

2024 Billing Rate & Associate Salary Survey (BRASS) Initial Release



The **Billing Rate & Associate Salary Survey (BRASS)** is recognized as the industry leader in providing law firms with comprehensive benchmarking information across a broad spectrum of metrics.

The Survey maintains a strong and consistent participation base with over 250 of the largest national law firms participating.

Participants choose which metrics are most important to their Firm and our Data Form can be tailored to meet those needs - reducing the time investment to participate.

The Law Firm Survey Staff is committed to providing law firms with exceptional client service and meaningful insights into their business, resulting in a better understanding of their market position.

Survey Staff contact info

Please contact a Survey Staff member with any questions at (703) 918-3077 or via email at us_pwc_law_firm_survey_team@pwc.com



Report/Product offerings

The Revenue Management Report (RMR) provides a wide range of metrics on the four core areas of revenue management.

The Talent Management Report (TMR) is a two-pronged Report that contains information on attorney & non-attorney compensation as well as diversity metrics.

The Partner Management Report (PMR) includes compensation and capital balance metrics for both groups of Partners.

The **Revenue360 Dashboard** supplements the RMR to allow multiple users at the Firm to interactively filter between both historical and current year benchmarks across multiple comparison groups.

Complimentary review of results

Discussions and reviews can be scheduled with the Survey Staff to assist participants in their understanding of the Survey results.

Timing

Data Form Due Date: April 19th

Distribution of Results: Early June

Highlights

Non-Attorney Timekeeper Classifications are included in the Revenue360 Tableau Dashboard.

Each Firm will receive a complimentary Talent Management Report (TMR). This Report style not only provides insights into the compensation levels of the Associates, but more importantly, links bonuses received to the corresponding utilization levels by class year.

Participants have the option to submit and receive international office metrics. Any Firm that submits an office in local currency, will receive a complimentary Local Currency Report.

The Revenue360 Performance Analytics Dashboard file is once again included in the base participation fee.

Pricing has been modified to be more cost-effective for small to mid-size firms.

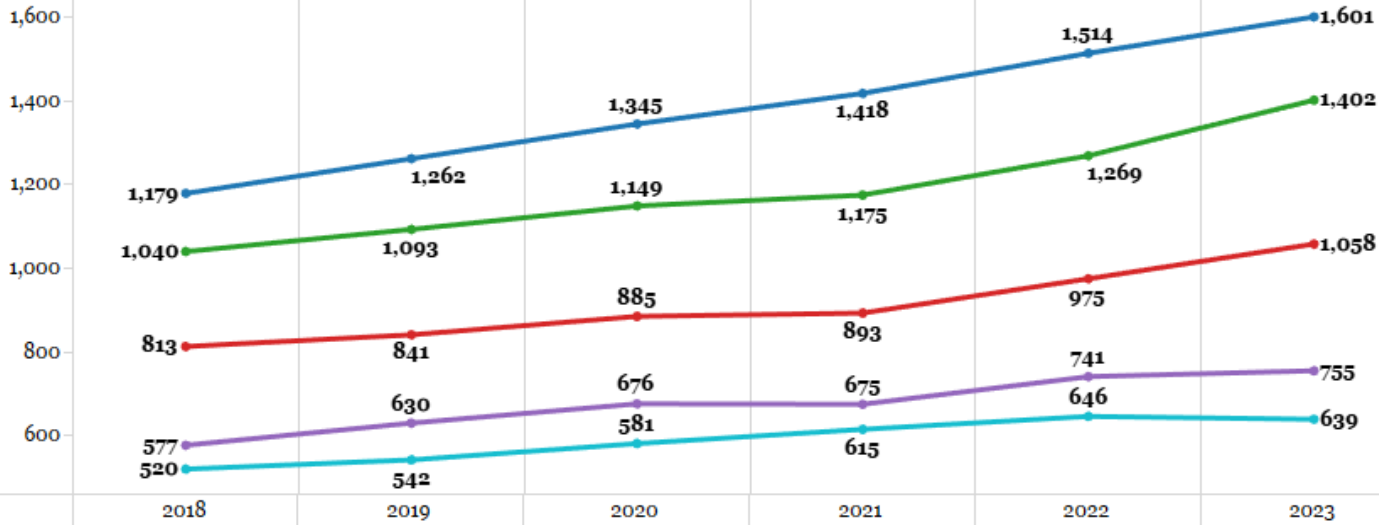
www.pwc.com/us/lfsurveys

2024 Billing Rate & Associate Salary Survey



Timekeeper Class: EQ Partners
 Group(s): AmLaw 25 - Participants (20 mbrs), AmLaw Ranked - 26-50 (20 mbrs), AmLaw Ranked - 50-100 (38 mbrs) and 2 more

Standard Billing Rate at January 1 of the stated year



■ AmLaw 25 - Participants
 ■ AmLaw Ranked - 50-100
 ■ Non-AmLaw 200 Firms
■ AmLaw Ranked - 26-50
 ■ AmLaw Second 100 -

Group Name		2018	2019	2020	2021	2022	2023
AmLaw 25 - Participants	1st Qtr	1,303	1,347	1,443	1,512	1,618	1,750
	Median	1,179	1,262	1,345	1,418	1,514	1,601
	3rd Qtr	1,065	1,126	1,266	1,319	1,382	1,471
AmLaw Ranked - 26-50	1st Qtr	1,064	1,120	1,187	1,261	1,347	1,437
	Median	1,040	1,093	1,149	1,175	1,269	1,402
	3rd Qtr	911	944	986	1,064	1,154	1,221
AmLaw Ranked - 50-100	1st Qtr	866	918	958	967	1,052	1,100
	Median	813	841	885	893	975	1,058
	3rd Qtr	719	719	756	775	820	896
AmLaw Second 100 -	1st Qtr	851	920	994	999	1,019	1,075
	Median	577	630	676	675	741	755
	3rd Qtr	531	554	571	583	618	661
Non-AmLaw 200 Firms	1st Qtr	676	689	735	813	797	830
	Median	520	542	581	615	646	639
	3rd Qtr	457	473	506	532	515	538



Sample reports

Please contact a Survey Staff member to better understand the content included in each Report/Product Offering at (703) 918-3077 or via email at us_pwc_law_firm_survey_team@pwc.com.



Participants reported that our one-on-one Firm reviews of their results was an added value to participation.

Our Dashboard offering and tailored webcasts to review trends were also key factors in their overall satisfaction.