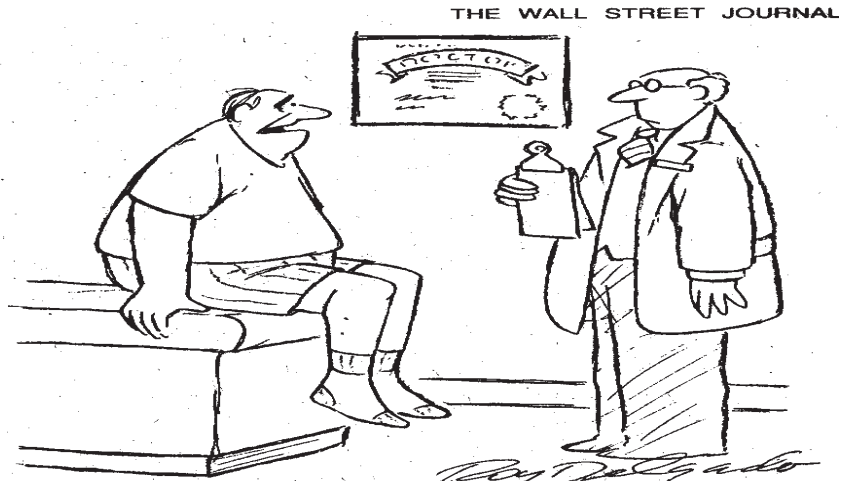




# Alternative Fee Arrangements – One Model That Works

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41<sup>st</sup> Annual Corporate Counsel Institute  
Houston – May 2019



**“Give it to me straight, Doc...how many billable hours do I have left?”**

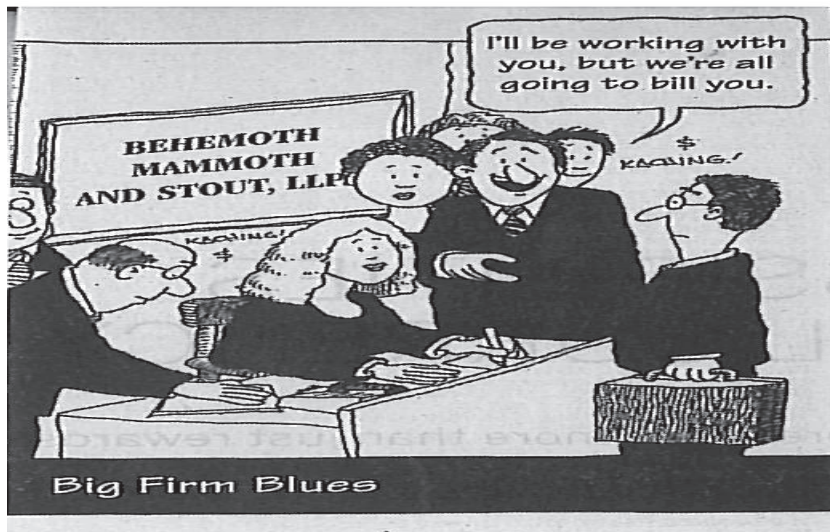
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## Discussion Areas

- Setting The Stage
- Key Relationship Principles
- One Model That Works
- Why It Works / Some Metrics
- Where We May Be Headed

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## Setting The Stage



## US Well Services Snapshot

- New public company (< 7 mos.) with 1,000 employees
- > \$400M Market Cap
- Industry Disruptive
- Pioneer of electric well fracturing technology
- **GREEN / Sustainability Story:**
  - No Diesel Fuel
  - Reduced Vibration
  - Reduced Carbon & Emissions
  - Reduced Noise Pollution



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