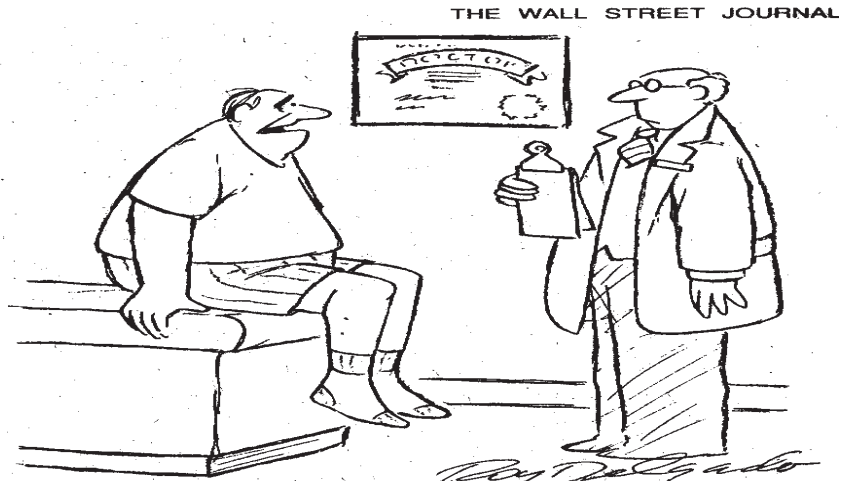




Alternative Fee Arrangements – One Model That Works

Mark D. Wolf
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41st Annual Corporate Counsel Institute
Houston – May 2019

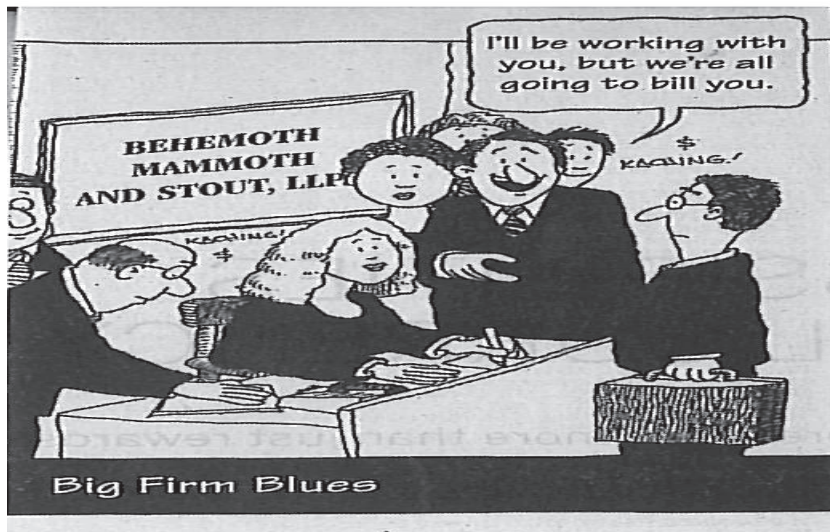


“Give it to me straight, Doc...how many billable hours do I have left?”

Discussion Areas

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

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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