

Insights: News

These Am Law Firms Lead the Way on AFAs. Here's How AI and Data Collection Are Pushing More to Explore.

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40% of Kilpatrick's 2025 revenue came from alternative fee arrangements, against an Am Law 200 average of 16–17%, placing the Firm second-highest in the Am Law 100.

That number reflects years of building the data infrastructure, pricing discipline, and analytics to understand a matter well enough to price it fairly and forecast it with confidence. As our Chief Pricing and Analytics Officer Dan Ronesi told *The American Lawyer*, we've been partnering with clients on value-based pricing "even before the advent of the AI era."

We address pricing proactively with our clients, matter by matter, and build the arrangement together. That won't always end in an AFA, but we come to the table curious, willing to explore what fits the work, and ready to build the right structure with our clients.

Click "Download PDF" to read *The American Lawyer's* look at how AI and better data collection are pushing firms to explore alternative fee arrangements.

Related People



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