



REUTERS/Will Burgess

## Case Outcomes:

A Fresh Approach to Attorney, Practice Group & Law Firm Growth Planning & Strategy

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**Patrick Fuller**

Managing Account Director  
Hubbard One

# Hubbard One Introduction

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## Patrick Fuller

### Managing Account Director

- Part of Thomson Reuters since 2005
- Business Development & CI Consultant to Legal Industry since 1998
- Oversees Monitor Suite & Intelligence applications globally; works with Account Executives and Business Development Consultants to leverage CI for Business Development, Firm Strategy, and Technology Deployment.



# Today's Agenda

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- Essential Elements of Client Intelligence Analytics
- Evolving from Client Intelligence to Competitive Intelligence
- A History of Innovation
- Understanding litigation metrics of clients, competitors, and the market, to showcase relevant and results-oriented competitive experience
  - Evolving Client Intelligence
  - Competitive Experience & Efficiency
  - Analyzing Legal Work Kept In-House

# Setting The Stage

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- Over 3,000 law firms globally between 15-140 attorneys
- Over 1500 U.S.-based law firms of more than 30 attorneys
- Competition & Complexity vary by market
- Fight price commoditization by creating differentiation
- Client Visits, Experience, and Engagement drive continual success
- Demonstratable Experience matters
- Leverage firm strengths against competitor weaknesses
- Engage the client & prospect; don't "Pitch" them

The essential elements of:

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# CLIENT INTELLIGENCE ANALYTICS

# Competitive Client Intelligence

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- Who, What, Where, Which, How – Primary Questions
- What size firms does the client typically hire?
- How often does the client typically change outside counsel?
- Has the client recently began retaining new counsel?
- Is the client being serviced from offices in markets or jurisdictions where the work is located?
- For litigation, what is the docket filing trend of the client?
- How does that compare to the client's industry or primary peers / competitors?
- What litigation trends are uniquely effecting the client or their market?
- Who do we know, and how well do we know them?



Starbucks

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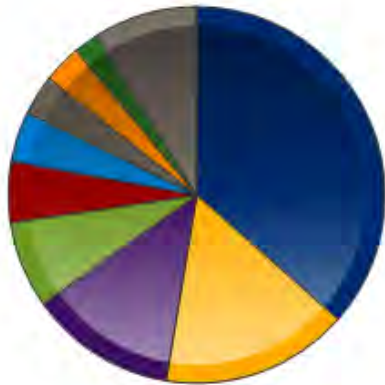
# CLIENT INTELLIGENCE ESSENTIALS

# Client Intelligence Essentials: Starbucks

## STARBUCKS CORP Practice Area Trends & Analysis

Show Description

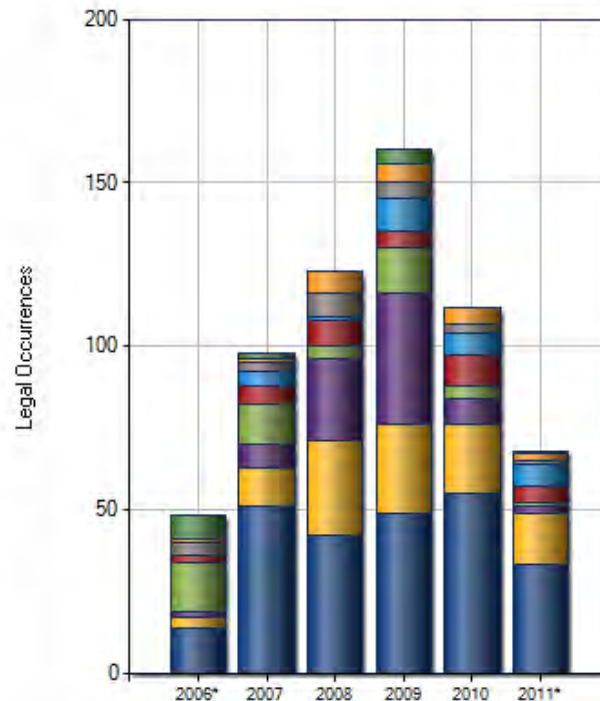
### Practice Area Distribution



Practice Area	Occurrences	%
<input type="checkbox"/> Torts/Negligence	244	36.5%
<input type="checkbox"/> Employment/Labor	108	16.1%
<input type="checkbox"/> Commercial Law and Contracts	84	12.6%
<input type="checkbox"/> Administrative	50	7.5%
<input type="checkbox"/> Civil Rights	35	5.2%
<input type="checkbox"/> Appeals	29	4.3%
<input type="checkbox"/> Real Property	23	3.4%
<input type="checkbox"/> Small Claims	22	3.3%
<input type="checkbox"/> Creditor/Debtor	14	2.1%
<input type="checkbox"/> Other Practice Areas (Full List)	60	9.0%

### Practice Area Trend

Click on a chart and drag mouse to zoom in on a chart area.



\*Data for partial year only

INCLUDE SELECTED EXCLUDE SELECTED

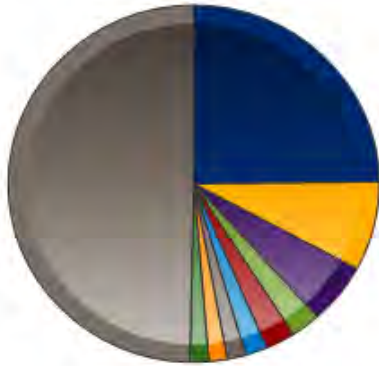
1. What type of legal work do they have?
2. Which firms are handling the work?
3. From how many & which offices are they handling the work?
4. Where is the work taking place?

# Client Intelligence Essentials: Starbucks

## STARBUCKS CORP Law Firm Representation Trends & Analysis

+ Show Description

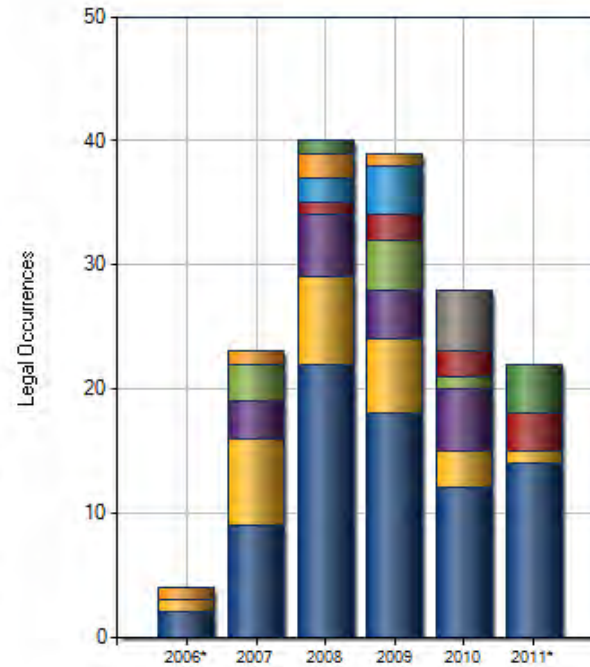
### Law Firm Representation Distribution



Law Firm Representation	Profile	CN	Occurrences	%
<input type="checkbox"/> AKIN GUMP STRAUSS HAUER & FELD LLP	☹	☺☺	77	24.8%
<input type="checkbox"/> PERKINS COIE	☹		25	8.1%
<input type="checkbox"/> WILSON ELSER MOSKOWITZ EDELMAN & DICKER LLP	☹	☺☺	17	5.5%
<input type="checkbox"/> CIPRIANI & WERNER, P.C.	☹		8	2.6%
<input type="checkbox"/> KRING & CHUNG ATTORNEYS, L.L.P.	☹		8	2.6%
<input type="checkbox"/> PHELPS DUNBAR LLP	☹	☺☺	6	1.9%
<input type="checkbox"/> DICKIE, MCCAMEY & CHILCOTE, P.C.	☹	☺☺	5	1.6%
<input type="checkbox"/> FULBRIGHT & JAWORSKI L.L.P.	☹		5	1.6%
<input type="checkbox"/> GOODWIN PROCTER LLP	☹	☺☺	5	1.6%

### Law Firm Representation Trend

Click on a chart and drag mouse to zoom in on a chart area.

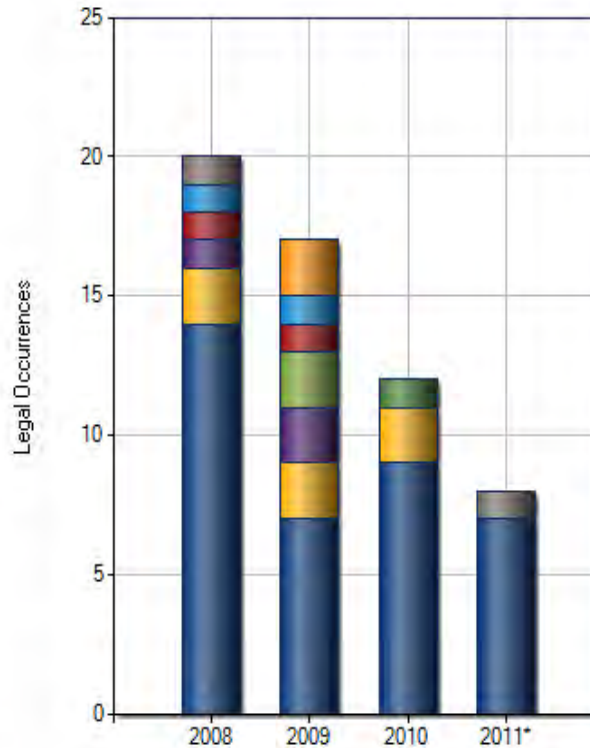
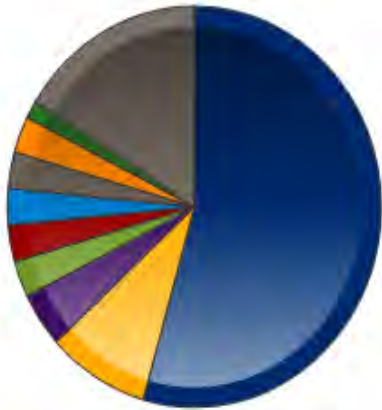


\*Data for partial year only

1. What type of legal work do they have?
2. Which firms are handling the work?
3. From how many & which offices are they handling the work?
4. Where is the work taking place?

# Client Intelligence Essentials: Starbucks

Click on a chart and drag mouse to zoom in on a chart area.



Law Firm Representation	Profile CN	Occurrences	%
<input type="checkbox"/> AKIN GUMP STRAUSS HAUER & FELD LLP		37	54.4%
<input type="checkbox"/> PERKINS COIE		6	8.8%
<input type="checkbox"/> LITTLER MENDELSON, P.C.		3	4.4%
<input type="checkbox"/> AKERMAN SENTERFITT, AKERMAN SENTERFITT LLP		2	2.9%
<input type="checkbox"/> DAVIS WRIGHT TREMAINE LLP		2	2.9%
<input type="checkbox"/> FOLEY HOAG LLP		2	2.9%
<input type="checkbox"/> KRING & CHUNG ATTORNEYS, L.L.P.		2	2.9%
<input type="checkbox"/> RIDDELL WILLIAMS P.S.		2	2.9%
<input type="checkbox"/> Other Law Firms (Full List)		11	16.2%

\*Data for partial year only

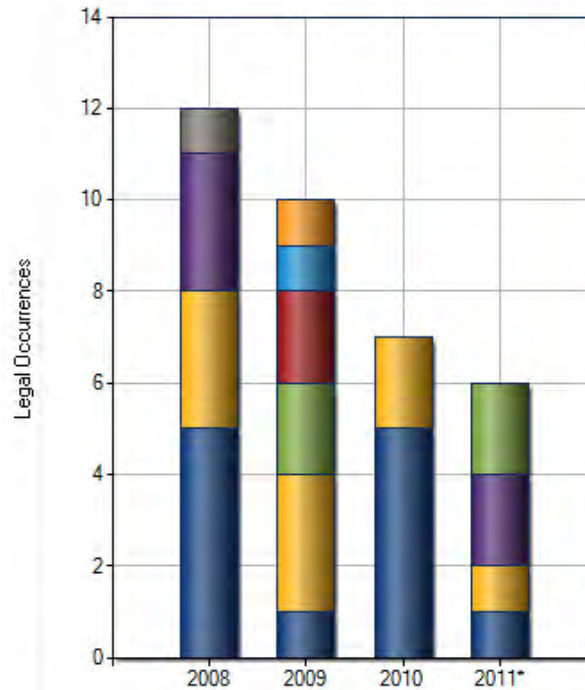
**Company:** STARBUCKS CORP  
**Date Range:** 01/2008 to 09/2011 [edit](#)  
 Litigation Refinements [remove all](#)  
 - Practice Area: [remove all](#)  
 Employment/Labor [remove](#)

1. What type of legal work do they have?
2. Which firms are handling the work?
3. From how many & which offices are they handling the work?
4. Where is the work taking place?

# Client Intelligence Essentials: Starbucks



Courts	Occurrences	%
... > California - Federal Courts > U.S. - District Court - California C.D.	12	34.3%
... > California - Federal Courts > U.S. - District Court - N.D. California	9	25.7%
... > New York - Federal Courts > U.S. - District Court - New York S.D.	5	14.3%
... > California - State Courts > California - Court of Appeals	4	11.4%
... > Florida - Federal Courts > U.S. - District Court - Florida S.D.	2	5.7%
... > California - State Courts > California - Superior Court - San Bernardino County	1	2.9%
... > California - Federal Courts > U.S. - District Court - California E.D.	1	2.9%
... > California - Federal Courts > U.S. - District Court - California S.D.	1	2.9%



**Company:** STARBUCKS CORP  
**Date Range:** 01/2008 to 09/2011 [edit](#)  
**Litigation Refinements** [remove all](#)  
 - Practice Area: [remove all](#)  
   Employment/Labor [remove](#)  
 - Law Firm Representation: [remove all](#)  
   AKIN GUMP STRAUSS HAUER & FELD LLP [remove](#)  
   PERKINS COIE [remove](#)  
   LITTLER MENDELSON, P.C. [remove](#)  
 - Court: [remove all](#)  
   U.S. District Courts > California - Federal Courts [remove](#)  
   State Courts > California - State Courts [remove](#)  
   U.S. District Courts > New York - Federal Courts [remove](#)  
   U.S. District Courts > Florida - Federal Courts [remove](#)

1. What type of legal work do they have?
2. Which firms are handling the work?
3. From how many & which offices are they handling the work?
4. Where is the work taking place?

Evolving from Client Intelligence to:

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**COMPETITIVE INTELLIGENCE**

## Enhancing Monitor Suite's Rock-Solid Foundation

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- Add-on modules first require a solid base
- Forward-thinking architecture
- Accuracy, efficiency, and ease of use are because of how the content is managed.
- Filtering (slicing & dicing) functionality is critical aspect of why Case Outcomes will be so leveragable.
- The design architecture of Monitor Suite features the use of dynamic, persistent URL's, which enable wider, more efficient distribution of content.

# A History of Innovation.....

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**2002:**  
Courtlink Strategic Profiles Launches

**2005:**  
Firm 360 launches with over 50 state dockets & multi-level filtering

**2005:**  
Firm 360 is the first to introduce Industry analysis

**2007:**  
Firm 360 becomes Monitor Suite

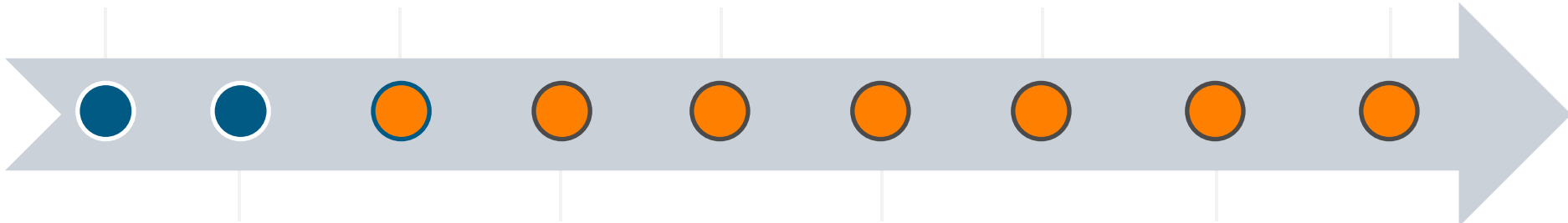
**2007:**  
Monitor Suite becomes the first to introduce IP Analysis

**2004:**  
5 Counties added to CL Profiles

**2005:**  
Firm 360 introduces Federal & State Litigation mapping to Key Number System

**2006:**  
Firm 360 is the first to introduce Deal Analysis

**2007:**  
Monitor Suite is the first to introduce multiple entity filtering & custom grouping functionality.



# A History of Innovation **Continues.....**

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**2009:**  
Monitor Suite introduces dynamic, password embedded linking technology

**2009:**  
Monitor Suite introduces drag & drop / snippets / annotated output

**2010:**  
Monitor Suite launches custom list generation application called Opportunity Finder

**2010:**  
Monitor Suite introduces International IP Intelligence

**2009:**  
Monitor Suite introduces the ability to create dynamic, enhanced portal links

**2009:**  
Monitor Suite introduces direct integration with ContactNet ERM

**2010:**  
Monitor Suite exceeds 650 State Dockets

**2011:**  
*Monitor Suite introduces the powerful Case Outcomes module*

## Part II: The Evolution of Law Firm Competitive Intelligence

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- All “CI” products are focused on which firms are representing the client.
- None of the products feature opposing counsel, how matters closed, or the metrics around how matters closed – until now.
- Introducing the most powerful innovation in legal CI & BD applications:  
The components of Case Outcomes:
  - Opposing Counsel
  - Case Status Filtering
  - Case Status Summary Metrics
  - Litigation Comparison Report Features
- Case Outcomes Data will be available for U.S. District Courts, and the following search types: Companies, Law Firms, and Judges.

# NEW! Opposing Counsel Section

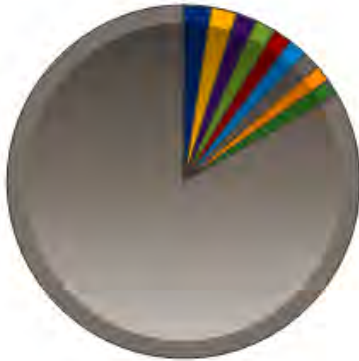
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- Which firms are typically opposed to your (prospective) client?
  - By Practice Area(s)
  - Judge(s)
  - Jurisdiction(s)
- Which law firms typically represent the client against various opposing counsel?
- What is your firm's experience against a client's opposing counsel?
- Search by Opposing Counsel to identify companies that are litigation opponents (practice development / BD planning)

# Opposing Counsel: Microsoft

## MICROSOFT CORP Opposing Counsel

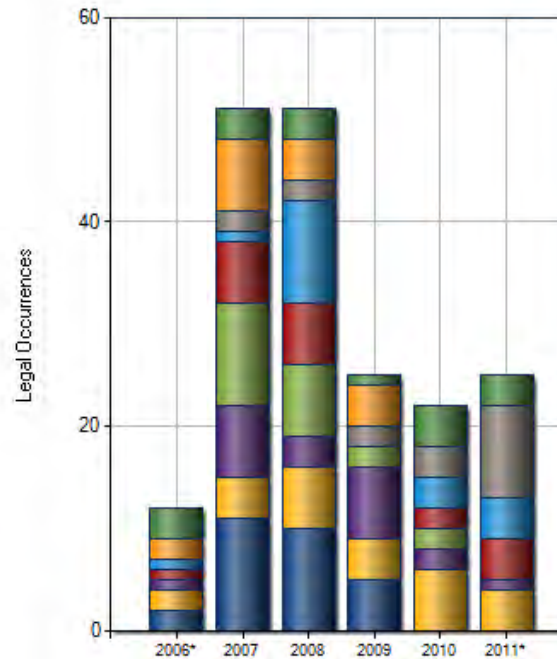
Opposing Counsel Distribution



<input type="checkbox"/>	Law Firm Opposing Counsel	Profile CII	Occurrences	%
<input type="checkbox"/>	WARD & SMITH LAW FIRM		28	2.5%
<input type="checkbox"/>	CAPSHAW DERIEUX, LLP		26	2.3%
<input type="checkbox"/>	KELLER ROHRBACK		21	1.9%
<input type="checkbox"/>	MCKOOL SMITH, A PROFESSIONAL CORPORATION		21	1.9%
<input type="checkbox"/>	KIRKLAND & ELLIS LLP		19	1.7%
<input type="checkbox"/>	SUMMIT LAW GROUP		19	1.7%
<input type="checkbox"/>	ROBBINS GELLER RUDMAN & DOWD LLP		18	1.6%
<input type="checkbox"/>	IRELAND CARROLL & KELLEY, P.C.		17	1.5%
<input type="checkbox"/>	SUSMAN GODFREY LLP		17	1.5%
<input type="checkbox"/>	<b>Other Law Firms (Full List)</b>		923	83.2%

Opposing Counsel Trend

Click on a chart and drag mouse to zoom in on a chart area.



\*Data for partial year only

1. Which firms are consistently engaged against your client?
2. What is the firm's experience against that firm?

# NEW! Case Status Filtering

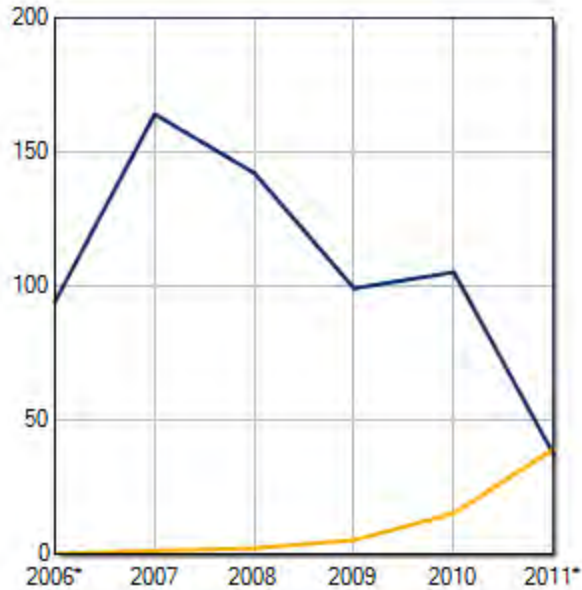
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- Filter to open or closed cases
- For closed cases, users can further filter to specific resolutions
- Very powerful when used in conjunction with other filters
  - Does the client dispose of matters differently by practice area?
  - Does the client tend to go to trial vs. certain opposing counsel?
  - In certain jurisdictions, is the client more likely to resolve matters by settlement as compared to other jurisdictions?

# Case Status Filtering: Microsoft

## MICROSOFT CORP Case Status

Click on a chart and drag mouse to zoom in on a chart area.



\*Data for partial year only

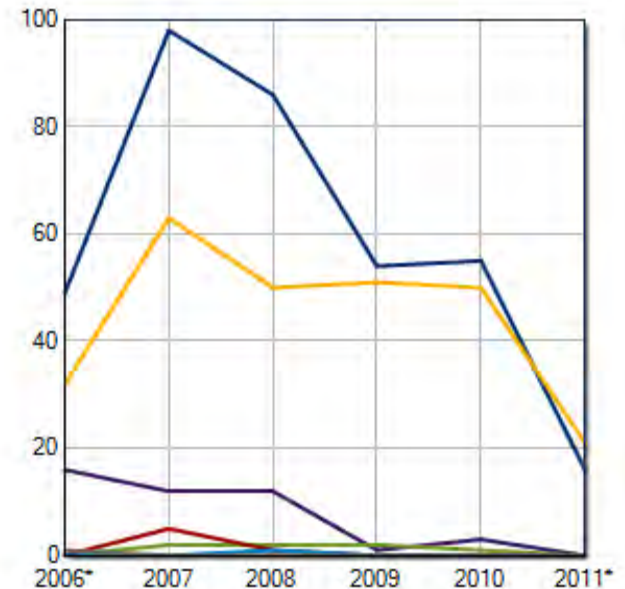
Case Status	Occurrences	%
<input checked="" type="checkbox"/> Closed	641	91.2%
<input checked="" type="checkbox"/> Open	62	8.8%

**FILTER REPORT**

Include Selected - Display Next Level

## MICROSOFT CORP Case Status

Click on a chart and drag mouse to zoom in on a chart area.



Case Status	Occurrences	%
<input checked="" type="checkbox"/> Closed > Closed - Settled or Voluntary Dismissal	358	52.3%
<input checked="" type="checkbox"/> Closed > Closed - Other	267	39.0%
<input checked="" type="checkbox"/> Closed > Closed - Default Judgment	44	6.4%
<input checked="" type="checkbox"/> Closed > Closed - Motion to Dismiss for Defendant	7	1.0%
<input checked="" type="checkbox"/> Closed > Closed - Summary Judgment for Defendant	6	0.9%
<input checked="" type="checkbox"/> Closed > Closed - Motion to Dismiss for Plaintiff	1	0.1%
<input checked="" type="checkbox"/> Closed > Closed - Verdict for Plaintiff	1	0.1%

## NEW! Case Summary Metrics

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- Can be used for a single entity (Company, Law Firm, Judge), or in a side-by-side comparison featuring one or more law firms or companies.
- Powerful when used in junction with opposing counsel filters and/or side-by-side comparisons with other firms
- Average Number of Parties involved in matters
- Motion Analysis
  - How often does a client settle after motion for summary judgment is denied?
  - If they do settle, how long (on average) after the motion is denied, is a settlement reached? (Use this with practice area, court, law firm representation, and opposing counsel filters for powerful insights into historical litigation trends)
- Median Time To Close a Case
  - Use in “Litigation Comparison Report” to highlight competitive efficiency against other firms.

# Case Summary Metrics: Microsoft

Average # of parties involved in matters

Motion... Cause & Effect Analysis

Median time to resolve matters

**Company:**  
MICROSOFT CORP  
**Date Range:** Last five years (09/2006 to 09/2011) [edit](#)  
Litigation Refinements [remove all](#)  
- Case Status: [remove all](#)  
Closed [remove](#)

## MICROSOFT CORP Case Status Summary

<b>Average number of parties</b>	<b>3.15</b>
Percentage time different parties shared the same attorney/firm	10%
Percentage time party used multiple attorneys/firms	40%
<b>Motion Analysis</b>	
Percentage time filed Motion for Summary Judgment	7%
Percentage time filed Motion to Dismiss	10%
Percent times settled after Summary Judgment motion denied	57%
Percent times settled after Motion to Dismiss is denied	89%
Median time from filing summary judgment to resolution of motion	88 days
Median time from filing Motion to Dismiss to resolution of motion	49 days
<b>Median time to close a case</b>	
Median time to resolve a case by Summary Judgment	452 days
Median time to resolve a case by Motion to Dismiss	205 days
Median time to resolve a case by Settlement	229.5 days
Median time to resolve a case by Trial	434 days

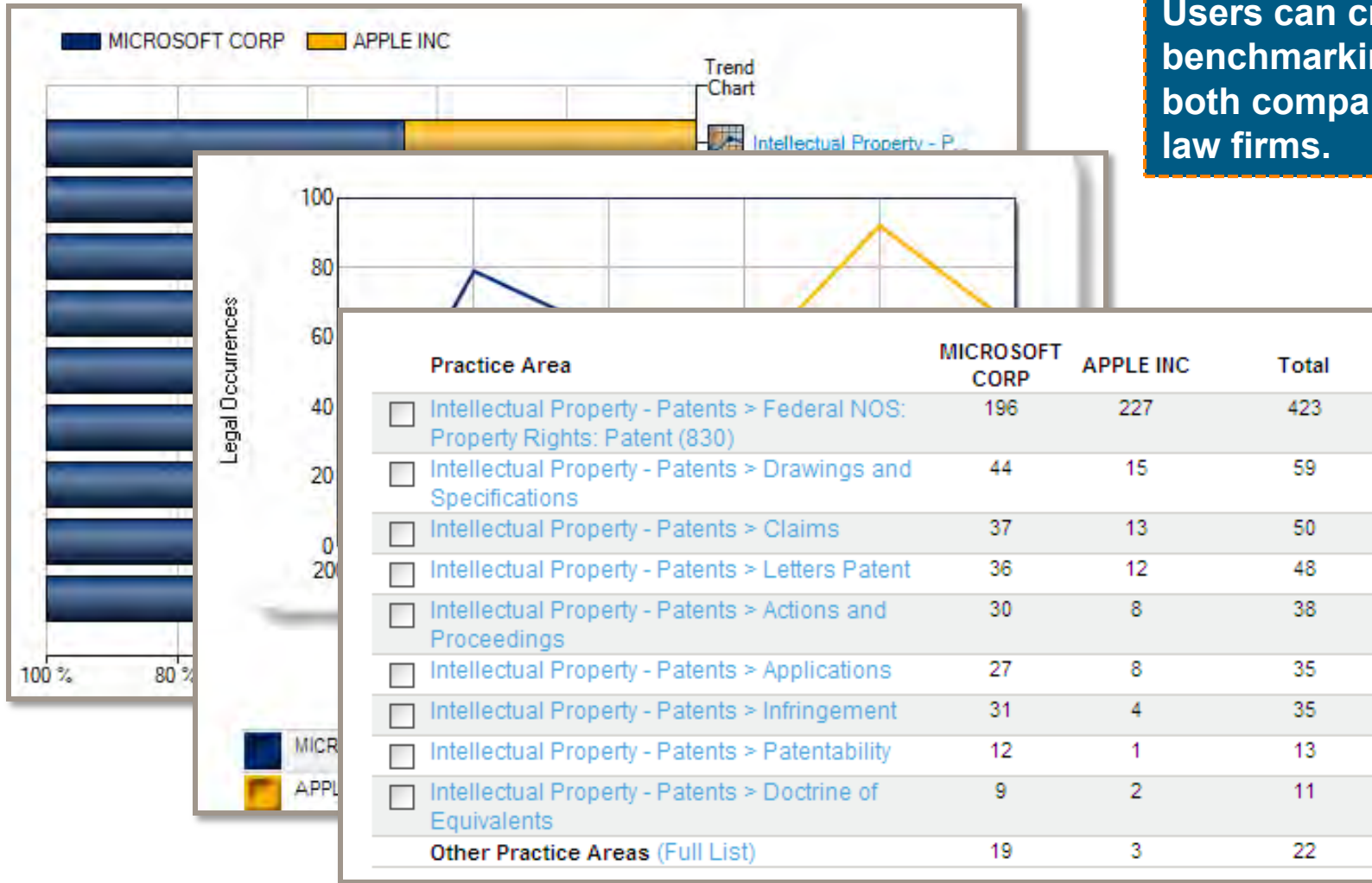
# NEW! Litigation Comparison Reports

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- Powerful new benchmarking feature
- Create side-by-side or head-to-head reports for both law firms and companies.
- Users can also create “grouped” comparison reports – 2 or more law firms or companies against 2 or more similar entities.
  - For example, compare your firm against 5 competing firms in securities litigation in the S. D. of NY
  - Another example could feature two merging companies compared to their 7,8,9 closest competitors (i.e. Southwest Airlines / Air Tran vs. Delta, United, American, Jet Blue and other passenger air carriers)
- Tabular views provide comparative numerical values, while also providing both bar charts and line graphs

# Litigation Comparison Reports: Microsoft (Side-by-Side Benchmarking)

Users can create benchmarking for both companies and law firms.



Understanding litigation metrics of clients, competitors, and the market

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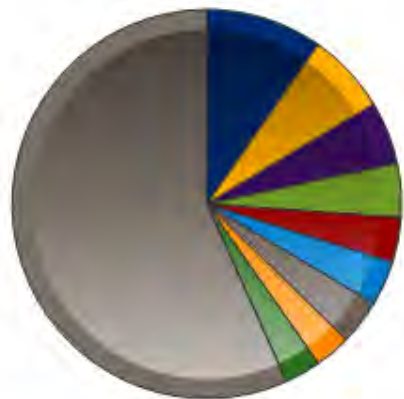
## **ENHANCED CLIENT INTELLIGENCE**

# Scenario: Enhanced Client Intelligence

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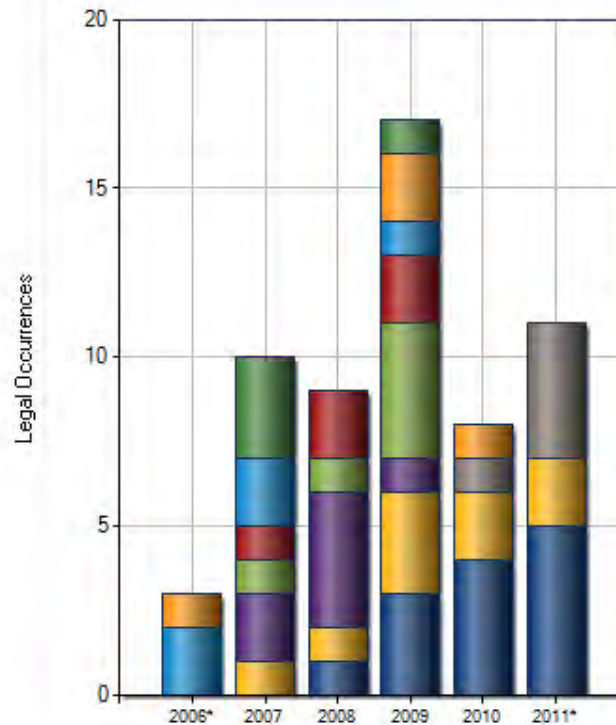
- **Prospect:** Devon Energy Corporation
- **Scenario:** Our Attorney is flying to Houston to meet their DGC and GC in Devon's Houston offices.
- **Purpose:**  
Just an initial meeting, but we want to have as much background as possible
- **Methods:**  
Prepare information from Monitor Suite, understand the depth of our relationships via ContactNet, and pull any relevant experience relative to intelligence uncovered via Monitor Suite.

# Scenario: Enhanced Client Intelligence



Law Firm Representation	Profile CN	Occurrences	%
<input type="checkbox"/> THE FILLMORE LAW FIRM, L.L.P.	☺	13	9.7%
<input type="checkbox"/> DEVON ENERGY CORPORATION	☺ ☺	9	6.7%
<input type="checkbox"/> ONEBANE LAW FIRM	☺ ☺	7	5.2%
<input type="checkbox"/> CURNUTT & HAFER, L.L.P., ATTORNEYS AT LAW	☺	6	4.5%
<input type="checkbox"/> JAMIE M. BANKSTON		5	3.7%
<input type="checkbox"/> LAGARDE LAW FIRM	☺	5	3.7%
<input type="checkbox"/> WINSTEAD PC	☺ ☺	5	3.7%
<input type="checkbox"/> CANTEY & HANGER, L.L.P.	☺ ☺	4	3.0%
<input type="checkbox"/> CHOPIN WAGAR RICHARD & KUTCHER LLP	☺	4	3.0%
<input type="checkbox"/> Other Law Firms (Full List)		76	56.7%

Click on a chart and drag mouse to zoom in on a chart area.



\*Data for partial year only

# Scenario: Enhanced Client Intelligence

Practice Area Distribution

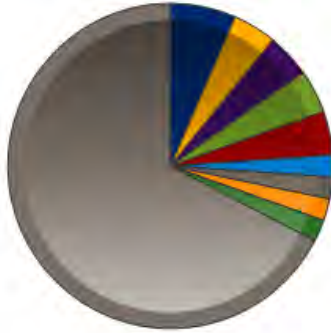
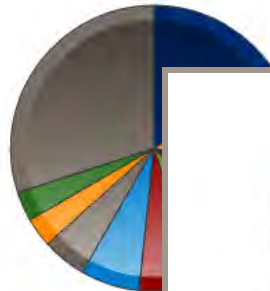
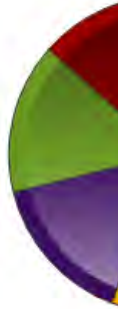
Practice Area Trend

Courts Distribution

Courts Trend

Click on a chart and drag mouse to zoom in on a chart area.

12



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- Env

**FILTER R**

**Courts**

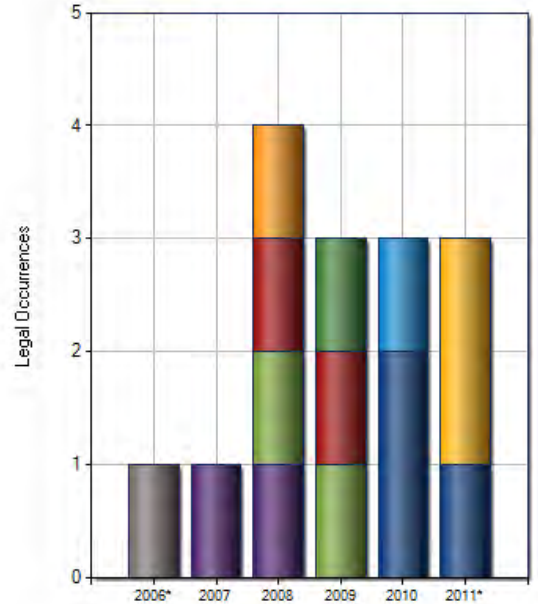
- > Louisiana - Courts > U.S. - Louisiana W.D.
- > Texas - Fed U.S. - District Co N.D.
- > Texas - Fed U.S. - District Co E.D.
- > Texas - Fed U.S. - District Co S.D.
- > Louisiana - Courts > U.S. - Louisiana E.D.

**Law Firm Representation**

- THE FILLMORE LAW FIRM, L.L.P.
- DEVON ENERGY CORPORATION
- CURNUTT & HAFFER, L.L.P., ATTORNEYS AT LAW
- ONEBANE LAW FIRM
- JAMIE M. BANKSTON
- WINSTEAD PC
- THOMPSON & KNIGHT LLP
- CHOPIN WAGAR RICHARD & KUTCHER LLP
- JESSE R. PIERCE & ASSOCIATES, P.C.
- Other Law Firms (Full List)

**Law Firm Opposing Counsel**

	Profile	CN	Occurrences	%
<input type="checkbox"/>	TURLEY LAW FIRM		3	6.5%
<input type="checkbox"/>	ALLEN STEWART, P.C.		2	4.3%
<input type="checkbox"/>	CARDENAS & FRY		2	4.3%
<input type="checkbox"/>	HASTINGS LAW FIRM P.C.		2	4.3%
<input type="checkbox"/>	HUNTER & BLAZIER, A PROFESSIONAL LAW CORPORATION		2	4.3%
<input type="checkbox"/>	BOHRER LAW FIRM, A LIMITED LIABILITY COMPANY		1	2.2%
<input type="checkbox"/>	BORDELON & SHEA, LLP		1	2.2%
<input type="checkbox"/>	BRACKETT & ELLIS, P.C.		1	2.2%
<input type="checkbox"/>	BRUNER, JAMIESON & PAPPAS, L.L.P.		1	2.2%
<input type="checkbox"/>	Other Law Firms (Full List)		31	67.4%



\*Data for partial year only

# Scenario: Enhanced Client Intelligence

## Case Status Summary Table

Average number of parties	2.43
Percentage time different parties shared the same attorney/firm	8%
Percentage time party used multiple attorneys/firms	29%
<b>Motion Analysis</b>	
Percentage time filed Motion for Summary Judgment	22%
Percentage time filed Motion to Dismiss	13%
Percent times settled after Summary Judgment motion denied	100%
Percent times settled after Motion to Dismiss is denied	0%
Median time from filing summary judgment to resolution of motion	32 days
Median time from filing Motion to Dismiss to resolution of motion	4 days
<b>Median time to close a case</b>	
Median time to resolve a case by Summary Judgment	251 days
Median time to resolve a case by Motion to Dismiss	0 days
Median time to resolve a case by Settlement	125 days
Median time to resolve a case by Trial	0 days

### Company:

DEVON ENERGY CORP

**Date Range:** Last five years (09/2006 to 09/2011) [edit](#)

Litigation Refinements [remove all](#)

- Practice Area: [remove all](#)

Commercial Law and Contracts [remove](#)

Torts/Negligence [remove](#)

Maritime Law [remove](#)

Environmental [remove](#)

- Case Status: [remove all](#)

Closed [remove](#)

- Court: [remove all](#)

U.S. District Courts > Louisiana - Federal Courts > U.S. - District Court - Louisiana W.D. [remove](#)

U.S. District Courts > Texas - Federal Courts > U.S. - District Court - Texas N.D. [remove](#)

U.S. District Courts > Texas - Federal Courts > U.S. - District Court - Texas E.D. [remove](#)

U.S. District Courts > Texas - Federal Courts > U.S. - District Court - Texas S.D. [remove](#)

U.S. District Courts > Louisiana - Federal Courts > U.S. - District Court - Louisiana E.D. [remove](#)

Understanding litigation metrics of clients, competitors, and the market

**COMPETITIVE EXPERIENCE**

# Scenario: Competitive Experience

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- **Prospect:** A Global Pharmaceutical Corporation
- **Practice Area:** Patent Litigation
- **Objective:**  
Showcase our firm's experience & success **against the corporation's leading opposing counsel** as compared to the client's leading existing outside counsel.
- **Methods:**  
Create law firm comparison report of our firm & the client's current outside counsel; filter report to the primary firms that are typically opposing client in Patent Litigation matters.

# Scenario: Competitive Experience

Law Firm Group One:  
Our firm

Law Firm Group 2:  
The firms currently representing the client

Opposing Counsel:  
The firms that most often oppose the Client.

Filtered to only matters that have already closed  
(settled, summary judgment, verdicts, etc.)

**Law Firm Group One:**  
[Redacted]

**Law Firm Group Two:**  
[Redacted]

**Date Range:** Last five years (09/2006 to 09/2011) [edit](#)

[Litigation Refinements](#) [remove all](#)

- [Opposing Counsel:](#) [remove all](#)
  - MORRIS, NICHOLS, ARSHT & TUNNELL LLP [remove](#)
  - RICHARDS, LAYTON & FINGER, P.A. [remove](#)
  - MCCARTER & ENGLISH, LLP [remove](#)
  - FINNEGAN, HENDERSON, FARABOW, GARRETT & DUNNER, LLP [remove](#)
  - PAUL, HASTINGS, JANOFSKY & WALKER LLP [remove](#)
  - GIBBONS P.C. [remove](#)
  - FITZPATRICK, CELLA, HARPER & SCINTO [remove](#)
- [Practice Area:](#) [remove all](#)
  - Intellectual Property - Patents [remove](#)
- [Case Status:](#) [remove all](#)
  - Closed [remove](#)

Date Range of analysis

Practice Area(s) included in analysis

# Scenario: Competitive Experience





Understanding litigation metrics of clients, competitors, and the market

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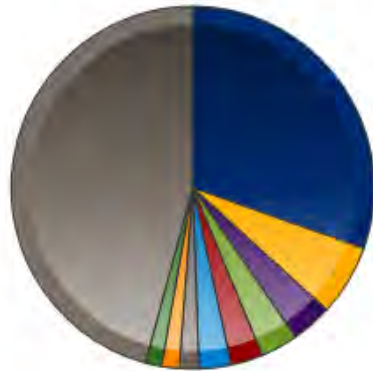
## Scenario: FedEx

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- **Scenario:**  
We have the opportunity to join FedEx's outside counsel preferred provider panel for Labor & Employment Litigation
- **Points of Consideration (of many):**  
Understanding competitive landscape
- **Goal:**  
Create differentiation around Competitive Efficiency & Effectiveness

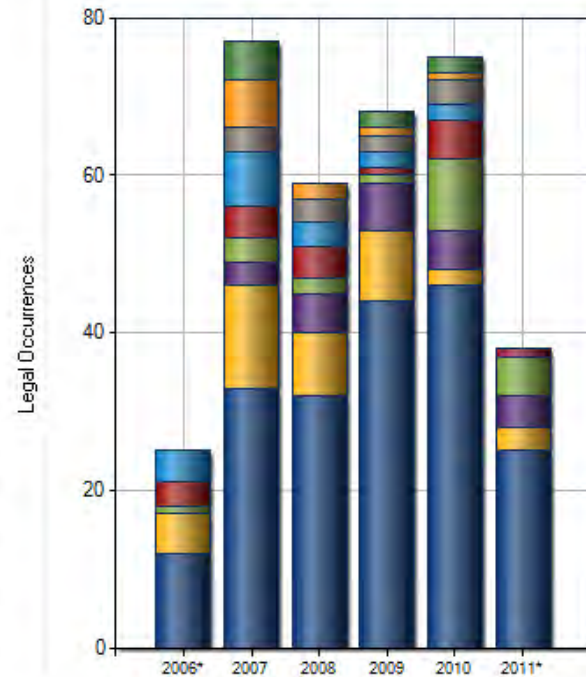
*Sixty-three percent of Chief Legal Officers (CLOs) surveyed in September and October 2010 indicated that they had increased their internal budgets from 2009 to 2010. Forty-one percent plan to hire new in-house lawyers in the next twelve months and 32% will increase the number of paralegals on staff. In the same time period, 29% plan to decrease their use of outside counsel. (AW CLO Survey, 2010)*

# Scenario: FedEx



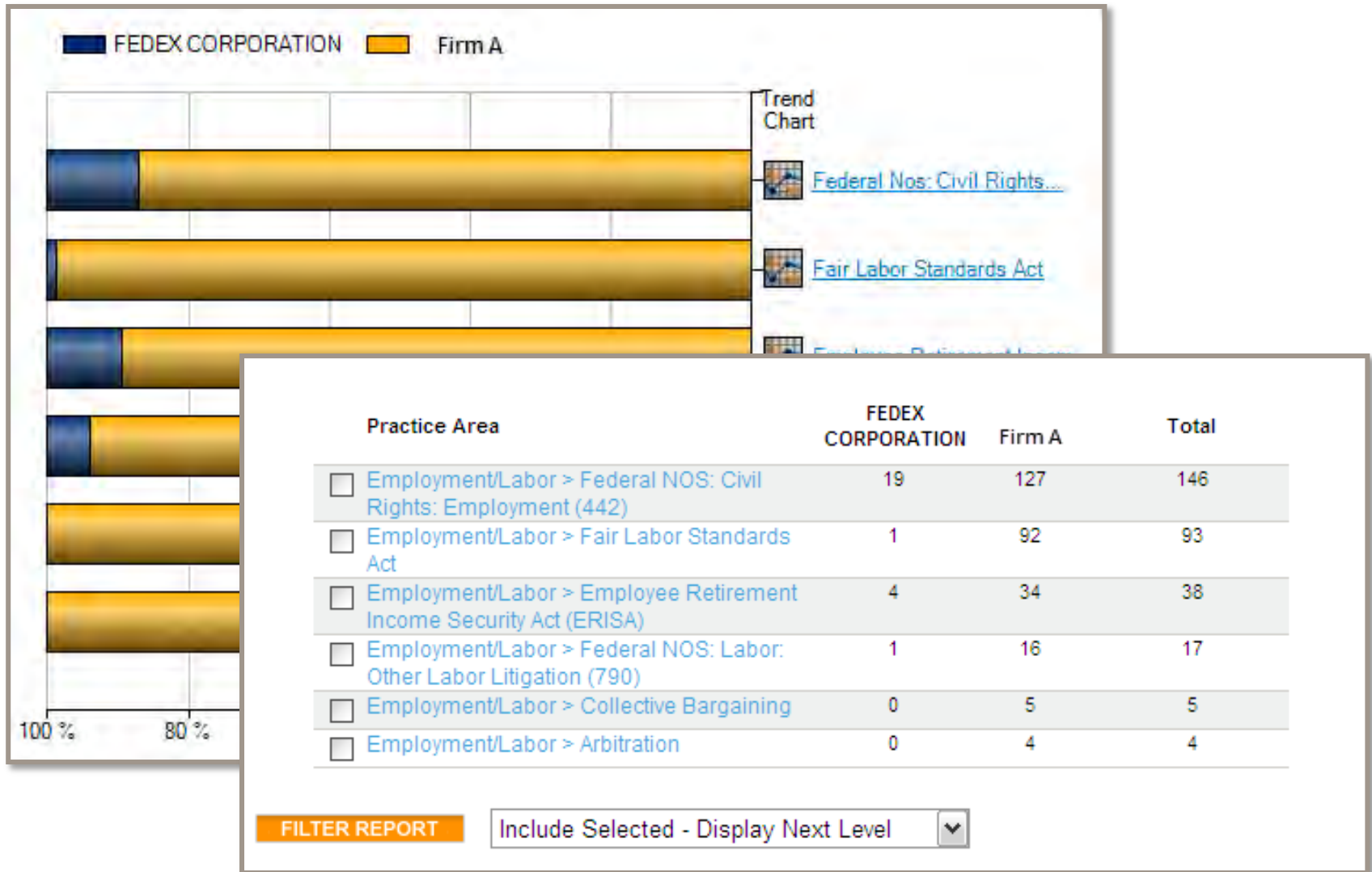
Law Firm Representation	Profile CN	Occurrences	%
<input type="checkbox"/> FEDEX CORPORATION		192	30.4%
<input type="checkbox"/> MORGAN, LEWIS & BOCKIUS LLP		40	6.3%
<input type="checkbox"/> LITTLER MENDELSON, P.C.		23	3.6%
<input type="checkbox"/> OGLETREE, DEAKINS, NASH, SMOAK & STEWART, P.C.		21	3.3%
<input type="checkbox"/> FISHER & PHILLIPS LLP		18	2.9%
<input type="checkbox"/> O'MELVENY & MYERS LLP		18	2.9%
<input type="checkbox"/> TITUS, HILLIS REYNOLDS, LOVE DICKMAN AND MCCALMON PC		11	1.7%
<input type="checkbox"/> SPOTSWOOD SANSOM & SANBURY LLC		10	1.6%
<input type="checkbox"/> CLARK HILL PLC		9	1.4%
<input type="checkbox"/> Other Law Firms (Full List)		289	45.8%

Click on a chart and drag mouse to zoom in on a chart area.



\*Data for partial year only

# Scenario: FedEx



# Scenario: FedEx

FEDEX CORPORATION Firm A

Trend  
Chart

## Case Status Summary Table

	FEDEX CORPORATION	Firm A
<b>Average number of parties</b>	<b>1.27</b>	<b>1.31</b>
Percentage time different parties shared the same attorney/firm	38%	38%
Percentage time party used multiple attorneys/firms	0%	14%
<b>Motion Analysis</b>		
Percentage time filed Motion for Summary Judgment	51%	16%
Percentage time filed Motion to Dismiss	17%	21%
Percent times settled after Summary Judgment motion denied	0%	3%
Percent times settled after Motion to Dismiss is denied	0%	6%
Median time from filing summary judgment to resolution of motion	173 days	112 days
Median time from filing Motion to Dismiss to resolution of motion	33 days	27 days
<b>Median time to close a case</b>		
<b>Median time to close a case</b>	<b>208 days</b>	<b>164.5 days</b>
Median time to resolve a case by Summary Judgment	395 days	396.5 days
Median time to resolve a case by Motion to Dismiss	0 days	164.5 days
Median time to resolve a case by Settlement	213.5 days	199 days
Median time to resolve a case by Trial	0 days	0 days

<input type="checkbox"/> Closed > Closed - Default Judgment	0	2	2
<input type="checkbox"/> Closed > Closed - Motion to Dismiss for Plaintiff	0	2	2

# QUESTIONS:

## Patrick Fuller

Managing Account Director

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## **NEXT WEBINAR:**

# **Automate and Differentiate: How to Create and Launch Experience and Proposal Automation Systems**

Thursday, October 13, 2011  
12:00PM (CST)