

Case Study— Litigation Solutions

Beasley Allen Saves \$100,000 in E-Discovery Costs on One Case with Use of LAW PreDiscovery™.

Overview

Firm: Beasley Allen

Location: Montgomery, Alabama

Industry: Legal services

Customer Profile: Beasley, Allen, Crow, Methvin, Portis & Miles, P.C. (Beasley Allen) represents plaintiffs and claimants in civil litigation, including business, environmental, personal injury, pharmaceutical, consumer fraud and product liability matters.

Business Situation: Beasley Allen had historically relied on outsourcing vendors for e-discovery processing, and then fed TIFF images into Concordance® discovery management software. However, the firm grew concerned about the loss of control and growing costs of turning its clients' data over to outside service providers for processing.

Solution: The firm's partners agreed that it would be in the best interests of both the law firm and its clients to bring e-discovery processing in-house. After considering a variety of software tools on the market, the firm decided to subscribe to LAW PreDiscovery™, a product from LexisNexis® that combines paper imaging and electronic discovery in one software application.

Benefits:

- LAW PreDiscovery has delivered the fastest return of investment of any software product the firm has acquired in recent memory—paying for a full year's licensing fees after its use in just the first large litigation matter.
- LAW PreDiscovery has improved the firm's cash flow by significantly reducing the dollars for e-discovery processing from what they were previously paying to third party vendors when they were outsourcing all processing.
- LAW PreDiscovery has allowed Beasley Allen to take back control of the electronic discovery process and ensure that their clients' data is under their direct oversight at virtually all times.
- The Beasley Allen system software specialists find LAW PreDiscovery to be extremely easy to use and requires minimal staffing to operate.

Product Summary

- Litigation Services
- LAW PreDiscovery
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Case Study

In 1979, Jere Locke Beasley founded the law firm that is now known as Beasley, Allen, Crow, Methvin, Portis & Miles, P.C. The firm represents plaintiffs and claimants in civil litigation and currently employs more than 60 lawyers and over 200 support staff. The mid-sized law firm's support staff includes full-time nurses, investigators, computer specialists, technologists and computer experts, a public relations department and a comprehensive trial graphics department.

Beasley Allen is one of the country's leading firms involved in civil litigation on behalf of claimants, having represented hundreds of thousands of people. The firm currently holds U.S. records for the largest verdicts/settlements in four categories:

- The largest verdict against an oil company in U.S. history—\$11.9 Billion
- The largest pharmaceutical drug settlement in U.S. history—\$4.85 Billion
- The largest private environmental settlement in U.S. history—\$700 Million
- The largest predatory lending verdict in U.S. history—\$581 Million

Beasley Allen represents plaintiffs and claimants in the following areas: personal injury, products liability, consumer fraud, business litigation, environmental litigation and pharmaceutical litigation.


Situation

Beasley Allen is a longtime user of the Concordance® discovery management software and had historically relied on outsourcing vendors for e-discovery processing, and then fed TIFF images into Concordance.

As a plaintiff's firm, Beasley Allen is in the difficult position of fronting all client expenses out of the firm's own cash flow and hoping to recover those expenses at the end of the litigation.

"We were seeing the firm's e-discovery demands continue to accelerate, which became problematic for us because our out-of-pocket costs for processing were just continuing to grow," said Kimberly Youngblood, system software specialist at Beasley Allen. "In addition to the costs, we were not comfortable with the loss of control of our clients' data every time we turned it over to an outside service provider for processing."

Youngblood and her colleagues began to explore alternative options for handling e-discovery processing and learned about some tools on the market that would potentially allow the firm to bring at least some of this work in-house.



“LAW PreDiscovery has really improved the partners’ cash flow by significantly reducing the dollars for e-discovery processing from what they were previously paying to third-party vendors when we were outsourcing all of our e-discovery processing. It has saved our law firm an extraordinary amount of money.”

– Kimberly Youngblood
system software specialist
Beasley Allen

Solution

“The firm’s partners discussed the options and quickly agreed that it would be in the best interests of both the law firm and our clients to bring e-discovery processing in-house,” said Youngblood. “We put together an internal team and started to research products on the market.”

After considering a variety of software tools on the market, the firm decided to subscribe to LAW PreDiscovery, a product from LexisNexis® that combines paper imaging and electronic discovery in one software application.

LAW PreDiscovery software helps ensure that 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 “pre-discovery” 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.

“It was pretty obvious that LAW PreDiscovery was the perfect fit for our needs,” recalls Youngblood. “We had in mind a specific job we wanted the software to do and that is precisely what LAW PreDiscovery does. It just works.”

According to Youngblood, LAW PreDiscovery was immediately deployed and the firm began doing some of its own e-discovery processing right away.

“LAW PreDiscovery is so easy to use and requires minimal staffing to operate—I learned how to operate the software in just a few days and I’m now able to run data loading on up to 30 computers at one time all by myself. The software is simple but its capabilities are enormous. It’s just an awesome product.”

– Kimberly Youngblood
system software specialist
Beasley Allen

Benefits

“In one recent case, we were forced to process 10,994,000 pages of documents in e-discovery thanks to a very unusual demand from defense counsel,” said Youngblood. “By running those documents through LAW PreDiscovery, we saved the firm approximately \$100,000 in up-front costs that would have otherwise been paid to an outside service provider. The cost savings from that one case alone paid for our firm’s LAW PreDiscovery license for an entire year—with a lot of money left over!”


In fact, Youngblood says that LAW PreDiscovery software has delivered the fastest return of investment of any software product the firm has acquired in recent memory. This is particularly crucial because of Beasley Allen’s requirement of fronting all client expenses in litigation.

“LAW PreDiscovery has really improved the partners’ cash flow by significantly reducing the dollars for e-discovery processing from what they were previously paying to third-party vendors when we were outsourcing all of our e-discovery processing,” she said. “It has saved our law firm an extraordinary amount of money.”

In addition to the financial benefits, LAW PreDiscovery has allowed Beasley Allen to take back control of the electronic discovery process. Rather than turning over large volumes of confidential electronic documents to outside vendors for processing, Youngblood and her colleagues are able to assure the attorneys that their clients’ data is under their direct oversight at virtually all times.

Finally, the Beasley Allen system software specialists find LAW PreDiscovery to be extremely easy to use and the LexisNexis® customer support team very helpful any time a question or special need arises.

“LAW PreDiscovery is so easy to use and requires minimal staffing to operate—I learned how to operate the software in just a few days and I’m now able to run data loading on up to 30 computers at one time all by myself,” said Youngblood. “The software is simple but its capabilities are enormous. It’s just an awesome product.”



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