



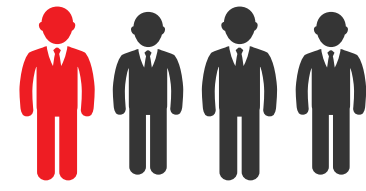
THE IMPACT OF LEGAL ANALYTICS ON LAW FIRMS

What is Legal Analytics?

Legal Analytics provides valuable insights to help lawyers gain a winning edge in the highly competitive business and practice of law. It empowers attorneys by providing objective data on which to base smarter business decisions and deliver the highest quality strategic counsel.



90% of respondents who use Legal Analytics say it is "Valuable".



25% say it has improved speed of case assessments.

Source: LexisNexis Impact of Legal Analytics Survey Prepared by ALM Legal Intelligence (n=321)

Who Uses Legal Analytics?

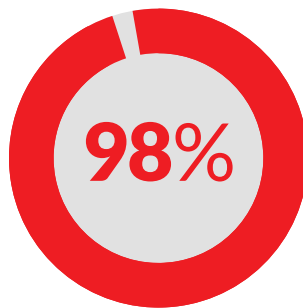


Source: LexisNexis Impact of Legal Analytics Survey Prepared by ALM Legal Intelligence (n=321)

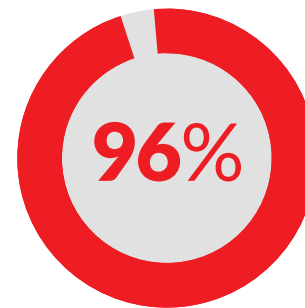
How Is Legal Analytics Most Valuable?



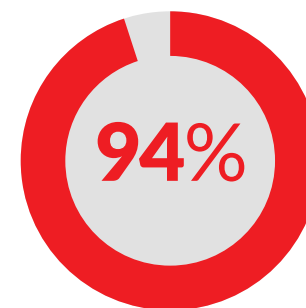
100%
Demonstrating competitive advantage to clients



98%
Determining strategy for particular courts and judges



96%
Predicting likely outcomes of strategy or arguments



94%
Case assessment

Source: LexisNexis Impact of Legal Analytics Survey Prepared by ALM Legal Intelligence (n=321)

Top Use Cases



PARTNER

- Litigation Strategy
 - Assess Judge Tendencies
 - Analyze Venue Trends
- Competitive Intelligence
 - Opposing Counsel
- Litigation Insights
 - Litigation Alerts



ASSOCIATE

- Litigation Strategy
 - Assess Judge Tendencies
 - Motion Strategy
 - Case Timing
 - Case Management



BUSINESS DEVELOPMENT

- Marketing
 - Pitch Deck
- Competitive Intelligence
 - Opposing Counsel
 - Opposing Parties
- Litigation Insights
 - Trend Analysis



KNOWLEDGE MANAGEMENT

- Litigation Strategy
 - Assess Judge Tendencies
 - Analyze Venue Trends
 - Parties Litigation Behavior
- Competitive Intelligence
 - Opposing Counsel
 - Opposing Parties
- Litigation Insights
 - Trend Analysis

AVERAGE TIME SAVED PER WEEK WITH LEGAL ANALYTICS



Hours/Week



Hours/Week



Hours/Week



Hours/Week

Source: Lex Machina 2017 User Case Survey (n=238)

Legal Analytics In The Future

Respondents believe their firm's use of Legal analytics will increase in these areas:



80.3%
Cost Savings



85.3%
Pricing Projects



60%
Winning Cases



68.3%
Attracting New Clients



62.9%
Growing Existing Clients

Source: LexisNexis Impact of Legal Analytics Survey Prepared by ALM Legal Intelligence (n=321)

Survey Methodology: ALM Legal Intelligence conducted research on behalf of LexisNexis to better understand how lawyers and their firms use legal analytics in their litigation practices. ALM surveyed litigators, trial attorneys and librarians at AmLaw 200 firms between October 18 and November 6, 2017. A total of 321 litigators, trial attorneys and librarians at AmLaw 200 firms participated in the survey between October 18 and November 6, 2017. For purposes of the survey, legal analytics is defined as "tools and/or capabilities powered by artificial intelligence technology capable of sorting through huge amounts of data to find trends associated with specific courts, judges, expert witnesses, etc."

Lex Machina conducted a use-case survey among its customers to learn how they are gaining value in their business or practice with Lex Machina's Legal Analytics. The survey was conducted between September 19 to 28, 2017 and a total of 238 users from law firms and companies responded.