

Moore & Van Allen Selects Lexis Advance® as Exclusive Online Legal Research Service

Overview

Firm: Moore & Van Allen PLLC

Location: Charlotte, N.C.

Industry: Law firm

Customer Profile: Moore & Van Allen has become one of the largest law firms in the Southeast, serving clients around the world from three offices strategically located in Charlotte and Research Triangle, N.C., and Charleston, S.C.

Business Situation: Moore & Van Allen is a longtime LexisNexis® customer for online legal research. In 2012, the firm's partnership made the strategic decision to consolidate its spending on legal research by choosing LexisNexis as the sole provider of their online research services. The firm conducted a comprehensive analysis of all legal research providers and ultimately decided to select LexisNexis as its exclusive provider for online legal research.

Solution: One of the chief selling points of LexisNexis to the firm's attorneys was the company's next-generation research solution called Lexis Advance®. Lexis Advance makes legal research faster and easier by producing more relevant search results from the leading industry sources, all on a platform that allows research to be managed, stored and accessed from anywhere.

Benefits to Moore & Van Allen:

- **Flexible:** Lexis Advance allows users to search across all LexisNexis databases, which eliminates the need to select a precise database for every research query.
- **Cost-Efficient:** The Lexis Advance service puts Moore & Van Allen researchers in charge of determining when they wish to incur charges for obtaining full-text results.
- **Collaboration:** The Lexis Advance shared folders functionality enables attorneys, paralegals and research staff members to share their results with each other and collaborate more effectively.

Product Summary

Research Solution

- Lexis Advance®

Moore & Van Allen has become one of the largest law firms in the Southeast, with regional offices and a national reputation, by creating value for its blue-chip clients. These clients include large national banks, successful international manufacturers, growing health care and technology companies, and noted retailers—a prestigious list that includes 10 of the 15 Fortune 500® companies headquartered in North Carolina.

With offices strategically located in Charlotte and Research Triangle, N.C., and Charleston, S.C., Moore & Van Allen provides legal services in a broad range of practice areas. This breadth and depth of knowledge allows the firm to serve its clients as well as address the legal and business challenges they encounter. The collaboration among attorneys in these practice areas ensures that the firm's clients receive professional service and accessibility when they need it.

Situation

"We've been LexisNexis customers for more than 15 years and have always had a good experience with [lexis.com](#)[®] for online legal research," said Tamara Acevedo, manager of research and knowledge management at Moore & Van Allen. "In 2012, however, the partners decided to move to a single provider for legal research services as a way to reduce our total spending and consolidate our vendor relationships. We put everything up for review."

According to Acevedo, Moore & Van Allen launched a comprehensive analysis of its online legal research services. The firm conducted a survey of its attorneys, met individually with each vendor to discuss their offerings and pricing arrangements, and retained a consultant to assist them with reviewing every aspect of the decision.

"The representatives from LexisNexis were far more open to working with us and finding an approach that made good economic sense for both us and them," said Acevedo. "But the discovery that tipped the scales was that LexisNexis was actually the preferred service provider by the majority of our 300 attorneys and 50 paralegals who conduct online legal research."

Moore & Van Allen selected LexisNexis as its single provider of online legal research services.

Solution

"One of our biggest concerns about this decision was the reaction we might receive from our attorneys and paralegals who were accustomed to using Westlaw[®], the chief competitive option we considered," said Acevedo. "However, we mitigated this concern by introducing those users in the firm to the next-generation solution from LexisNexis called Lexis Advance[®]."

With Lexis Advance tools, legal research is made faster and easier because researchers can easily get more relevant results from leading legal industry sources delivered efficiently through cutting-edge online technology. 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.

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Benefits

Flexibility

"Lexis Advance is a great solution for us because it takes the pressure off of the user to select the precisely appropriate database for every research query," said Acevedo. "One search entry allows us to conduct research across all of the LexisNexis databases and this flexibility has proven to be very popular in our firm."

Cost Efficiency

The Lexis Advance service puts Moore & Van Allen researchers in charge of determining when they wish to incur charges for obtaining full-text results. "I can conduct a search and then review the results one at a time without running up a bill just for hitting the return key," said Acevedo. "From that point, I can decide for myself which items I want to obtain in full text and which ones I might be able to skip or find elsewhere."

Collaboration

"Our attorneys and staff members especially like the shared folders functionality in Lexis Advance," said Acevedo. She explained that paralegals and research staff can run searches and then share the results with an attorney so that he or she can review the results and the team can collaborate more effectively.

Conclusion

"Lexis Advance is an excellent solution for law firms that are seeking to control their legal research costs and ensuring that their clients are only paying for the specific content needed to carry out the legal work the attorneys are performing," said Acevedo. "In an era when most law firms are being challenged to work more cost efficiently, Lexis Advance is a powerful resource for us to have on our side."

"We showed our attorneys and paralegals that Lexis Advance allows them to conduct their searches in a much more intuitive way because the format is similar to what they're accustomed to seeing on Google and other major web search engines," said Acevedo. "Moreover, since Lexis Advance gives us access to more than 40,000 legal, news and public records sources, we have the confidence of knowing that we're obtaining the most relevant search results."



Moore & Van Allen

Tamara Acevedo has been the Manager of Research and Knowledge Management at the law firm of Moore & Van Allen PLLC since 2007, and has been with the firm for almost 15 years. Moore & Van Allen is an AmLaw 200® firm headquartered in Charlotte, North Carolina and has 300 attorneys. In this current position she manages all aspects of the law firm's legal research needs including collection development and supervising the research department. Prior to joining Moore & Van Allen, Tamara held various positions at Atkins Library at the University of North Carolina at Charlotte. Tamara received a B.A. in criminal justice from the University of North Carolina at Charlotte and obtained an M.L.I.S. from the University of South Carolina.

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