

# Mori Kabiri

Turning legal data into decisions.

With over 25 years at the intersection of computer science, analytics, and the business of law, Mori is the CEO of InfiniGlobe, author of two internationally recognized books on legal KPIs, and the founder of the Legal Operations & KPIs Forum. His workshops, books, and speaking sessions have influenced legal professionals across more than 40 countries.



## Quick Highlights



Books Published:  
- Legal Operations KPIs  
- Law Firm KPIs



Read in 75+ countries



Frequent speaker at ILTA, CLOC,  
ACC, universities, and global  
forums



25+ Years Experience

## Contact Details



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## Ways We Help

(Click to explore each section)



**Legal  
Departments**



**Law  
Firms**



**Universities  
& Law Schools**



**Events &  
Media**

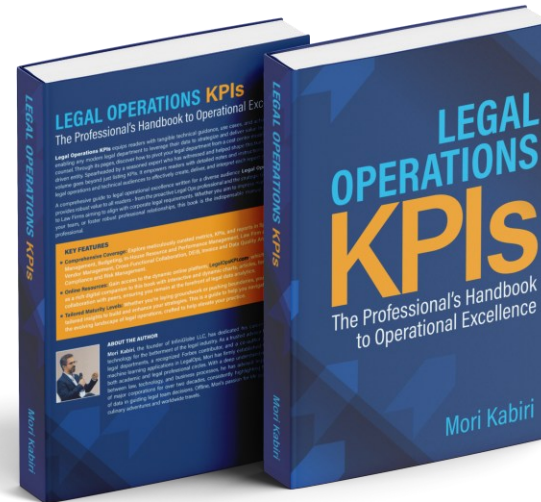


# Legal Operations KPIs

The global reference for measuring value in legal departments

Use the power of your legal data with Legal Operations KPIs. This practical guide helps legal operations professionals, general counsel, and law firms align performance with business goals. As legal teams shift from cost centers to strategic partners, it offers a clear roadmap for defining, measuring, and communicating success.

More than a list of metrics, it explains the “why” and “how” behind each KPI, including formulas, examples, and context. Designed for both legal and technical audiences, it turns data into insight and insight into action. Whether presenting to executives, managing teams, or building client trust, this book is a must-have for anyone driving a data-driven legal function.



## Key Features

- **Comprehensive Coverage:** Spend Management, Budgeting, In-House Resources, Performance Management, Vendor Management, Collaboration, DEI, Data Quality, Compliance.
- **Readiness Levels:** KPIs mapped to Early, Developing, and Advanced maturity stages.
- **Practical Insights:** Definitions, formulas, limitations, benchmarking, and illustrative samples for each KPI.
- **Global Community:** Companion platform ([LegalOpsKPIs.com](https://LegalOpsKPIs.com)) with templates, tools, and peer exchange.

“**Legal Ops KPIs** book is the crucial tool for your strategy planning.”

– Richard Robinson, Toyota

“Amazing resources like **Legal Operations KPIs** can guide you along the way.”

– Janine Dixon, Meta

“**A great guide** to help lawyers bring structure and data discipline into their work.”

– Sergio Rodriguez, FEMSA

“**But never before have I seen such a precise analysis and listing of metrics.**”

– Michael Thompson, ALDI DX





# Workshops for Legal Departments

Legal teams are expected to show measurable value, not just handle legal work. Building on the *Legal Operations KPIs* framework, Mori works directly with corporate departments to turn goals and challenges into KPI strategies. Each workshop is tailored to the department's structure, data maturity, and leadership priorities—helping teams define meaningful

metrics, improve reporting accuracy, and communicate results in ways that resonate with business executives. Through practical exercises and real examples, participants learn how to connect legal operations to business outcomes, strengthen collaboration with Finance and IT, and build a long-term roadmap for data-driven performance.

## Workshop Format

We start by mapping your current processes, tools, and reporting needs.

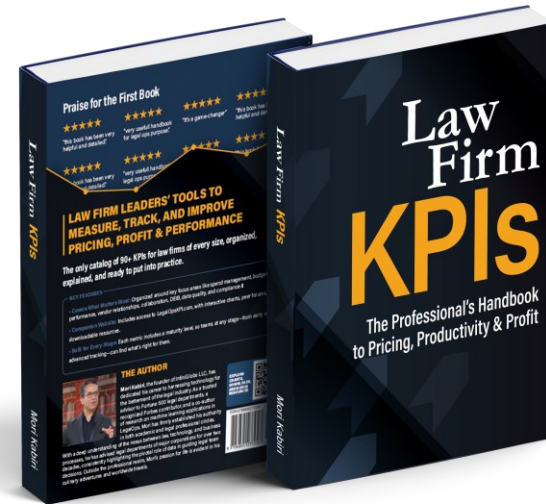
Sessions are tailored to your goals and available as:

- **Half-Day:** KPI essentials and quick wins.
- **Full-Day:** Strategy and metric design.
- **Two-Day or Custom:** Implementation and dashboard execution.

# Law Firm KPIs

A practical playbook for law firm leaders in the age of AI and AFAs

Law-firm economics are in flux. AI is rewriting workflows, Alternative Fee Arrangements (AFAs) are squeezing the billable hour, and clients now demand numbers first, anecdotes second. Law Firm KPIs turns that pressure into a practical playbook. Building on the success of Legal Operations KPIs (read in 40+ countries and translated into three languages), Mori distills two decades of advising teams that collectively manage \$1B+ in annual legal spend. The result is a concise, field-tested method for converting raw data into actionable insights, sharper pricing, stronger margins, and persuasive proof of value.



## Key Features

- **Firm-Focused KPIs:** 80+ metrics covering Finance, Pricing, Marketing, Client Development, AI, AFAs, and more.
- **AFA Strategy Toolkit:** Flat fees, blended rates, collars, and profitability models with worked examples.
- **AI Effectiveness Metrics:** Adoption, efficiency gains, and client-impact measures.
- **Maturity Checklists:** Assess People, Process, Technology, and Data to guide investments.
- **Ready-to-Use Templates:** Dashboards, fee models, and trackers to move from theory to action.

“Mori Kabiri’s **Law Firm KPIs** finally give firms the measurement framework I’ve advocated for years... From AI adoption rates to AFA profitability metrics, this book turns vague tech promises into concrete intelligence.”

– Colin Levy, Malbek

“KPIs are levers for growth, accountability, and strategic decision-making. **Mori brings the ‘why’ and the ‘how’ together beautifully.**”

– Connie Brenton, LegalOps.com

“**Law Firm KPIs** is a timely resource for firms ready to lead the next era.”

– Olga V. Mack, Legal Tech Visionary

“**Law Firm KPIs** is the guide we’ve been waiting for. An essential reference for financial leaders and law firm management.”

– Alina Mendoza, Holland & Knight



## Why This Book Matters

For more than seventy years, law firms measured value by the billable hour. But after the 2008 financial crisis, procurement entered fee negotiations, and AFAs moved from novelty to necessity. Today, AI has made entire categories of legal work faster and cheaper, forcing firms to prove efficiency, quality, and client impact in quantifiable terms. Clients, partners, and

markets all now ask: "Show me the numbers." This book provides the common language law firms need: standardized KPIs with clear definitions, formulas, pitfalls, and use cases. Whether you lead a boutique or an Am Law 50 firm, the toolkit helps transform raw data into decisions, and client conversations into evidence-based trust.

### Book Details

First Release: August 11, 2025

Availability: 75+ countries

80+ Firm-Focused KPIs and metrics covering Finance, Pricing, Marketing, Client Development, AI, AFAs, and more.

#### Recognition:

#1 Amazon Best Seller – Law Office Technology

Paperback	eBook
Amazon	Google Books

Entire book content is also available on [LegalOpsKPIs.com](https://LegalOpsKPIs.com) through peer subscription..



## Workshops for Law Firms

Law firms face growing pressure to prove efficiency, justify pricing, and demonstrate value beyond hours billed. Drawing from *Law Firm KPIs*, Mori Kabiri leads workshops that help partners and operations leaders identify and measure what truly drives profitability and client satisfaction. Each session is customized to the firm's practice mix, fee

models, and strategic goals—focusing on KPIs for realization, AFAs, cycle time, leverage, and client relationships. Participants gain clarity on how to use data to guide pricing decisions, monitor performance, and translate complex financial metrics into clear business insight for clients and partners alike.

### Workshop Format

Mori begins by understanding your objectives, client mix, and data setup.

Each workshop is customized and offered as:

- **Half-Day:** KPI overview & essential metrics.
- **Full-Day:** Metrics for AFAs and realization.
- **Two-Day or Custom:** Advanced financial and performance analytics.





## Program for Universities & Law Schools

Mori Kabiri works with universities around the world to bridge the gap between legal education and the data-driven realities of modern practice. His programs give law students practical exposure to KPIs, analytics, and business concepts that are rarely covered in traditional curricula.

The sessions are designed to prepare the next generation of lawyers to think analytically, communicate value, and collaborate with clients

and business leaders using data. Through real-world exercises, students learn how technology and KPIs are transforming the practice of law.

### Recent Universities:

- [University of Passau – Germany](#)
- [FGV Law School – Brazil](#)
- [Escuela Libre de Derecho – Mexico](#)
- [HKU Law – Hong Kong](#)

### Program Formats

Students learn to translate legal problems into data stories. Offered in multiple formats:

- **Seminars (60–90 min):** Intro to legal ops, data, and KPIs.
- **Workshops (3-6 hours):** Hands-on with KPI definition, visualization, tracking, and story telling.
- **Courses:** Semester-long or modular, using Legal Operations KPIs / Law Firm KPIs as the textbook.



## Educator, Mentor & Community Builder

Mori began his career in the 90s building search algorithms that became a startup, exited, and then shifted to legal technology after the dot-com era. He co-designed one of the first e-billing and matter management platforms, built legal hold apps, and automated C-level BI

dashboards still used today. Since founding InfiniGlobe in 2012, he has led technology and KPI rollouts and advised general counsel offices and law firms. Today he focuses on writing and teaching, sharing decades of practical lessons with the next generation.



As an educator and community builder, Mori created the global **Legal Ops & KPIs Forum**, regularly teaches at universities, and mentors early-career professionals. He also hosts the **BEYOND with Mori** podcast, featuring conversations with innovators shaping the future of law.



## Events & Media

Mori Kabiri is a recognized voice in legal innovation and data strategy, frequently invited to speak at leading conferences, forums, and corporate events worldwide.

Across North America, Latin America, and Europe, Mori has led keynotes, panels, and masterclasses demonstrating how law firms and legal departments can use KPIs

to drive profitability, strengthen client trust, and modernize decision-making.

### Speaking Formats:

- Speaker
- Panelist
- Moderator
- Workshop Leader

## What to Expect:

- **Data-Driven Practice:** How KPIs bridge legal work with business strategy.
- **Operational Insights:** Real examples of how global teams apply metrics to improve efficiency.
- **AI, Pricing & Profitability:** From AFAs to automation, data as proof of value.
- **Audience Engagement:** Practical takeaways and live case discussions tailored to the event theme.

# Recent Events

Where Mori recently has shared practical frameworks that connect metrics, strategy, and people.



## ACC Academy

Tracking KPIs That Matter



## Jurídico Sem Gravata (Brazil)

From Data to Decisions: KPIs for Legal Strategy



## CLOC Global Institute

Legal Operations in Practice: BI Course



## Future Law Experience (Brazil)

KPIs: Metrics that Add Value and Reduce Costs



## ILTACON

The Message of Metrics



## Legal Operators

Using KPIs to Drive Change



## University of Passau (Germany)

Transforming Databases into Informed Decisions



## IILPM 2025 Roundtable (Spain)

The Role of KPIs in Legal Project Management



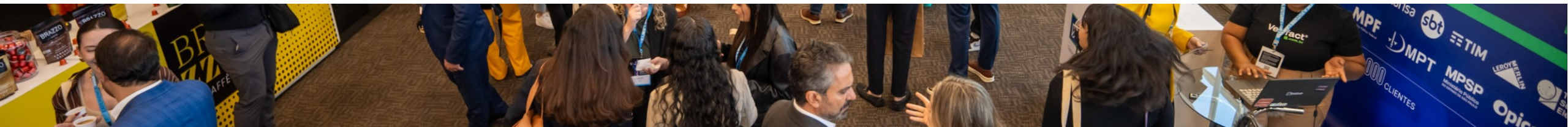
## ALITA (Hong Kong)

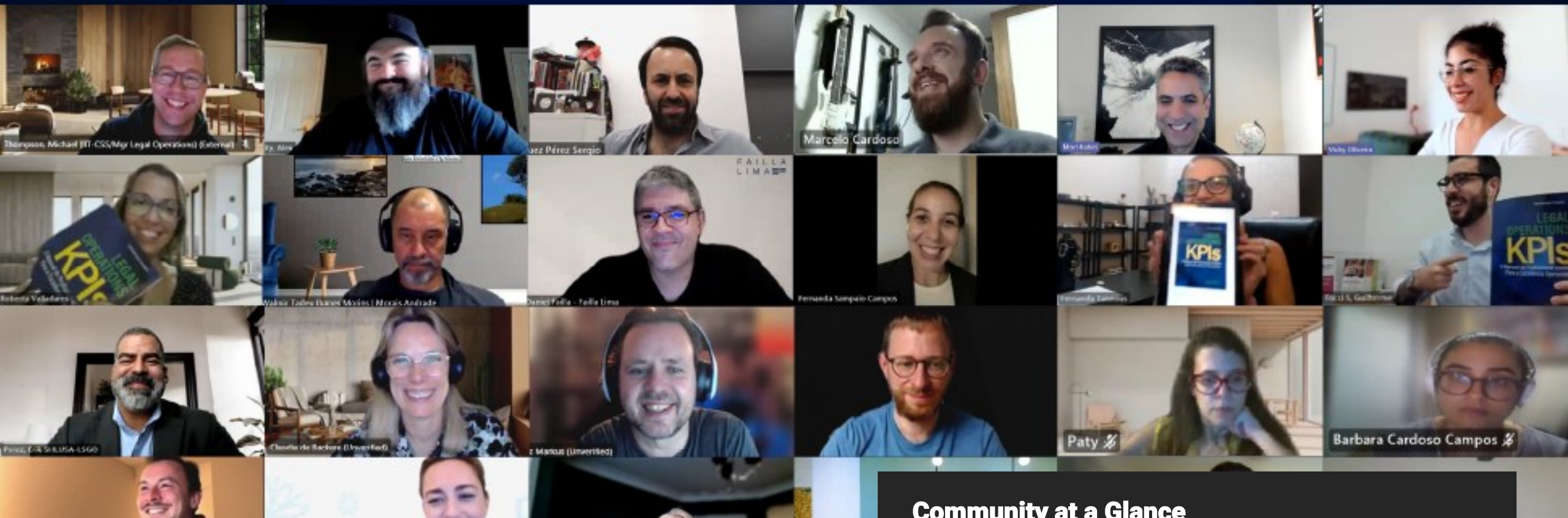
Legal Department & Operations: "Measuring Success"



## Rajah & Tann Asia (Singapore)

Legal Operations & KPIs Workshop





## Legal Operations & KPIs Forum

The **Legal Operations & KPIs Forum** is a global initiative founded by Mori Kabiri to advance data-driven decision-making in legal organizations. With active chapters in Brazil, Central America, South America, Central Europe, Northern Europe, Singapore (APAC), Australia, US Northeast (and more on the way), the Forum provides a trusted space for legal leaders to share best practices, benchmark KPIs, and explore innovation. The community now includes 900+ members across 25+ countries and continues to grow every month.

### Community at a Glance

 900+ members  25+ countries  Monthly sessions

- **Virtual Forum:** 90 min discussions on topics related to using data for decision making in legal departments and law firms.
- **Guest Speakers:** Sessions led by leaders from companies such as Shell, HSBC, Adidas, Mercado Livre, FEMSA, and ALDI.
- **Member-Only Resources:** Access to sessions, KPI templates, and post-event insights at [LegalOpsKPIs.com/forum](https://LegalOpsKPIs.com/forum).



## Interviews & Podcast

Mori Kabiri is the host of **BEYOND with Mori**, a podcast and interview series where he invites global legal and business leaders to share their experiences, lessons learned, and visions for the future of law. Each conversation dives into the realities of leadership, innovation, and transformation, providing candid perspectives from those shaping the industry.

### Impact & Reach

- Interviews with senior executives, GCs, and innovators from around the world
- Bridges corporate counsel, law firms, tech providers, and academia
- Listened to in 25+ countries
- Featured regularly across LinkedIn, Forum sessions, and [LegalOpsKPIs.com](https://www.legalopskpis.com)

Listen to **Beyond with Mori** on [LegalOpsKPIs.com](https://www.legalopskpis.com) and [YouTube](https://www.youtube.com).

# Trusted by

“Legal Ops KPIs book is the crucial tool for your strategy planning.”

– Richard Robinson, Toyota

“Getting really hyped on legal ops KPIs - great learning!”

– Anna Richards, John Deere

“Invaluable to people starting—or refreshing—their KPI journey.”

– Alisa De Dominicis, Rocket Software

“Impeccably organized and valuable across any legal operations role.”

– Mandy Roberts, Paramount

“He literally wrote the book on leveraging data for decision making.”

– Tyler Finn, The Abstract Podcast

“Amazing resources like Legal Operations KPIs can guide you along the way.”

– Janine Dixon, Meta

“This is the new metrics bible for Legal Ops!”

– Teresa S., Brex

“This book transforms vague tech promises into concrete business intelligence every modern firm needs.”

– Colin S. Levy Lawyer and Legal Technologist

“This is the guide law firms need right now. KPIs aren’t just metrics - they’re levers for growth, accountability, and strategic decision-making. Mori brings the ‘why’ and the ‘how’ together beautifully.”

– Connie Brenton, LegalOps.com

“A must read for all legal operations and law department management teams.”

– Mark A. Smolik, DHL Supply Chain Americas

“A must have book for General Counsel and legal operations professionals.”

– Cash M. Butler

“This isn’t just a book on KPIs. It’s a blueprint for law firm survival and growth in the data age.”

– James Mullen, Partner, CRA Strategy

“Thank you, Mori for a great session. I learned a lot!”

– Harrison Underwood, Brickell Global Legal

“Legal Ops KPIs will take your legal data analytics to the next level.”

– Mike Russell, Expedia

“Such impressive drive and dedication to helping make the ecosystem the best.”

– Sheila Dusseau, Ferring Pharmaceuticals

“Wow! This KPIs workshop was one of the most informative sessions I’ve ever attended.”

– E.A Rockett, Adobe

“You are helping move the whole industry forward and helping so many in-house legal operations professionals use metrics and dashboards, and KPIs to drive better outcomes!”

– Jeffrey Franke, LegalOps.com



# Trusted by

“A true toolbox of KPIs that helps teams turn data into strategic decisions”

– *Marcelo Cardoso, Mercado Livre, Brazil* 🇧🇷

“I’ve never seen such a precise analysis of metrics that prove value through reliable data!”

– *Michael Thompson, ALDI DX, Germany* 🇩🇪

“An excellent starting point for understanding your operation through quantifiable data.”

– *Maria Noe Silva Villarroel, Chile* 🇨🇱

“We need more practical legal ops handbooks like this!”

– *Sara Ajmi, Telus, Canada* 🇨🇦

“If you think about KPIs in Legal—THIS IS YOUR book.”

– *Christoph Ehemann, Schaeffler, Germany* 🇩🇪

“This book tackles the crucial challenge of proving our value through KPIs.”

– *Nicolas Panigutti, Santander, Spain* 🇪🇸

“A tool to optimize processes and manage them more effectively.”

– *Jossie A. Delgado Villarobos, BCG, Costa Rica* 🇨🇷

“This book will save your team hours of research on the right indicators.”

– *Patricia Villa Berger, Mexico* 🇲🇽

“The go-to playbook and forum powering data-driven legal ops worldwide.”

– *Sarah Maringele, Novonosis, Denmark* 🇩🇰

“Easily compare metrics to find the right one for any issue.”

– *Piia Madissoo, Finland* 🇫🇮

“An indispensable book for aligning legal management with the business.”

– *Antonio Santander, Peru* 🇵🇪

“The session surprised me with its quality, objectivity, and practical application of the method.”

– *Ana Paula Giunti, CTG, Brazil* 🇧🇷

“A book you shouldn’t miss if you want to elevate your legal function.”

– *Itzú Martínez, Sierra Metals, Mexico* 🇲🇽

“I highly recommend it to anyone who wants to make data driven decisions and mitigate risk.”

– *Andrea Soto Obando, Smartsheet, Costa Rica* 🇨🇷

“A great toolkit with practical examples.”

– *Caterina Cavallaro, VGW, Australia* 🇦🇺

“An invaluable resource, enriched by an excellent companion website.”

– *Abel Lopez Campo, Colombia* 🇨🇴

“Helps in house legal teams assess operational maturity and level up.”

– *Dominic Clark, UK* 🇬🇧

“Balances practicality with theory, offering actionable insights for continuous improvement.”

– *Luis Gustavo Potrick Duarte, Brazil* 🇧🇷

“A brilliant presentation on KPIs in Legal Operations.”

– *Felipe Barbosa Silva, JSG, Brazil* 🇧🇷

“A unique event with Mori Kabiri that strengthened our team to face the challenges of a Legal function aligned with the business through a solid KPI system.”

– *André Avellar, Eletrobras, Brazil* 🇧🇷







## Beyond the Professional Life

When the screens go dark, Mori turns to craft. Calligraphy, witting, and gardening are his quiet teachers. His quest for the ultimate sourdough pizza led him to build a brick oven behind his home, now the reason friends and family gather for handmade Margheritas under the California night sky.

Having explored 50+ countries, he carries perspectives shaped by travel, nature, meditation, and the improvisational spirit of jazz. Michelangelo's patience with stone is a model for his own practice, removing what is extra to reveal the beauty. Together these influences guide a life that values curiosity, presence, and human connection.

# I'm here to help!



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Event Manager



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