

# The 20% Problem: Law Firms Are Losing Earned Revenue — And Most Don't Know Why

ELITE<sup>®</sup>

The e-billing landscape shifted  
dramatically in 2025.  
Here's what the data shows.

**20%**

Average revenue  
leakage after work is  
already done

**71%**

Of firms still relying on  
manual processes to  
manage OCG compliance

**18%**

Invoice rejection rate  
in 2025 — up from  
11% the year before

**48%**

Of Global 200 CFOs rank  
e-billing as their #1  
revenue cycle challenge

Manual review can't keep up. Client-side AI is rejecting invoices  
faster than firms can respond.

## Elite Validate fights back.

Purpose-built AI catches compliance issues – even gray-area issues not explicitly  
defined in OCG guidelines - before invoices ever leave the firm.

✓ **50% Reduction**  
in write-offs & write-downs

✓ **11+ Days**  
faster payment

✓ **2.5x Greater**  
biller productivity

Find out what the  
fastest-paying firms  
know that most don't.

It's all in our full  
report:

***E-Billing After AI***



**[Download the Report](#)**