



Media Contact

John Podbielski

Founder, RevX

founder@revxconnects.com

(773) 484-6394

www.revXconnects.com

FOR IMMEDIATE RELEASE

RevX Officially Launches the First Professional Home for the Law Firm Revenue Profession

Launching with the support of leading legal industry organizations Zebraworks, Oddr, and Select Associates, along with AI strategist Spencer X. Smith.*

CHICAGO, IL — July 29, 2026

The legal industry has long supported professional communities serving individual professional specialties. Until now, however, there has not been a professional home built exclusively for the professionals responsible for driving revenue performance across today's law firms.

Today, that changes with the official launch of RevX.

RevX is a professional community built exclusively for the professionals who drive revenue performance across today's law firms.

As law firms face increasing pressure to improve realization, accelerate cash flow, navigate increasingly complex client billing requirements, and adopt new technologies—including artificial intelligence—revenue operations have become one of the profession's most rapidly evolving business functions.

Collectively, these professionals influence billions of dollars in annual law firm revenue. Yet until now, they have largely relied on their own experience, a small circle of trusted colleagues, or the occasional conference to solve problems, exchange ideas, and learn what works from others facing similar challenges.

Operators learn best from other operators.

That simple belief became the foundation for RevX.

That evolution is reflected in Harbor's 2025 Revenue Cycle Survey, which found that law firms are increasingly viewing billing, collections, and revenue operations as strategic business functions rather than administrative processes. The survey found that firms investing in these capabilities are better positioned to improve financial performance, strengthen client relationships, and create competitive advantage.

RevX was founded on a simple idea: as revenue operations have become increasingly strategic, it was time to bring revenue leaders together to learn from one another, collaborate, and advance the profession.

"Revenue professionals solve some of the most complex operational and financial challenges inside today's law firms," said John Podbielski, Founder of RevX. "They help drive financial performance, improve the client experience, and make new technologies work in practice. What they've never had is a professional home built exclusively for the work they do every day. We created RevX because we believe the best ideas come from practitioners willing to share their experience, learn from one another, and help advance the profession together."

Members connect through discussion forums, platform user groups, educational programs, including roundtable discussions and webinars, practical resources, revenue intelligence, and career development opportunities designed specifically for legal revenue professionals.

RevX brings together legal technology companies, solution providers, consultants, and industry organizations that share a commitment to advancing the legal revenue profession. As sponsors and collaborators, these organizations contribute expertise, practical perspectives, and educational programming while helping members stay informed about emerging trends, technologies, and best practices.

That commitment is reflected in the organizations supporting RevX at launch.

Zebraworks joins RevX as its inaugural Launch Founding Sponsor. Zebraworks is the revenue acceleration platform that combines AI-driven insight with workflows to act on it, helping law firms move work to cash faster. Zebraworks continuously analyzes a firm's work-to-billed-to-paid cycle, prioritizes the highest-value opportunities, executes the workflows to act on them, and measures the results.

"Revenue performance is critical to firms and deserves its own community. It's where we live, so we're proud to be a founding sponsor of RevX," said Bill Bice, CEO of Zebraworks.

RevX welcomes Oddr and Select* Associates as inaugural Strategic Sponsors. Oddr provides an AI-powered revenue intelligence platform that helps law firms improve visibility across the revenue lifecycle. Select* Associates provides the star*collect and star*targetcash platforms, helping law firms improve collections performance and accelerate cash flow.

RevX also announced that Spencer X. Smith, founder of AmpliPhi, has joined the community as an Expert Contributor for the Innovation & AI discussion forum. A recognized AI strategist and frequent presenter at Association of Legal Administrators (ALA) conferences and events, Smith will facilitate discussions, lead roundtable conversations and share practical insights on applying artificial intelligence within legal revenue operations.

"I'm incredibly grateful for the confidence our founding partners and contributors have placed in RevX," said Podbielski. "Launching a new professional community takes vision and trust. Their willingness to support RevX from day one reflects a shared commitment to advancing the legal revenue profession. Together, we're building a community where revenue professionals learn from one another, collaborate, and help shape the future of the profession."

The launch of RevX marks the beginning of a collaborative effort to strengthen the future of legal revenue management through education, innovation, and shared experience.

Applications are now being accepted from professionals working across the law firm revenue lifecycle who are interested in becoming Charter Members, Founding Members, and Launch Members.

To learn more, apply for membership, or explore sponsorship opportunities, visit www.revXconnects.com.

###

About RevX

RevX is the first professional home created exclusively for the law firm revenue profession—the professionals responsible for driving revenue performance across today's law firms. Built by operators for operators, RevX brings together those professionals to exchange practical ideas, solve operational challenges, build meaningful professional relationships, and elevate the profession through collaboration, education, and shared experience.

WHERE REVENUE LEADERS CONNECT™