

## Dan Webb Comments on Cisco's Alternative Billing Model

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Winston & Strawn chairman [Dan Webb](#) was quoted in a story titled "'Everyone's Talking About This': Cisco Pioneers Route to Alternative Billing" that was published on November 25, 2009 in *Corporate Counsel*.

The article discusses how Cisco Systems, Inc., the network equipment builder, is now handling all outside legal work under two models of alternative fee agreements. Simpler or routine matters are bundled together on a flat fee basis for firm bidding, and for more complex claims, Cisco pays a flat monthly fee and bonus combination.

The article points to Winston & Strawn who has handled complex litigation for Cisco under this new pay model.

Webb stated that he is embracing the new fee arrangements and that they allow the firm to be more competitive in a turbulent marketplace. "At the end of the day, if you're good, you can make more money [working under Cisco's risk-sharing fee arrangement]. But you've got to be good," says Webb.

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Dan Webb