

Keith Maziarek

Director of Pricing and Legal Project Management

312.577.8481

keith.maziarek@katten.com



Education

MBA, Northwestern University Kellogg
School of Management

BS, University of Illinois at Chicago

Keith Maziarek understands how to develop, build and implement the firm's formal pricing and legal project management functions. His experience includes developing tools, processes and methodologies that ensure a consistent firm pricing strategy, efficiently deliver services and maximize client value through performance monitoring and institutional best practices. Keith is responsible for both internal and client-facing duties, and is skilled at creating innovative solutions to common financial and operational challenges in how law firms and client legal departments interact.

Keith's background in strategic pricing and client collaboration began in the very early days of what is now a new profession in the legal industry. He served as the head of Strategic Pricing at a major global law firm, where he developed, implemented and managed the firm's first strategic pricing, profitability and legal project management functions. Prior to that, he worked in strategic business development and marketing, gaining a deep understanding of clients' business needs and priorities.

Before joining Katten, Keith served as senior director of Client Value for another major law firm, where he collaborated closely with legal operations executives at the firm's top clients to establish strategic pricing arrangements, implement customized communication and collaboration tools and efficiency solutions, improve performance monitoring and reporting, and establish useful key performance metrics.

Keith is the author of several published articles related to his work on topics such as pricing, client value, collaboration and efficient service delivery. He also presents regularly at industry conferences. Keith is a Board Member and Officer of legal industry trade group Legal Value Network, and a past co-chair of the annual P3 Conference, the legal industry's largest annual event addressing transformation in pricing, project management and process improvement. Additionally, he is a past co-chair of the Legal Marketing Association's Client Value Shared Interest Group and is designated as an Accredited Legal Pricing Professional (ALPP) from the True Value Partnering Institute.