



## **Daniel J. Ronesi**

### **Chief Pricing and Analytics Officer**

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Daniel Ronesi serves as the firm's Chief Pricing and Analytics Officer and is responsible for providing business analysis and driving process improvement, establishing profitability reporting methodologies, and the development of pricing and matter budgeting initiatives for the firm. He is also responsible for the firm's strategic direction of pricing as well as helping the firm accomplish its goals with the aid of data and technology. Daniel's team monitors progress and quality through data analytics while implementing processes to improve operational efficiencies that drive better results for the firm's clients and stakeholders. He also participates in special projects for the Firm Chair, the Executive Committee, and the Chief Operating Officer. Daniel joined the firm in 2018 and before his current role, Daniel served as the firm's Associate Director of Pricing and Analytics.

Daniel brings almost 20 years of business law services and consulting, finance, and business development experience with an emphasis in law firm pricing and business analytics. Prior to joining the firm, Daniel was Director of Business Law Services and then Director of Business Law Consulting for a global industry leader in providing comprehensive business management software for law firms and other professional services organizations. Previously, Daniel was Business Development Manager at a pioneer company in lead generation, validation, and management services for the automotive industry.

Daniel is a speaker at various conferences and has participated in panels on legal pricing, competition, compensation, and profit and cost models.

### **Education**

Virginia Commonwealth University B.S., Business Management, Minor in Economics

### **Insights**

#### **Events**

Pricing Leaders Cohort Call - Roundtable Discussions: Pricing, Executive Management, Practice Management, Partner Compensation

November 12, 2020

#### **Events**

Pricing Leaders Cohort Call - Evolution of Profit Models: Driving Acceptance (and Improving Margins!) through Evolving your Methodology

October 13, 2020

#### Publication

Research Shows Value of Metric-Based Partner Compensation Systems

November 17, 2017

#### Publication

Five Themes in Legal Pricing and the Business of Law

August 16, 2017

#### Events

Evolving Your Firm's Profit Model: Establishing a Partner Cost Model

May 17, 2017