CONTENTS

PREFACE		v
CHAPTER 1	ICARUS'S FALL	1
	IT'S NOT LIKE IT USED TO BE	17
Alliances		23
Mergers and Spinoffs		24
Networks		26
Accountants and Alternative Service Providers		28
Changes on Client Side The IT Revolution		31
ine II Kev	/οιυποη	34
CHAPTER 3	WORLDS APART	39
The US Le	egal Market	42
Europe		44
China		56
Africa		59
CHAPTER 4	WHAT GOES UP	63
The Client	Crusade	64
Commodit	tization: What Is in a Name?	74
CHAPTER 5	POSITIONING	79
CHAPTER 6	ECCE HOMO	93
CHAPTER 7	THE FINANCIAL MODEL	107

iv DEATH OF A LAW FIRM

CHAPTER 8	THE ENEMY WITHIN	123
CHAPTER 9	HORSE WHISPERERS ARE DANGEROUS	141
CHAPTER 10	WHY PROFIT IS KEY	159
FINAL THOU	ситс	177
ABOUT THE AUTHORS		177
NOTES		181
INDEX		187