

A METHODOLOGY.
NOT A NETWORK.

INDEPENDENT.
VOLUNTARY.
COLLABORATIVE.

IFOX® Collaboration Framework LawColl® Module

IFOX

A PRACTICAL OPERATIONAL METHODOLOGY FOR
COLLABORATION AMONG INDEPENDENT LAW FIRMS

LawColl® is the legal-services implementation of the broader IFOX® Collaboration Framework.

1. WHY COLLABORATION NEEDS STRUCTURE



NEED EXPERTISE IN ANOTHER JURISDICTION?

The originating firm identifies a need for expertise, local knowledge or jurisdictional support.



NEED LOCAL COUNSEL?

A suitable colleague or firm is identified based on expertise, experience and mutual trust.



NEED SPECIALIST SUPPORT?

A structured request is submitted with details of the matter and assistance required.



NEED A SECOND OPINION OR RISK ASSESSMENT?

Constructive feedback strengthens future collaboration and professional relationships.

Structured collaboration reduces uncertainty and creates predictable professional cooperation.

2. EXECUTIVE VALUE PROPOSITION



OPERATIONAL FRAMEWORK

A practical methodology for how firms collaborate.



DOMESTIC & CROSS-BORDER

Designed for local, regional and international matters.



PREDICTABLE ONBOARDING

Clear process, defined timelines and transparent entry cost.



CLIENT OWNERSHIP PRESERVED

The client remains the client of the originating firm, unless expressly agreed otherwise.



INDEPENDENT FIRMS

No membership.
No obligations.
No network.
Just collaboration.

3. THE 8-STAGE COLLABORATION LIFECYCLE

1



NEED IDENTIFICATION

The originating firm identifies a need for expertise, local knowledge or jurisdictional support.

2



PARTNER SELECTION

A suitable colleague or firm is identified based on expertise, experience and mutual trust.

3



REQUEST SUBMISSION

A structured request is submitted with details of the matter and assistance required.

4



ACCEPTANCE OR REJECTION

The requested firm performs a conflict check and responds within the SLA term.

5



ONBOARDING CONSULTATION

An initial consultation is provided under the Framework Consultation Rate (FCR).

6



MATTER EVALUATION

The originating firm and client evaluate the information received.

7



MATTER EXECUTION

If appropriate, a broader engagement is established under agreed terms.

8



FEEDBACK & RELATIONSHIP DEVELOPMENT

Constructive feedback strengthens future collaboration and professional relationships.

Structured cooperation from first request through relationship development.

4. OPERATIONAL EXPECTATIONS (GOVERNANCE RULES)



PROMPT RESPONSE IS EXPECTED

Firms are expected to communicate a prompt and explicit acceptance or rejection.



SILENCE IS DEEMED REJECTION

If no response is received within the SLA term, the request is automatically deemed rejected.



NO CHARGE IF NOT CONFIRMED

No fee or compensation is due if the request is not accepted within the SLA term.



LawColl provides a clear process, shared principles and practical tools that enable independent law firms to collaborate with confidence and deliver better outcomes for their clients.



NEXT: PAGE 2

Principles • Benefits • Governance • Framework Consultation Rate (FCR)



THE 12 PRINCIPLES THAT GUIDE COLLABORATION

1 CLIENT OWNERSHIP The client remains the client of the originating firm, unless expressly agreed otherwise.	2 DIRECT ACCESS Originators and requested firms communicate directly for efficient collaboration.	3 CONFLICT VERIFICATION Conflict checks are performed promptly to protect all parties and ensure ethical cooperation.	4 RAPID RESPONSE Requests are acknowledged within 1 working day and answered within 3 working days.	5 PREDICTABLE ENTRY COST The Framework Consultation Rate (FCR) ensures a clear and predictable cost for onboarding.	6 LIMITED SCOPE ONBOARDING Onboarding consultations are time-limited and focused on evaluation and initial assistance.
7 TRANSPARENT ESCALATION Additional work beyond onboarding is agreed in advance and with transparency.	8 FREEDOM OF ACCEPTANCE Requested firms are free to accept or decline any request for any reason.	9 BILLING SIMPLICITY Simple, transparent billing based on the FCR model for onboarding consultations.	10 PROFESSIONAL INDEPENDENCE Firms remain independent. The Framework enables cooperation, not integration.	11 QUALITY FEEDBACK Feedback is constructive, private and aimed at continuous improvement and future collaboration.	12 LONG-TERM COOPERATION The framework fosters trusted relationships and sustainable professional collaboration.



LawColl® WITHIN THE IFOX® COLLABORATION FRAMEWORK

LawColl® is the legal-services implementation of the broader IFOX® Collaboration Framework, which may be adapted to other professional-service sectors.

WHO BENEFITS AND HOW

 ORIGINATING FIRMS ACCESS. CONFIDENCE. CONTROL.	 REQUESTED FIRMS OPPORTUNITIES. VISIBILITY. TRUST.	 THE CLIENT BETTER RESULTS. LOWER RISK.	 PROFESSIONAL ASSOCIATIONS MORE VALUE. STRONGER NETWORKS.
✓ Faster access to the right expertise and local knowledge. ✓ Predictable onboarding cost through the FCR model. ✓ Maintains control of the client relationship and matter. ✓ Reduced risk and higher quality of client service. ✓ Stronger, long-term professional relationships.	✓ Receive high-quality, well-prepared collaboration requests. ✓ Clear, fair, and predictable onboarding process. ✓ Opportunity to demonstrate expertise and professionalism. ✓ Build trusted relationships that lead to future work. ✓ No membership, no obligations, just collaboration.	✓ Access to the best available expertise across jurisdictions. ✓ Faster responses and better informed decisions. ✓ Seamless cooperation between trusted professionals. ✓ Higher quality outcomes and efficient use of resources. ✓ Greater confidence in competent representation.	✓ Enhances the practical value of relationships created through the association. ✓ Strengthens member engagement and satisfaction. ✓ Encourages collaboration and sharing of expertise. ✓ Elevates the reputation and impact of the association.

KEY FEATURES OF IFOX® LawColl®

 GLOBAL Works across jurisdictions and legal cultures.	 FLEXIBLE Adapts to the needs of each matter.	 PRACTICAL Designed by lawyers for lawyers.	 EFFICIENT Saves time through a clear, structured process.	 SECURE Confidentiality and data protection are fully respected.	 VOLUNTARY Not a network. Not an association. A methodology.
---	--	--	---	---	---



STRUCTURED FEEDBACK

Continuous improvement through reciprocal feedback between collaborating firms.

Supports:

- LC-F04 Consultation Feedback Form
- LC-F04(b) Request & Collaboration Feedback Form

Purpose: Improve responsiveness, quality, transparency and future collaboration effectiveness.

FRAMEWORK CONSULTATION RATE (FCR)

The Framework Consultation Rate (FCR) establishes a predictable onboarding mechanism that reduces uncertainty and facilitates professional cooperation.

Clear onboarding. Predictable expectations.



THE CLIENT OWNERSHIP PRINCIPLE

Unless expressly agreed otherwise,

THE CLIENT REMAINS THE CLIENT OF THE ORIGINATING FIRM.

This principle protects the relationship, promotes trust and ensures the best possible expertise for clients.



Collaboration begins with trust. Trust grows through structure.

The LawColl® Module provides a practical operational methodology that enables independent law firms to work together efficiently while preserving professional independence and client relationships.



Contact:
Fulvio Graziotto (Mr.)



fgraziotto@graziottolegal.com
+39 348 0017380



updated framework available
in several languages on:
<https://ifoxlawcoll.com>



ITALY

Disclaimer: The IFOX® Collaboration Framework and LawColl® Module are provided for informational and operational purposes only. Use of the framework is subject to the applicable IFOX® LawColl® License and Disclaimer contained in the current Operational Toolkit.

IFOX® Collaboration Framework – LawColl® Module • Copyright © 2026 Fulvio Graziotto and Graziotto Legal. All Rights Reserved.
Licensed under the IFOX® LawColl® License. • Modification, removal of notices or unauthorized reproduction prohibited.