

# Peter Bulger



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Peter Bulger is an affiliated consultant with PP&C Consulting Group, and the Founder and Principal Consultant at Bulger Consulting. He has nearly 20 years as a law firm leader in the areas of finance, contract negotiations and strategic pricing models, and operations at leading firms White & Case, Clifford Chance, and Kobre & Kim while living and working in New York, London, and Hong Kong. Most recently, Peter served as the Managing Director of Financial Planning & Analysis (FP&A) and Special Projects at Kobre & Kim, where he played a key role in creating the financial and analytical processes that drove revenue increases from \$70M in 2015, to \$185M in 2019, with a commensurate increase in profit. Peter has experience building and leading Pricing and Client Financial Management teams from the ground-up, and for years has consulted with partners on maximizing profits from the point of new sales lead to recurring business, by focusing on effective pricing arrangements, Alternative Fee Arrangement (AFA) pricing structures, client budgeting, profitability, and financial risk management throughout the life of client relationships.

Additionally, Peter has deep FP&A experience and has designed and overseen the implementation of multiple profitability models and financial KPI dashboards. He has also advised on business origination credit systems amongst partners, and lawyer compensation frameworks. Peter has led multiple successful operational projects, including introducing quality assurance teams onto large and complex legal cases, improving lawyer staffing utilization, creating approval matrices for key decisions, and has developed an innovative program allowing risk sharing between the firm and partners for contingent AFA matters originated.

While working abroad, Peter travelled extensively and improved the regional practice P&Ls for the several offices within the Asia Pacific and Europe, Middle East and Africa regions, helping partners understand the drivers of profitability and productivity within their books of business. During Peter's time in Asia, regional profits increased significantly due to efforts he made to educate partners on profitability drivers, manage underperforming practices, increase lawyer productivity, drive billing and collection efforts, and curb write-offs.

Peter has led the global financial forecasting and budgeting process at White & Case, crafted messaging used for management committee financial presentations, led a re-engineering of how overhead cost was allocated to regional and office business units, and was the lead presenter on several multi-office education initiatives to educate lawyers on financial topics.



After starting his career as a public auditor at PricewaterhouseCoopers and becoming a Certified Public Accountant (CPA), Peter joined Clifford Chance's financial analysis department, where he began to build his experience in law firm analytics and management.

He currently resides in New York City with his wife and two daughters.