



## Segal McCambridge Uses Lexis Advance® to Simplify Online Legal Research and Control Costs

### Overview

**Firm:** Segal McCambridge Singer & Mahoney, Ltd.

**Location:** Chicago (with offices in seven cities in the U.S.)

**Industry:** Law firm

**Customer Profile:** Segal McCambridge is a litigation firm with broad experience in complex toxic tort, commercial, employment and labor law, products liability, appellate, insurance, construction, environmental, professional liability, transportation and warranty matters.

**Business Situation:** Segal McCambridge has been a LexisNexis® customer for online legal research since 2006. In 2012, one of the firm's senior shareholders was approached by a LexisNexis representative and invited to be a "beta tester" of a new research solution under development by the company.

**Solution:** The next-generation research solution Segal McCambridge tested was eventually called Lexis Advance®, a more efficient and intuitive way for legal professionals to conduct their legal research. The firm's attorneys and professional staff were impressed with the simplicity of Lexis Advance and made the decision to move to the new solution as soon as possible.

#### Benefits to Segal McCambridge:

- **Content:** The Lexis Advance service provides access to a breadth and depth of content that is unsurpassed in the industry.
- **Relevance of Results:** Lexis Advance search results are more relevant and useful than what attorneys receive from Google™ searches or other Web search engines.
- **Efficiency:** By helping users cut through the clutter and get to the precise information they need more quickly, Lexis Advance can help save you time and money.
- **Cost Control:** LexisNexis has worked with the firm to establish a pricing model that helps them better manage their client budget constraints.

Segal McCambridge Singer & Mahoney, Ltd. is a unique national civil litigation law firm protecting its clients' interests in numerous jurisdictions throughout the United States. The firm works nationally from seven strategic locations: Austin, Baltimore, Chicago, Detroit, Jersey City, New York and Philadelphia. Segal McCambridge's 150+ attorneys are collectively licensed in over 20 states with bar admissions in multiple federal district courts and on a pro hac vice basis nationwide.

The firm counsels and defends corporations in a variety of matters including appellate law, commercial litigation, construction, environmental, insurance coverage/reinsurance and insurance defense, labor and employment, products liability, professional liability, toxic torts and hazardous substances, transportation and warranty.

### Situation

"I've been a LexisNexis® user dating back to the early days of computer-assisted legal research, well before there even was something known as the Internet or a search engine," said Larry Mason, a senior shareholder at Segal McCambridge. "Indeed, this firm has been a customer of LexisNexis for online legal research since I joined as a shareholder in 2006. We've always been pleased with the quality of the LexisNexis service and its ability to keep pace with changes in the law every day."

Mason is well-known to the product development team at LexisNexis as well. For the past 21 years—at two different law firms—he has served as his firm's point of contact for the LexisNexis representatives. He has always been vocal about ideas for improving online legal research services and shared his views freely about the directions the industry is headed on various fronts.

"In 2012, I was approached by a LexisNexis rep and was invited to serve as a beta tester for a new online legal research solution the company was developing at that time," said Mason. "I agreed to check it out and offer my feedback, and I was very pleased with the product developed."

*“LexisNexis is sensitive to the changing dynamics of the legal industry regarding the cost pressures and budget challenges that we face with clients.”*

—Lawrence D. Mason  
Senior shareholder, Segal McCambridge  
Singer & Mahoney

## Solution

The next-generation online legal research solution that Mason was invited to test would eventually be known to the legal marketplace as Lexis Advance®. With Lexis Advance, legal research is made faster and easier because researchers can easily get relevant results from more than 40,000 legal, news and public records sources, delivered through familiar online search filters. The service provides a more efficient and intuitive way for legal professionals to conduct their legal research, while delivering comprehensive and relevant results that can be managed, stored and accessed on demand.

“I was immediately impressed with how simple Lexis Advance was to use,” said Mason. “The decision to build a new LexisNexis search platform that looks and works like Google was a brilliant one. It was comfortable right away and easy to use from the first search.”

Segal McCambridge became a supporter of this new LexisNexis technology and decided to begin using it throughout the firm as soon as it was possible.

## Benefits

### Content

Mason and his colleagues at the firm have found that Lexis Advance access provides a breadth and depth of content that is unsurpassed in the industry. This includes authoritative content from Matthew Bender®, Michie’s™, Law360®, *The New York Times*® and *The Wall Street Journal*®, as well as legal research backed by the *Shepard’s*® Citations Service assurance that experienced U.S. attorneys have read and assessed every case.

### Relevance of Results

“Google searches are great for personal use, but for a lawyer, a Google search related to a case you’re handling is likely to produce far too many irrelevant search results than is worth your time investigating,” said Mason. “Lexis Advance solves this problem by delivering more relevant, reliable and useful search results.”

### Efficiency

Mason points out that law firms all have a need to work as efficiently as possible in order to provide the level of service—and deliver the kind of value—that clients demand in today’s environment. Lexis Advance is an important part of this operational culture at Segal McCambridge because it helps lawyers and staff members cut through the clutter during legal research and find the specific results they need as quickly as possible. This boost in efficiency helps save time and money.



*“Lexis Advance is a powerful resource for online legal research, but its greatest asset is that it is simple to use. That simplicity enables us to quickly get our hands on relevant and useful results that we know will be beneficial to our clients.”*

—Lawrence D. Mason  
Senior shareholder, Segal McCambridge  
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### **Cost Control**

“LexisNexis is sensitive to the changing dynamics of the legal industry regarding the cost pressures and budget challenges that we face with clients,” said Mason. “They have worked with us to create a pricing model that delivers robust access to the breadth of legal databases we need, based on the kinds of matters we handle at our firm. Moreover, Lexis Advance puts users in charge of determining when they wish to incur charges for obtaining full-text results outside of their plan, which helps us manage costs.”

### **Conclusion**

“LexisNexis makes its living by serving law firms and their clients’ challenges. They’ve done a terrific job of keeping their services up to date with our changing needs,” said Mason. “Lexis Advance is a powerful resource for online legal research, but its greatest asset is that it is simple to use. That simplicity enables us to quickly get our hands on relevant and useful results that we know will be beneficial to our clients.”



Mr. Lawrence Mason is a senior shareholder of the national civil litigation law firm of Segal McCambridge Singer & Mahoney. Mr. Mason's trial and appellate practice is focused on assisting businesses in achieving successful, cost-effective solutions for their litigation problems. His complex commercial litigation experience includes a concentration in insurance and reinsurance coverage, product liability, contract, environmental, toxic tort, construction and professional liability issues.

Mr. Mason received his Juris Doctorate degree from the University of Illinois College of Law. He is admitted to practice in Illinois, New York, Wisconsin, the U.S. Supreme Court, various federal district courts and courts of appeals, and on a pro hac vice basis in various state court jurisdictions throughout the United States.



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