



As a pricing analyst for the firm, Colin Ward focuses his efforts on providing thoughtful and meaningful pricing solutions, data analysis, and budget strategy.

Colin understands the value in transparency, clear communication, and collaboration. His attention to detail and financial knowledge translate into spend reduction and fee predictability.

Colin's role primarily focuses on assisting in the creation of scope of work documents, matter budgets, and alternative fee arrangements, resulting in a more predictable fee experience for clients. Additionally, he is involved in ad hoc data analysis and the continuous improvement and growth of pricing and matter management tools and technologies.

Prior to joining Barnes & Thornburg, Colin worked at two AmLaw 100 firms in various financial operations positions. There he gained valuable understanding of law firm business operations, serving on the client analysis, rate management, and financial planning and analysis teams.

Colin is a member of the firm's BT ValueWorks program – a suite of pricing, process and technology solutions – that bring greater value, efficiency and predictability to the delivery of legal services. BT ValueWorks has been featured in Forbes, The American Lawyer, Law.com, Corporate Counsel Business Journal and various other industry publications.

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Pricing Analyst

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EDUCATION

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LANGUAGES

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PRACTICES

BT ValueWorks