



Howard P. Janis

Department Operating Officer

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Howard Janis serves as the firm's Department Operating Officer (DOO) for the Corporate, Finance and Real Estate (CFRE) Department. Howard is responsible for all strategic and operational aspects for the CFRE Department. This includes managing operational effectiveness, revenue growth and profit maximization, overseeing business development efforts and client satisfaction, and monitoring the effectiveness of the department's hiring, training, and retention of talent. Howard also participates in special projects for the Firm Chair, the Executive Committee, and the Chief Operating Officer.

Howard brings more than 30 years of business, finance, HR, IT, and facilities management for professional service companies with an emphasis in law firm pricing, business analytics, and client accounting. Prior to joining the firm, Howard was Chief Operating Officer/Chief Financial Officer in the Columbia, South Carolina office of a large national business law firm where he oversaw all of its operational departments. Previously, Howard was Director of Strategic Pricing and Analytics in the Atlanta, Georgia office of an international law firm where he evaluated, reviewed, approved, and monitored all alternative fee arrangements and special pricing proposals.

Howard is one of the first Accredited Legal Pricing Professionals (ALPP). He is a speaker at various conferences including LMA P3, Ark, Thomson Reuters, and DataFusion. Howard has participated in several panels on pricing and partnering with clients to make the RFP process easier and more efficient. During the COVID-19 Pandemic, Howard was a panelist on how what a working office could look like during and after the pandemic.

Education

Georgia State University, J. Mack Robinson College of Business B.B.A., Concentration in Accounting (1988)

Professional & Community Activities

True Value Partnering Institute (2013-Present)
Accredited Legal Pricing Professional (ALPP) Certification

Legal Value Network, Founding Member (2019-Present)

Association of Legal Administrators, Member (1991-Present)
Small Firm Section, Chair (1995-1996)

National Society of Compliance Professionals, Member (2006-2020)



Thomson Reuters's Elite Users Group, Atlanta, Chair (1999-2005)

Insights

Events

2020: A Perfect Storm of Profitability Driving Change or an Aberration?

June 2, 2021

Events

How COVID-19 Changed our Firm – for the Better!

May 26, 2021

Events

Pricing & LPM Academy Module 9: Fundamentals of Law Firm Profitability

August 26, 2020

Events

The New Normal or Is It? What Working in the Office Could Look Like Going Forward – Part 2

June 1, 2020

Events

The New Normal or Is It? What Working in the Office Could Look Like Going Forward – Part 1

May 1, 2020