

Case Study— Litigation Solutions

Overview

Firm: Murphy & King

Location: Boston (with offices in New York and Washington, D.C.)

Industry: Legal services

Customer Profile: Murphy & King is a midsize law firm, with approximately 35 lawyers who represent both domestic and international clients of all sizes and types—startups and Fortune 500® companies, private and public corporations. The firm assists investment partnerships, government agencies, nonprofit organizations, and individuals in commercial litigation, IP litigation and prosecution, bankruptcy and corporate transactions.

Business Situation: In 2010, Murphy & King recognized they needed to hire an experienced litigation support manager to assist the firm's growing litigation practice. They recruited and hired Phil Iantosca, who had previously worked at a global law firm and a major consulting firm. He brought to Murphy & King an understanding of how a midsize firm could also leverage technology in order to increase law firm profitability, reduce client expenses and improve client service in the electronic discovery phase of litigation.

Solution: One of Iantosca's first priorities was to secure a temporary license for a product from LexisNexis called LAW PreDiscovery™, which combines paper imaging and electronic discovery in one software application.

Benefits:

- By using LAW PreDiscovery to bring e-discovery processing in-house, Murphy & King was able to recover their software investment in just 30 days, generating new revenue within the first 10 months of using LAW PreDiscovery. It has allowed the firm to assert full quality control of the electronic discovery process and have absolute oversight of all e-discovery production and deadline requirements.
- Murphy & King has created a new, more efficient e-discovery workflow that uses LAW as the centerpiece software tool.

Product Summary

- Litigation Services
- LAW PreDiscovery

Murphy & King Reduces Clients' Expenses, Increases Profitability and Obtains Quality Control by Bringing E-Discovery In-House with LAW PreDiscovery™

Case Study

Murphy & King delivers effective, practical solutions to the legal needs of businesses and individuals. The midsize (approximately 35 lawyers) firm works with its clients as counselors, providing advice, guidance and legal expertise, tailoring its representation to the practical realities of their world.

Focused on complex business problems and challenging business opportunities, Murphy & King represents clients, both domestic and foreign, of all sizes and types—startups and Fortune 500® companies, private and public corporations. The firm's attorneys assist investment partnerships, government agencies and nonprofit organizations, and individuals in litigation, bankruptcy and corporate transactions.


Murphy & King's partners believe in preventive advice and counsel to help businesses avoid potential legal difficulties, but never fail to recognize when litigation is necessary to reach their clients' goals.

Situation

In 2010, the partners at Murphy & King recognized they needed to hire an experienced litigation support manager to support the firm's growing litigation practice. In particular, the explosion of electronic discovery presented an enormous logistical and financial challenge for the firm as they were faced with the soaring costs of sending electronic documents to outside vendors for processing and production.

The firm recruited and hired Phil Iantosca, who had previously worked at a global law firm and a major consulting firm. Based on this experience with much larger organizations, Iantosca brought with him an understanding of how a midsize law firm could also leverage technology in order to increase law firm profitability, reduce client expenses and improve client service in the electronic discovery phase of litigation.

"My previous experience at large professional services firms had made it clear to me that the processing of electronic data was the hottest area of legal I.T., so I was intrigued by the opportunity to take this expertise to a highly regarded law firm such as Murphy & King," said Iantosca. "In particular, I was aware of the serious business implications of whether a law firm handles e-discovery work in-house or outsources it to a vendor. Murphy & King was outsourcing all of their e-discovery, so I knew this represented both a great challenge and a great opportunity to contribute right away."



“By taking back control of e-discovery and eliminating our dependence on outside vendors for data processing, we now have 100% oversight of all e-discovery production and deadline requirements.”

— Phil Iantosca
Litigation Support Manager
Murphy & King

Solution

After joining the firm, one of Iantosca’s first priorities was to secure a temporary license for a product from LexisNexis called LAW PreDiscovery™, which combines paper imaging and electronic discovery in one software application. Iantosca was familiar with LAW from his prior jobs over the previous decade and had such excellent success with the product that he regards it as his “product of choice” for litigation support.

More time is spent on discovery than on any other legal task and can represent anywhere from 50 percent to 90 percent of total litigation costs. LAW PreDiscovery ensures costs are controlled by first culling non-responsive and duplicate files, then further refinement of the document set can occur by searching text and metadata to locate relevant files. This “pre-discovery” process not only reduces the amount of files that need to be processed, it also allows users to begin the review process sooner with less files for attorneys to review, providing considerable cost savings.

“In my first week on the job, I acquired a temporary license from LexisNexis that allowed me to run low levels of electronic files through LAW PreDiscovery for a period of 30 days,” recalled Iantosca. “At the end of that trial period, I presented our partners with a detailed report that spelled out exactly how our clients and our firm could both benefit from licensing LAW as our internal e-discovery processing software.”

Even though it had just been 30 days and the trial was limited in the volumes of files that could be run through LAW PreDiscovery, Iantosca was able to demonstrate such substantial benefits from the use of LAW PreDiscovery that he persuaded the partners to acquire a full license of the software so Murphy & King could bring its e-discovery processing work in-house.



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— Phil Iantosca
Litigation Support Manager
Murphy & King

Benefits

“The most important benefit of bringing our e-discovery work inside the law firm is that we now have absolute quality control over the process,” said Iantosca. “By taking back control of e-discovery and eliminating our dependence on outside vendors for data processing, we now have 100 percent oversight of all e-discovery production and deadline requirements. If an attorney has a question or concern at any time, he or she just walks down the hallway and pops in my office because the answer lies right here.”

Moreover, Murphy & King has now created a more efficient litigation support workflow that is entirely built around LAW PreDiscovery. “LAW PreDiscovery is now our centerpiece software tool for all of our litigation matters, from the initial e-discovery processing functions, through the data review process, and then culminating with the export of data files to our document management system,” said Iantosca. “This delivers important time efficiencies for our litigation support staff, paralegals and litigators.”

The “bottom line” benefit of using LAW PreDiscovery at Murphy & King has been the substantial cost savings generated by bringing all e-discovery work in-house. This is a benefit that has already been noticed and pursued by larger law firms, but Murphy & King’s experience illustrates that small and midsize law firms can achieve these financial benefits as well.

“LAW PreDiscovery paid for itself in just 30 days of use and allowed us to generate new revenue for the firm throughout the past year, while saving our clients a significant amount of money on their e-discovery expenses,” reported Iantosca. “Since bringing e-discovery in-house last year, we’ve saved our clients money, asserted greater control over their electronic files and generated more income for the law firm.”

Moreover, LAW PreDiscovery has helped the firm improve its profitability by allowing Murphy & King litigation support professionals to handle client e-discovery processing themselves, essentially creating a new billable professional service the firm can provide to its clients.

“Most small and midsize law firms don’t realize how much they can improve client service and save clients money by bringing e-discovery inside the firm,” concluded Iantosca. “LAW PreDiscovery is an ideal software tool that enables law firms to make this transition successful.”

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