![Lex Machina logo]

3 Ways to Win More Cases in Los Angeles County

In this recording, Carla Rydholm, Todd Regenold and Martin Korn discuss Lex Machina's latest expansion into Los Angeles County State Court, and what this means for you.

Lex Machina gathers legal data from LA County Court about cases and the underlying documents, and then uses a unique technology to turn this data into valuable insights. This county court has the largest caseload in the U.S. and now practitioners can find out how to use insights from these cases to their advantage. Taking a big data approach to the business and practice of law, practitioners will find out how to harness legal analytics for case strategy in this important court.

The specific functionalities that were covered in this webcast:

- Searching by judge, law firm, attorney name, or party
- Timing analytics, trial resolutions, trial damages, and trial rulings
- Keyword searching within docket entry text and documents
- Filtering by court or viewing analytics throughout all state court modules
- Court-specific filters

Speakers:

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Todd Regenold ([00:00](#)):

All right, well good morning everyone, thank you all so much for joining us for today's Lex Machina webcast. Today's webcast, Three Ways to Win More Cases in Los Angeles County. My name is Todd Regenold and I lead sales and customer success at Lex Machina. We've got an absolutely fantastic turnout for our webcast today, so thank you all so much for joining us. I'm going to introduce our presenters in just a minute, but first let me tee things up just a little bit.

Todd Regenold ([00:30](#)):

Lex Machina has been around since 2010 and our mission is to bring legal analytics to all areas of the law. We now cover the vast majority of federal court litigation, and we will have complete coverage for the federal courts by the end of this year. We entered the county court arena at the end of 2019 with legal analytics coverage for Los Angeles County and Harris County. Harris County covers Houston, Texas. So we're starting with these very large population centers, and this year we will be releasing Riverside County, San Bernardino County, Clark County covering Las Vegas, Nevada and many, many more counties, so a very, very exciting time.

Todd Regenold ([01:23](#)):

We continue on our mission to bring legal analytics to all areas of the law. Let's face it, these are challenging times, and now more than ever it's important to be leveraging data to win more cases. And here to show you how to do that in three ways are Carla Rydholm, our Director of Product Management, and very, very proud to have with us today Martin Korn from the firm Sheppard Mullin in Los Angeles where Martin is Director of Research and Knowledge Services.

Todd Regenold ([02:00](#)):

I'm going to go ahead now and turn it over to Carla and Martin who are going to get some cool dialogue going and show you Lex Machina for Los Angeles County. Take it away, Carla.

Carla Rydholm ([02:12](#)):

Thanks, Todd. Good morning everyone and good morning, Martin.

Martin Korn ([02:18](#)):

Good morning, thank you, thank you Todd.

Carla Rydholm ([02:22](#)):

So you're down in Los Angeles, right Martin?

Martin Korn ([02:26](#)):

That's correct, yes.

Carla Rydholm ([02:28](#)):

All right, well let's talk about Los Angeles County Superior Court. It's one of the largest trial court systems in the United States. And Martin, as an LA local, tell us a little bit about your experience working with this county court to access legal data in your career so far.

Martin Korn (02:49):

Sure. So I've been working in law firms in Los Angeles for over three decades and Los Angeles County Superior is, as you know, the busiest state trial court in the United States, possibly both state and federal busy. There are over 12 million people in Los Angeles and they've got a court system that's spread out throughout the county.

Martin Korn (03:17):

Over my career I've actually visited every single one of the different courts. And these days, much of the court information is available digitally, which makes things much easier than having to go to a counter and hope for a clerk to be able to help you. And the availability of all of the court information, all of the documents, the dockets, has made it much easier to actually make decisions and practice law in Los Angeles County now. And Lex Machina is taking that data and definitely making it much easier for us.

Carla Rydholm (03:54):

All right. I will start screen sharing now and we can take a look together at how Lex Machina has made use of the great availability of the electronic record for Los Angeles County Superior Court. And so we'll together explore how data and analytics are used in the practice of law in county courts like LA, and what is now [inaudible 00:04:24] Lex Machina products lie. And what we're going to do is Martin and I will explore the data together and I'll be navigating through a few examples. My examples are going to focus on the following three themes. The first is judge data, the second is opposing counsel and counsel data in general, and then the third is party data.

Carla Rydholm (04:49):

So getting started, we are looking at Los Angeles County Superior Court dataset. It is a big one, more than 640,000 cases filed from 2016 through present. So at this point what we'll do is proceed with our first example. So how you can use analytics in winning your cases and we're going to focus with a judge. We see over 554 judge names here who have presided on cases of the last four years. And we'll start with a search for a judge, Judge Fowler.

Carla Rydholm (05:28):

And so I'll ask everyone to follow along. My story is that Judge Fowler has been assigned to a case involving my corporate client, and it's a contract case. So I'm going to use Lex Machina to take a look at this judge's experience and litigation history, and part of the judge diligence search is that experience and maybe anticipate favorability for our clients for or maybe against. So what we see here is that this particular judge, and all this [inaudible 00:05:58] analytics has pretty consistent filing for cases that they've been on the last few years. There is a big volume of cases, and now we're looking at cases by case type. So we can see this judge has looked at 816 contracts cases, so a lot of experience in the type of case that our client has in front of this particular judge.

Carla Rydholm (06:21):

And then we can also take a look at timing. So here you can see time to trial for the 40 cases that reach trial, the median time was 555 days. And then for total cases that have terminated, the time to termination was 234 days. But with Lex Machina you can also take a look at, for this judge, the law firms that were on the case, and run a law firm source report. We'll do that right now. So the idea here is that you can see and can click through to any of the numbers that we're looking at to see for a particular law firm in front of this Judge Fowler.

Carla Rydholm (07:04):

And now we'll go back and look also at party data for the cases this judge has presided on, and then also looking at cases that reached the trial phase, what happens? On trial resolution, we see a number that jumps out to me. There's 20 bench trials that were a plaintiff win. Two were jury verdicts and then one defendant went on bench trial. You can also see the trial damages for this particular judge. Over $2 million awarded over these cases. And these cases are also just a click away, you can see the case list below the analytics there. So let me pause. Martin, what's jumping out at you? How does having data like this help with winning a case?

Martin Korn (07:57):

Well, when we're looking at all of these different factors, let's take a look at that timing. It's not so much that it's telling us how to win the case, but it helps us strategize. So we'll be looking at that when we're having the discussion with our clients. Early on in a case we'll be looking at information like this and telling the client, well, we've got a judge that takes longer or shorter to do trials. So we've got to create a strategy that helps shorten the time because of course nobody wants to be litigating something for an extended period of time. So we'll be looking at the trial timing. We'll also be looking at the experience.

Martin Korn (08:47):

So as you're looking at the different types of cases that Judge Fowler has been seeing in front of his court, we'll be looking at [inaudible 00:00:08:58]. So we would say, wow, it's a contract case, there were so many contract cases before this judge, this is a judge with experience here and we think that this judge is familiar enough with our case and our type of argument or our strategy that this is a way that we would strategize, prepare for all of that, and counsel the client accordingly. If it's an employment case, we would say, well, it's possible that this judge doesn't have very much experience, and so we would have to spend more time writing more detailed briefs and putting more concern or effort into educating the judge as opposed to arguing necessarily a particular position.

Carla Rydholm (09:48):

That makes sense. Well let's focus on contract cases. But continuing with our fact pattern where we have a contract case, and now we can look at that same information, the analytics for timing, law firm, party data. Again, we'll refresh what's going on there. And at this point we'll go back to trial resolution. So Martin, I've updated the data, so we're now at the 816 cases involving contracts in front of Judge Fowler. And we still see there are 12 plaintiff wins at bench trial, and then there was one defendant win on another judgment.

Carla Rydholm (10:31):

So what I'm going to do here is click through to take a look at these 12 bench trials. And what I'm going to ask for the data is, do these cases suggest bias? Do these cases suggest disciplinarity with contract dispute? Three, yes. This judge has ruled substantively bench decisions.

Carla Rydholm (10:51):

So we have a corporate client and a business to business dispute. I'm going to now review these cases for cases that are like mine to understand what this particular judge has done in the past to understand where my client's stands. So now we're looking at the underlying case page for one of the cases that Judge Fowler presented on that went to bench trial. And I'm going to just keep going here into the details. We're now going to look at one of the underlying documents that has information about how

the judge rules. You can see here there'll be the analysis, the summary. There's a fact pattern of the plaintiff is a manufacturer of shoes, the defendant is a retailer. And it can quickly get into the mechanics of where that data is going to add in onto the case summary page where it came from, but also how the judge ruled in this case.

Carla Rydholm ([11:53](#)):

Martin, I'll navigate maybe one more case just to make the point that while we started with the 640,000 cases in Los Angeles, we're now getting the details of what happened in particular cases. And here we can see there's a big [inaudible 00:12:13]. We may want to check if this is a business to businesses dispute that is similar in some manner to our client's position, to evaluate really how this takes measures of the bars and learn what we can about what happened in this case involving breach of contract, unjust enrichment, and how this particular judge came to the damages. At this point I'll click back out. And we're looking at the analytics for contract cases in front of this judge. So when in the case do you decide really whether to submit a [inaudible 00:12:56] challenge and this whole analysis in California around, is there a possible bias against me, against my client or conversely for the other side?

Martin Korn ([13:09](#)):

Well, that could happen generally pretty early on in the decision making. I'm just looking at the numbers that you've got on the screen right now. So you're looking at 12 plaintiff wins and one defendant win. And of course we would certainly want to take a look at the [inaudible 00:13:31] with our particular case. It may be that our case is almost identical to that one defendant win, and the plaintiff wins are a little different. But as far as the 170.6 challenge, that's a decision that's made between the lead attorney and the client and it depends on a lot of different factors. So you'll be looking at if the judge has a particularly favorable record with opposing counsel, and that would be something that would definitely factor into that. If the judge has a particularly negative record with our own firm or other similar firms or similar clients, different parties that are similar to mine. That's what we would be looking at.

Carla Rydholm ([14:25](#)):

I'm clicking away as you're chatting, Martin. So I ran the law firms report just to get a sense of for particular law firms in front of this judge. You could always click through to the underlying cases to understand that combination of this judge and opposing counsel of this judge and then an offer to get that summary. [inaudible 00:14:51] to there. And then why Martin astutely pointed out that looking at the party's report is also something that understanding what's happened before in cases that are like yours or if they are not, they're unlike yours in terms of the kinds of contracts cases this judge has ruled on. We're just aware where the similarity starts and ends, trying to understand where you stand in that particular courtroom.

Carla Rydholm ([15:22](#)):

So one thing I want to do, Martin, is I'll go over chart document search where for Los Angeles we had a document tag for the 170.6 challenge document. And you downloaded this document, and what I'm going to do now is a text search for the judge's name and just show that if you wanted to ... The document itself doesn't give you a lot of factual information about why the judge is challenged, but you could take a look at the law firms and the parties that had previously done a 170.6 challenge against Judge Fowler to get a sense, any clues you could there.

Carla Rydholm ([16:12](#)):

Okay, well Martin, I will move on to a second example. If you're ready, I'll do an opposing counsel example.

Martin Korn ([16:25](#)):

Yeah, absolutely. Let's take a look at opposing counsels.

Carla Rydholm ([16:31](#)):

All right. So we've switched gears and now we're in one of the tabs where you can search for a law firm or an attorney, and the searches are [inaudible 00:16:40] entire database. And what I'm going to do here is type in the name of an opposing counsel that filed a complaint that I just received a copy of from my client. So Ramin Ray Younessi has a ton of experience in state court. We were just searching over all of their cases. So I'll flip through to those 948 cases. That is a lot of experience in Los Angeles. So this particular attorney, if we look at the case size, they are mostly employment. And then most of them are general jurisdiction cases, five complex cases. And then this particular attorney has been in front of more than a hundred of the different Los Angeles judges.

Carla Rydholm ([17:28](#)):

So we will say that our client's case is an employment matter, so we'll limit to those 810 cases. And at this point, let's do the parties report just to get a sense of timing. There have only been a few cases to trial. And then the law firms, Ramin Younessi is the very top of the list for presenting plaintiff in a variety of firms. We could always run the law firms report. But what you're going to do here, Martin, is run the parties report to get a sense of who's been involved in litigation that this attorney has all kinds of experience in. And what's jumping out at you here in the data that we're looking at, Martin? How does having this information help you strategize, help with winning?

Martin Korn ([18:24](#)):

Well again, looking at the list there, you see that this particular attorney is aggressive against employment agencies it looks like, or large employment. Mostly employment agencies where you see staffing and personnel and services in the names of the defendants there. So this helps us, it helps any firm in looking at that and saying, well, our client doesn't really fit into one of those categories. Our client is in individual direct employer, so it looks like this particular proposing counsel may not have as much experience with our type of client.

Martin Korn ([19:09](#)):

So that certainly helps, again, come up with litigation strategies in dealing with that particular opposing counsel. Or if you see that any opposing counsel, this particular one or others, has a particular type of success in jury trials or bench trials, then you definitely want to strategize and see what's the best settlement procedure or option available. Or is this particular attorney not very good at defending against motions for summary judgment? So all of those certainly help to come up with the way that we can shorten the time for litigation, which is crucial for our clients, and win. And all of those different factors that you're showing, all that different data helps drive those decisions.

Carla Rydholm ([20:13](#)):

Yeah. And what Martin said, thoughtfully commenting on the use of data and just getting a sense for this attorney time determination a year and a few months. And then in terms of track records, there's a lot of information what's happened at trial. Of the 500 [inaudible 00:20:32] cases, really only one went

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to a resolution at trial. And that was a defendant win, a jury verdict, and I'll just click through to see that underlying case. So here we can see plaintiff, the party was represented by Ramin Ray Younessi [inaudible 00:20:50] funding council. And here it was a case that was a win for the defense.

Carla Rydholm ([20:59](#)):

So what I'd like to do is move on to our third example using data and really starting with a party of interest, party as the discerning point. So we'll go to [inaudible 00:21:15] now we're going to hit that tab one can search over parties. And what I'll do here is type in opposing party. Just received notification that we're opposed to David Greenstein. So there are 45 cases in Los Angeles. This is not a business that I'm familiar with. I don't know about you, Martin, but when I look at the cases, what I see is various prominent law firms and no law firm on the plaintiff's side and all kinds of brand name businesses targeted. And when I view the case list here, David Greenstein is in that posture as a plaintiff with all kinds of activity in Los Angeles, so some experience on litigation. Any thoughts, Martin, on what you've learned from this data about this particular party and what they've done before in the Los Angeles Superior Court?

Martin Korn ([22:27](#)):

Sure. When I see data like this, information like this, I'm going to assume that David Greenstein has decided either to ... He's most likely pro per, and it may be the case that this is somebody who's decided to either make a living through litigation or has decided to take it upon himself or herself, depending on who it is, in forcing businesses to adopt a particular social or business practice. And so this is the type of plaintiff that a lot of law firms deal with, and typically these aren't very long cases. I believe that they would tend to settle pretty quickly.

Martin Korn ([23:24](#)):

But it certainly gives us a heads up as to who we're dealing with and how to approach that. Because most of our litigators at my firm, and I'm sure many of the other big firms or even the smaller firms as well, they're all dealing with plaintiffs like this, and they have a strategy. Because the David Greensteins are not that rare. And it's an unfortunate cost of doing business in Los Angeles County and many other counties, but it's the data like this, in the past we really wouldn't know. There was no way to know other than, yeah, there's some cases by this guy. But now we can actually look at the individual cases, get into them, see what's happening, and especially look at that timing. That's crucial to these.

Carla Rydholm ([24:27](#)):

Right. And as you said, we don't know the whole backstory, but in terms of its name and the huge volume of cases that are in Los Angeles, having a sense of where you stand and just having data at your fingertips is really what's powerful and exciting about the use of legal technology and analytics day to day and in the practice of law. As a local, it was very cool, Martin had suggested doing something with one of the local businesses. And I understand that Galpin Motors, I looked it up on the internet, number one Ford dealership in the world, which is quite something down in LA. So what I was going to do now, Martin, is just show folks that our party group editor is an opportunity to aggregate business entities that to you are part of the party of interest.

Carla Rydholm ([25:30](#)):

And so this is the same analysis that we just saw in the previous search where I had a party of interest, and now I'll look at the cases in Los Angeles for this particular party. And so here we can see for Galpin

Motors there were a lot of contracts cases. If you [inaudible 00:25:50] some employment, it's a major business. And so they've got a track record here of their own and there's also data here just about who's represented this party in the past and the kinds of cases they've seen. So it was a little LA flavor to wrap up.

Carla Rydholm ([26:14](#)):

Martin, thank you so much for following along as I navigate, get into some of the details, the analytics and underlying data. It was awesome hearing your thoughts as someone who thinks really deeply about how data could be used and just the opportunities that are out there. And what's going on with legal tech and analytics is ever evolving. So Todd, I think we've covered Lex Machina and what we're doing with Los Angeles County Superior Court as far as my demo goes.

Todd Regenold ([26:48](#)):

Well, you sure did. That was just absolutely tremendous, really fantastic. Those were three great examples. We're now going to segue over to the question and answer portion of our webcast. But first I want to point out a couple of things. That was a great dialogue, Carla, between you and Martin. It was very compelling in terms of the value of the data to help our users win more cases. You can see that we're putting these highly valuable insights at your fingertips, accessible into seconds relative to the countless hours it would take to manually try to uncover these types of insights if that were even possible at all. So we've got some terrific questions. I know we're getting near our time, but please stay with us if you can. The first one, and this is for Martin. Martin, what other uses of legal data does the firm make? So your firm, Sheppard Mullin. What other uses of legal data?

Martin Korn ([27:54](#)):

Sure, and this isn't specific to LA Superior Court, but we look at data for trends. We do trend analyses so that we can look at, what types of cases are being filed? What are the different causes of actions being used? How is language changing with litigation that's being filed? And then that way we can better advise our clients and the public in general on what to expect. So if there's a shift in something with State Prop 65, the California consumer protection with regards to chemicals, if there's a change in how those cases are being filed or the chemicals being highlighted in those cases are being filed, that, from data like this, helps us to anticipate what's coming next. And that's how we use data in addition to just particularly specific case strategy.

Todd Regenold ([29:04](#)):

Well, that's fantastic. And if we think about it, monitoring those trends and getting a real understanding of the trends is now more important than ever. Of course there's a great, great deal of speculation about what the current COVID-19 situation is going to mean in terms of the world of litigation. We can move that from speculation to real factual data. What is it doing in terms of employment cases, insurance cases, etc.? That was terrific. Thank you very much, Martin. And we have another question. This might be well suited for you, Carla. And this question comes from a current Lex Machina user, so they're a user for the federal district court solution. They use it to develop business, and our whole message is about winning more business and winning more cases. We've talked today a lot about winning cases and this question is, can we get similar value out of the state court data?

Carla Rydholm ([29:59](#)):

I think so. Really the value of knowing about the party that you would like to represent, so a possible client and where they stand right now, that is something you can use in court. And the Los Angeles data [inaudible 00:30:16], for example, Galpin Motors. If that was a client of yours and you caught wind that they have a new litigation, understanding their full track record before you go into that discussion about whether they will choose you as a firm is a smart play. Or really to understand the business development, what's going on. To Martin's trend point, if litigation to one of your client's peers is going on in Los Angeles and there's a similar plaintiff being ready and advising your client even proactively, that's one example. So following what's happening with your clients in state court, such as volume, what's happening in state court, having a consistent update on new cases and how open cases are resolving. Martin, did you have anything else to chime in just in terms of business development and using analytics?

Martin Korn ([31:26](#)):

Yeah, the one thing that I would add is I think that too often folks who use the data focus on the judge information and forget that the opposing counsel or other party information is valuable, too. And let's go back to Galpin Motors. So even if Galpin Motors uses the same law firm over and over again, that doesn't mean that another law firm could notice that, hey, a new case filed against Galpin Motors was filed by this particular plaintiff attorney. And we might want to go to Galpin Motors and say, "Yeah, we know that you're using your regular law firm most of the time, but hey, we noticed that we have a 100% success rate against that particular opposing counsel, and your regular counsel hasn't done so well against them in the past." So looking at that opposing counsel information is incredibly helpful for helping drive that business development initiative.

Todd Regenold ([32:33](#)):

Yeah, that's a really, really terrific point, Martin, as it relates to preparing that truly impactive pitch deck and to be able to go in with real data comparing your track record to the firm that they've typically used. That's wonderful, thank you. And I know we're just past our time, but there's a couple of quick questions I'm going to throw to you, Carla. These should be pretty quick and easy to answer. This individual has a question. They currently have a subscription to Lexus Nexus and they're realizing Lex Machina being part of the Lexus family. Their question is, can you link from Lexus Nexus to Lex Machina?

Carla Rydholm ([33:11](#)):

Okay, so right now Lex Machina is a standalone separate product in that one can have access to Lex Machina and not have a Lexus Nexus subscription. And I'm not sure about this particular person's subscription. If you are at a firm or company that is a subscriber to Lex Machina then there are links from Lexus. We're just starting to do some light integration from Lexus and so there are analytics from individual case pages where if you have a subscription those links will take you right through into Lex Machina. If you don't then it will take you to a static page that just [inaudible 00:33:58], if that link, for example, came from a law firm name that was linked for a particular case space. So I suppose the answer is it depends on your first access to Lex Machina at this point. Todd, is there a better answer? As our VP of sales, you might have a more eloquent way of explaining the complexity.

Todd Regenold ([34:26](#)):

Yeah, sure. That person did have a subscription to the Lexus Nexus research solution so they will be access to Lex Machina, so perfect. This has been fantastic. Great questions from the audience, fantastic presentation. What will happen, folks, is that you'll all get an email, all of our attendees, within about

the next 30 minutes or so, and that will give you an opportunity if you'd like more information on Lex Machina specific to LA County or our solution, specific to federal courts or any of the other county courts that we're offering. By all means, submit your inquiry and we'll be in touch immediately.

Todd Regenold ([35:04](#)):

Additionally, I'll just make a quick introduction to our sales director for the California market, that's Heather Krantz. And you can see her email address and phone number there. You're certainly welcome to reach out to Heather directly, but you will also be getting a followup email from Lex Machina and that will allow you to make inquiries as well.

Todd Regenold ([35:25](#)):

So again, thanks to our presenters. Martin, thank you so much for taking the time to join us today. Those were terrific insights. Carla, you did a great job walking us through the solution. And for our attendees, cannot thank you enough for taking the time out of your day. We bring tremendous value, we help you win more business and win more cases, and we'd love to continue the dialogue. Thank you all very much.

Martin Korn ([35:49](#)):

Thank you.

Carla Rydholm ([35:49](#)):

Thank you.