

Zuckerman Spaeder LLP

“Much of our success is attributed to the strategic and tactical use of litigation support systems like Concordance. It gives us the competitive edge of speed and efficiency demanded by modern trial protocol.”

—Brian Ingram, National Director of Litigation Support

Better Case Analysis

A keen eye for the analysis of facts. Sherlock Holmes had it. Perry Mason had it. And nowadays Concordance™ software has it. The only difference is Concordance provides it in seconds allowing a fleet of attorneys to add their insights and interpretations to share with each other, even across the globe. It's a tremendous tool for attorneys bound for the courtroom and it has assisted Zuckerman Spaeder and its clients in and out of the courtroom.

Analyzing the facts in Sherlock Holmes' day was a slow and tedious process. The time constraints associated with trial cases today do not allow for pipe and slippers case preparation. Today, the key to winning cases is finding the facts fast, analyzing them with digital precision, sharing the analysis with a team of expert colleagues, and presenting them to a jury with all the clarity and skill that modern technology affords.

Enter Concordance™ and Concordance™ Image

“Concordance not only lets attorneys quickly search for the facts of a case, it also allows them to share the analysis of those facts with their colleagues,” points out Brian Ingram, National Director of Practice Support at Zuckerman Spaeder.

“That ability is what wins cases,” he adds. “For example, Concordance allows an attorney to comb through lengthy transcripts, add notes and analysis as they prepare the case, review their findings with other attorneys, and then go to court—confidently demonstrating the discrepancies of witness testimony during cross-examination.”

Streamlining Case Preparation

“To succeed with the real-time demands of litigation, our firm's resources must be working at maximum efficiency.” Concordance brings speed and economy to case preparation and allows trial lawyers to focus on what they do best.

For example, the Concordance Record Tagging and Annotation feature allows attorneys to add their analysis to the document and then share it with the entire team and client, marking the text or document for swift retrieval.

“It's a useful way for attorneys to organize and review specific case details,” states Ingram. “Our attorneys appreciate the ease of doing this by simply highlighting text within a transcript or record, and then adding their comments. It saves precious time because annotations replicate as searchable notes in the database.” An attorney can also link sections within the database directly to images, text files, Web pages, and movie or sound files for instant viewing.

Company Profile

Rated by the American Lawyer as the top east coast litigation boutique firm of the year, Zuckerman Spaeder LLP is a 100-lawyer litigation firm founded in Washington, D.C. Their ranks include former federal prosecutors and public defenders, as well as attorneys who have served in senior positions in the Department of Justice, federal agencies and Congress. National in scope, the firm litigates in courts throughout the United States and is currently involved in some of the most high profile cases involving publicly traded companies.

**For more information visit
www.zuckerman.com**

The Right Tools for the Job

"In a word," states Ingram, "Concordance gives you control—control of the facts and control in the courtroom. Concordance is a real-time tool with a superb search engine. It performs various searches to instantly find any keyword—even if misspelled—and any related references so you are confident that the evidence you require can be found when you most need it."

Functionality to Spare

A few other features that are favorites of Zuckerman attorneys include the Form Search, which makes it a snap for attorneys to locate specific documents—memos, reports, depositions—or any transcript critical to a case. The Report Writer gives the team great flexibility in tailoring the output needed for trial, for example, Q&A sets and privilege logs. "We also utilize the Microsoft® Outlook® e-mail import capability," adds Ingram. Concordance can function as an e-mail repository, which stores and retrieves e-mail files with their attachments. A user-friendly wizard imports directly from Outlook®, and creates one-click access to all e-mail attachments. The software's built-in rich text support means it retains full message formatting as well.

Linking to Key Evidence

Concordance Image, the image retrieval software, works in tandem with Concordance to create a powerful solution for courtroom preparation. Zuckerman uses imaging and OCR to further enhance its Concordance databases. "Concordance Image records and displays everything from photographs to handwritten notes. Images are linked to corresponding records in Concordance making it easy for attorneys to review the scanned version of the paper documents. They can be enlarged, annotated or pinpointed by a production number. This option is useful when preparing for trial and our attorneys use it frequently."

Greater Flexibility

Every law firm has unique requirements. To meet those challenges, Concordance software has a built-in tool for customization called CPL, or Concordance Programming Language. It has been especially designed to add exceptional flexibility to the software.

"With CPL, we can automate many time-intensive litigation processes that are unique to each case," says Ingram. "We use CPL to prepare the database with annotations prior to linking every occurrence of a person's name to their profile in a biographical database. Clicking on an exhibit number can retrieve the exhibit from an imaging system. The possibilities are significant, but the result is an interactive issue-and-witness binder, produced automatically."

[Editor's Note: Many clients have submitted their custom CPL modules to the Concordance Web site for other users to try out. They can be found at: www.concordance.com/cpl.library.html]

Concordance & Concordance Image—Real World Solutions

"Our trial success nationally and internationally distinguishes our attorneys on all levels. An important part of the firm's success is our strategic and tactical use of litigation technology systems like Concordance. It gives us the competitive edge of speed and efficiency demanded by modern trial protocol. Concordance and Concordance Image prove to be reliable performers," concludes Ingram. "They are important tools that help us to deliver quality results for our clients."

About Concordance

Released in 1986, Concordance was the first litigation document database software developed for the PC. Today it is favored by AmLaw 200 firms, the FORTUNE® 100, and the USDOJ, and sets the industry standard for high quality, flexible litigation support software. Concordance, Concordance Image and Concordance FYI work together to enable litigators to identify, organize and produce critical documents in litigation from anywhere. For more information contact us at 310.471.3414, concordanceinfo@lexisnexis.com, or www.lexisnexis.com/concordance.

LexisNexis and the Knowledge Burst logo are registered trademarks of Reed Elsevier Properties Inc., used under license. Concordance and FYI are trademarks of Applied Discovery, Inc. Other products or services are trademarks or registered trademarks of their respective companies.
© 2007 Concordance. All rights reserved. L018188-0 0107