboration with BLG on unique pricing arrangement

Toronto (September 10, 2014) — Borden Ladner Gervais LLP (BLG) congratulates Healthcare Insurance Reciprocal of Canada (HIROC) on its win at last Thursday's 2014 *Innovatio Awards*. HIROC took home an award in the category of Working with External Counsel.

"We are very pleased to have nominated our client HIROC for an award that acknowledges transformative ideas within the legal profession, and that they were one of the winners," said John Morris, partner and national coordinator, Health Law, BLG. "This is a wonderful recognition of creative thinking and a new way of doing things. We are proud to be a strategic partner of HIROC and look forward to working with them in the future."

The *Innovatio Awards* recognized HIROC for their innovative work with BLG in establishing a pricing arrangement for litigation services in the medical malpractice field. The unique pricing arrangement employs legal project management methodology for intermediate to highly complex matters along with the establishment of a fee arrangement that consists of a base amount and a performance bonus.

The outcomes of the novel pricing arrangement with HIROC have been a reduction in legal costs of over 20 per cent, improved budget predictability and clarity in the categorization of matters by complexity. BLG continues to look for ways to improve the satisfaction of their clients with fresh thinking and original working arrangements.

The award was presented by *Canadian Lawyer* at an event that brought together some of the country's leading in-house counsel as well as private practice firms to celebrate leadership, efficiency, innovation, and creativity among general counsel.

About Borden Ladner Gervais LLP

Borden Ladner Gervais LLP (BLG) is a pre-eminent full-service, national law firm focusing on business law, commercial litigation and arbitration and intellectual property solutions for our clients. With more than 750 lawyers, intellectual property agents and other professionals in six Canadian cities, BLG assists clients with their legal needs, from major litigation to financing and patent registration.

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