

January 10, 2018

**CONTACT:**

Kellie Flaherty  
Walker Sands Communications  
312.561.2487

**HBR Consulting Partners with TRG to Provide Enhanced Library Solutions to Modern Law Firms**

*New partnership will help law firms lower law library costs, increase efficiencies*

January 10, 2018 (Chicago, IL) – HBR Consulting LLC (HBR), a trusted advisor to law firms and corporations worldwide, announced today its strategic alliance with TRG, the leading provider of subscription management software, to deliver best-in-class library and research solutions to law firms.

Leveraging TRG's technology and HBR's analytics, market insights and best practices, the alliance will provide law firm clients with a holistic understanding of their online subscription services, usage and expenses. TRG's flexible technology helps law firms monitor subscription usage and track research requests, and HBR provides advisory solutions and managed services to ensure firms are providing the highest level of value to their clients and maximizing their investments.

"We understand the pressure library and information professionals are under to justify the size of their team, budget and spend. This partnership improves our ability to provide reliable, actionable insights to firm leadership by leveraging and integrating TRG's ResearchMonitor product," said Donna Terjesen, managing director for HBR. "Additionally, our own Research-on-Demand offering leverages TRG's newest product Quest. Together, we can offer a powerful service to our law firm clients. This strategic alliance will allow our clients to better demonstrate the value of their libraries, increase efficiencies and reduce costs in the process."

TRG's [ResearchMonitor](#), a centralized platform for tracking usage of web-based subscriptions, integrates into HBR's proprietary analytics platform [SpendConnect](#), giving law libraries visibility and control over the online usage of library resources. ResearchMonitor's capabilities complement HBR's existing advisory and managed services solutions by providing extensive data that is used to improve a variety of tasks, including expense management techniques, change management initiatives and content optimization.

TRG's [Quest](#) has evolved as the premiere research and reference request platform for the legal industry. When looking to enhance its own Research-on-Demand service offering, HBR transitioned away from conventional help desk ticketing to the best-in-class Quest solution.

"Quest allows our team to seamlessly manage research requests coming in from our client base and out to our research team," said Terjesen. "Unlike other tools, Quest was built from the ground up to meet the specific needs of legal research."

"TRG's technology serves as a data arsenal for law libraries looking for more visibility into the usage of research materials, and HBR complements our analytics-driven business model with its expertise in guiding law firms' library cost and content strategies to the next level," said Leigh Walters, chief revenue officer and managing director for TRG. "We are thrilled to collaborate with legal-industry leaders like HBR to elevate data analytics and spend visibility for law libraries."

**About HBR Consulting**

HBR Consulting ([www.hbrconsulting.com](http://www.hbrconsulting.com)) delivers advisory, managed services and software solutions that increase productivity and profitability, while mitigating risk for law firms, law departments and corporations. As trusted advisors with deep industry experience, clients partner with HBR to achieve significant, sustainable results.

**About TRG**

TRG (<https://www.trgrp.com/>) enables global enterprises to gain total control over their entire universe of corporate subscriptions. TRG's software suite provides a complete solution for subscription spend and usage management, transparency and optimization, saving businesses significant amounts of time and money year after year.