

## Case Study— Litigation Solutions

**Wolf Haldenstein is on track to save approximately \$300,000 in out-of-pocket costs this year for electronic discovery processing.**

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### Overview

**Firm:** Wolf Haldenstein Adler Freeman & Herz LLP

**Location:** New York (headquarters),  
Chicago and San Diego

**Industry:** Legal services

**Customer Profile:** Wolf Haldenstein Adler Freeman & Herz LLP is a full-service law firm that has provided legal services to its clients since 1888. The firm has practice groups in the following areas: Class Action; Real Estate; Health Care; Trusts & Estates; and General Corporate and Non Profit.

**Business Situation:** Approximately 70 percent of Wolf Haldenstein's practice is in the area of securities class actions, for their clients. This business reality was placing a growing strain on the firm's cash flow as the out-of-pocket expenses associated with electronic discovery requirements for every case they litigated began soaring in the past decade.

**Solution:** In early 2010, the firm reviewed a demonstration of LAW PreDiscovery™ and was immediately impressed with its capabilities. They decided to invest in its implementation as a strategy for curbing electronic discovery costs by keeping some of the processing work in-house.

### Benefits:

- By bringing roughly 90 percent of its data processing in-house with LAW PreDiscovery, Wolf Haldenstein is on track to save approximately \$300,000 in out-of-pocket costs this year for electronic discovery processing
- Greater control of the electronic discovery process reduces its dependence on outside vendors
- Superior training and support has allowed the firm to extend the use of the software throughout its litigation support group
- The firm has transformed its litigation support department from a cost center to a billable practice

### Product Summary:

- Litigation Services
- LAW PreDiscovery™
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Wolf Haldenstein Adler Freeman & Herz LLP is a full-service law firm that has provided legal services to its clients since 1888. The firm has practice groups in the following areas: Class Action; Real Estate; Health Care; Trusts & Estates; and General Corporate and Non Profit.

Wolf Haldenstein's clients include large corporations, pension funds, investment managers, privately held businesses and individual entrepreneurs, as well as cooperatives, condominiums and real estate developers.

The firm is distinguished from others by the bold "team approach" that is at the heart of its business model—all of Wolf Haldenstein's lawyers are readily available to the firm's clients and to each other. As a result, the firm is able to provide its clients with cost-effective and thorough counsel focused on the client's overall goals.

### Situation

"Roughly 70 percent of our firm's practice is in the area of securities class actions, which by its very nature means that we aren't paid for our services on a matter unless we win a verdict or settlement in the case," explained Victor Mann, director of information technology at Wolf Haldenstein.

This business reality was placing a growing strain on the firm's cash flow as the out-of-pocket expenses associated with electronic discovery requirements for every case they litigated began soaring in the past decade.

"Like a lot of law firms our size, we were caught up in the wave of electronic discovery over the past several years and knew we needed to find a smarter way to do things," said Mann. "We made it a specific business objective to explore technology options that would help us contain these runaway electronic discovery costs while improving our litigation support workflow."

### Solution

In early 2010, the information technology (IT) team at Wolf Haldenstein agreed to review a demonstration of a LexisNexis® product called LAW PreDiscovery, which combines paper imaging and electronic discovery in one application.

*"It is extremely user-friendly and it's perfectly suited for a law firm of our size that is seeking to reduce costs and increase control over the electronic discovery process."*

—Victor Mann  
Director of Information Technology  
Wolf Haldenstein

"We were immediately impressed with LAW PreDiscovery capabilities and saw its potential to help us reduce our electronic discovery processing costs and increase control over our client work product at the same time," said Tony Gjata, technical support specialist at Wolf Haldenstein.

More time is spent on discovery than on any other legal task and can represent anywhere from 50 to 90 percent of total litigation costs. LAW PreDiscovery helps ensure 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 prediscovery 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. On average, LAW PreDiscovery pays for itself within two months.

"Anything we can do to minimize our out-of-pocket costs is very helpful to our firm's cash flow and profitability," said Mann. "We saw LAW PreDiscovery as a potential tool for helping us curb our electronic discovery processing costs by handling more of the processing work in-house."

### **Benefits**

"The LAW PreDiscovery software is really amazing," said Mann. "It is extremely user-friendly and it's perfectly suited for a law firm of our size that is seeking to reduce costs and increase control over the electronic discovery process. I consider LAW PreDiscovery one of the few 'wow' software products in the legal industry."

According to Mann, the most significant benefits the firm has realized from its implementation of LAW PreDiscovery are the following:

#### **1. Cost Savings**

By bringing roughly 90 percent of its data processing in-house with LAW PreDiscovery, Wolf Haldenstein is on track to save approximately \$300,000 in out-of-pocket costs this year for electronic discovery processing. "LAW PreDiscovery has saved our firm a significant amount of money, primarily because we no longer need to outsource our electronic discovery processing work to outside vendors," explained Mann.

#### **2. Increased Control**

LAW PreDiscovery has allowed the firm to take back control of the electronic discovery process and reduce its dependence on outside vendors for electronic discovery processing requirements, which means that their clients' electronic files are now under the control of a Wolf Haldenstein employee at nearly all times.

*"... the LexisNexis team is made up of very competent people who have really invested their time in training our staff, which has allowed us to extend the use of LAW PreDiscovery throughout the litigation support group."*

—Tony Gjata  
Technical Support Specialist  
Wolf Haldenstein

### 3. Training and Support

"We have a fantastic working relationship with LexisNexis," said Gjata. "They are truly committed to customer support and make sure that any questions we have are answered right away. Perhaps more importantly, the LexisNexis team is made up of very competent people who have really invested their time in training our staff, which has allowed us to extend the use of LAW PreDiscovery throughout the litigation support group."

### 4. Litigation Support Department

LAW PreDiscovery has helped the firm transform its litigation support department from a cost center to a billable practice as their professionals handle more client work themselves, rather than routinely outsourcing electronic discovery processing to vendors.

"By using LAW PreDiscovery, we save our clients money, have more control over the way their electronic files are handled at all times and we make more money for our law firm," concluded Mann. "What's not to like about a software tool that helps you achieve all three of those things at once?"

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