Get Skilled Up Quickly to Handle the Growing Volume of COVID-19 Related Litigation

Flexibility in resource allocation and talent deployment is more important to law firms now than ever. The data tells us that certain areas of the law like Employment, Insurance, and Commercial Contract litigation are beginning to see considerable increases in case volume due to COVID19 while transactional work and volume in other practice areas has declined.

Watch this 45 minute recorded webcast, where you'll learn how Lex Machina can help you quickly redeploy resources, expand skill sets, and add real value in these burgeoning practice areas so that you can better serve your clients.

Hear from Lex Machina's VP of Sales Todd Regenold, as he moderates a discussion with colleagues Joshua Harvey, Manager of the CSM team, Kelli Jones, Customer Success Manager, and Neil Magenheim, Sales Director.

- Learn how Legal Analytics can help your team get cross-trained quickly
- Gain data-driven insights on Employment, Insurance, Securities, and Commercial Contract litigation
- See how Motion Metrics and document tags can ease the pain of writing briefs in an unfamiliar practice area
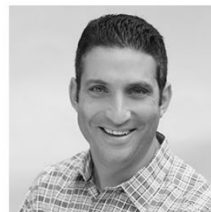
Speakers:

Todd Regenold
Vice President of Sales
Lex Machina

Joshua Harvey
Manager of the CSM Team
Lex Machina

Kelli Jones
Customer Success Manager
Lex Machina

Neil Magenheim
Sales Director
Lex Machina

Todd Regenold ([00:08](#)):

All right. Well, thank you all so much for joining us today. We have a tremendous turnout for today's webcast, and we've got a really, really valuable program put together for all of you. My name's Todd Regenold, and I lead sales and customer success here at Lex Machina. In just a minute, I'll introduce a few of my colleagues that'll be walking you through today's program.

Todd Regenold ([00:36](#)):

First off, just a couple of quick housekeeping items. In order to have a larger view of the screen, in the viewing area in the upper-right corner, simply click on the box and you'll be able to have a larger view. Secondly, we would love to be able to answer your questions at the conclusion of our program today, so whatever questions you have as we move through the program, please enter them in the Q&A. We'll do our very best to get them answered today, and, if we can't get to your question today, we'll certainly be reaching out to you. We'll interact further, and we'll do our very best to ensure that all of your questions are answered.

Todd Regenold ([01:26](#)):

We have an obstacle in the legal industry and really in a great many industries today, and that obstacle is a significant slowing of our economy. Now, we have choices. We can pull back and be fearful, or we can view the present situation as an opportunity and we can lean into it. Blessings and burdens are not mutually exclusive, and we can view the obstacle as advantage, not adversity.

Todd Regenold ([02:04](#)):

Here's what I mean by that. Litigation, as my colleague Joshua Harvey will show you in just a minute, is up considerably in certain practice areas, like employment, [term tracks 00:02:21], and insurance, and we expect that trend to continue. So while transactional work may have slowed, there are opportunities in litigation as a result of COVID-19.

Todd Regenold ([02:42](#)):

The purpose of our presentation and our program today is to demonstrate the value of Lex Machina, to show you exactly what's happening in terms of litigation volume, and to help you get skilled up quickly on how you can leverage Lex Machina to work effectively and efficiently in practice areas you may not be familiar with so that you can quickly bring real value to your firm and to your clients.

Todd Regenold ([03:20](#)):

Just a little bit about Lex Machina. You can see here some of our corporate customers. You can see it's everything from the auto industry with General Motors, software with SAP, social media with Facebook. It's some of the most recognizable brands in the world that are leveraging Lex Machina. Over on the right you see the names of some of our law firm customers. Over 75 of the AmLaw 100 are leveraging Lex Machina, and that ranges all the way from the AmLaw 100 down to one-and-two person boutique firms that are getting great value from Lex Machina, and that's what we want to talk about and show you today.

Todd Regenold ([04:17](#)):

What I'm going to do now is turn it over to my colleague, Joshua Harvey. Joshua is going to walk you through technology that we built out in order to show you exactly what COVID-19's effect is on litigation. Joshua Harvey, take it away please.

Joshua Harvey ([04:43](#)):

All right. Thank you so much for that introduction, Todd. Welcome to everyone in the audience.

Joshua Harvey ([04:48](#)):

I lead our customer success team here at Lex Machina. In the past few months, my team's really been in a unique position to help our customers be better equipped to handle changes in litigation trends using our litigation analytics.

Joshua Harvey ([05:02](#)):

As we all know, many things have really drastically changed since COVID-19 hit the US, and it's really impacted all aspects of American life. As businesses close down and even come to complete halt in some areas, new litigation has really been lurking in the background, waiting for the right time to emerge. Naturally, when things shut down, the courts shut down too. We had an almost complete stop to litigation activity for some period of time. And then things started to really open up, and new litigation started to appear again.

Joshua Harvey ([05:32](#)):

[inaudible 00:05:32] Lex Machina, we've been constantly fielding these questions about how COVID-19 has been impacting federal court litigation. In that vein, we created our new COVID-19 impact analyzer. It's available to everybody. The unique app allows you to see trends and changes in recent litigation. Let's go ahead and take a quick look here.

Joshua Harvey ([05:56](#)):

So at first glance, it looks like there's been a significant increase in litigation this year from the same time last year. I'd say that's a little misleading, because we see there's been some big product liability cases. If we filter out those product liability cases, we see the cases filed so far in 2020 are actually a little bit lower than the same time last year in terms of just total number of cases.

Joshua Harvey ([06:19](#)):

However, what's really interesting is that when we focus on cases that have been filed during the same week last year to this year and break those down by practice areas, we do see some shifts from year to year in the same period of time. For instance, we can see the cases are higher in contracts and insurance litigation this past week than they were the same week last year.

Joshua Harvey ([06:42](#)):

And what I think's most important in this conversation is we can see where the most litigation sits right now at this current time. What we see is there's a lot more cases being filed under consumer protection, contracts, employment, and insurance litigation than almost all of the other practice areas. And this makes sense when you really think about what's happening in the world. Many businesses have not been open, so there's been contract claims against them. They've been filing contract claims. Employees are being let go, leading to employment litigation. And a lot of those companies are filing business interruption claims with their insurance companies to cover those losses, so it's natural that we would see those big spikes in litigation in those particular practice areas.

Joshua Harvey ([07:25](#)):

We can also see that, since the second week of March, when we go down to the complaints, the COVID-related filings have been steadily increasing week over week, and then they did flatten out a little bit in June, those

summer months, but we expect the increase to continue and we're going to continue to see a lot more litigation in these areas.

Joshua Harvey (07:45):

So we just released this app about a week and a half ago. It's still evolving. We'll be adding even more new features in the near future, and we're very excited about it.

Joshua Harvey (07:56):

So with these shifts in litigation, there's going to be a lot of opportunities for law firms and lawyers to really build new practice areas and skills. My colleagues, Neil Magenheim and Kelli Jones, are going to show you how you can steal up and grow these practices using our litigation analytics. They're going to do a quick roleplaying exercise. In the scenario, Neil's an associate at a law firm who works in the corporate transactions group, but because some transaction areas have really drastically slow down and certain litigation areas are on the rise, Neil has been asked to pitch it and shift his focus at the firm from transactional to practice litigation during this time. So welcome, Kelli and Neil. Take it away.

Kelli Jones (08:41):

Thanks, Joshua. Neil, thanks for meeting with me today. I'm the customer success manager from Lex Machina who works with your firm, and I know you're an associate who's been asked to help out with litigation. Tell me what's going on.

Neil Magenheim (08:53):

Kelli, thank you so much for your time. I am so excited and looking forward to our interaction. I've heard so many wonderful things regarding Lex Machina from my colleagues here at my firm, and I'm looking forward to digging in and seeing how you might be able to [inaudible 00:09:08] me out here.

Neil Magenheim (09:10):

So I'm an associate in our firm's corporate transactional group, and due to COVID there's a little less work in my area and more work in the litigation departments. So I've been asked to work on some various matters, and I've been given three projects in particular. I'm a little embarrassed to admit, but I'm not exactly sure where to start. I'm not even sure if Lex Machina can help me.

Kelli Jones (09:36):

Well, I am here to reduce your anxiety about your transition to litigation. I'll let you know right off the bat that Lex Machina is widely used to class all types of litigation, so it can definitely help you.

Kelli Jones (09:47):

Now, tell me: what is your first assignment?

Neil Magenheim (09:51):

Oh great. Thanks, Kelli.

Neil Magenheim (09:52):

My first assignment, it's a relatively new COVID case that was filed in March in the southern district of Texas. It happens to be an insurance matter. Our client is an insurance company that has been sued by a large clothing retailer with stores in cities where nonessential businesses were shut down.

Neil Magenheim ([10:10](#)):

The retailer filed the claim for financial losses under their business interruption insurance policy. My client denied the claim based on force majeure clause in the policy.

Neil Magenheim ([10:21](#)):

I've been asked to find out everything I can about the judge to help the partner prepare an initial case evaluation for our client. The judge's name is Gray Miller. What can Lex Machina teach me about Judge Miller?

Kelli Jones ([10:37](#)):

I'm glad you brought up that as your first assignment, because profiling judges is one of the most popular use cases on Lex Machina, and it's really easy to do.

Kelli Jones ([10:46](#)):

So here at Lex Machina, whenever I sign in, I start up here in the black header at the top and just choose one of these tabs. For your assignment I'll choose the court and judges tab and then simply type in the name of your judge in the search box.

Kelli Jones ([11:02](#)):

Once I do that, I pull up a lot of information about this particular judge, and what's nice about Lex Machina is the pages are laid out the same throughout the system, regardless of what type of entity you're profiling. So here you have in the center the charts and the graphs are the analytics. Beneath any [inaudible 00:11:22] of analytics we have your case list with links to the dockets and the documents that are generating the analytics. And then over here on the left-hand side, this black panel is where you apply your filters to customize the data, and it's really important to apply filters so that you can create a set of analytics that's directly relevant to your particular situation.

Kelli Jones ([11:42](#)):

Now, based on what you've told me, I'm going to apply a filter for insurance cases, and I'm also going to go down once step deeper. With our case tag, we slice and dice the different practice areas into subtopics. So I'll go ahead and also apply a filter for business liability insurance policy. And then once I update the analytics, you simply move through these links at the top of the page to get additional information.

Kelli Jones ([12:12](#)):

So, right off the bat, on the summary page here, I can see that this judge has a fair amount of experience in insurance business liability policy cases. When I click on the timing tab, the next thing I can see here: a list of key litigation milestones and then a visualization of the data in terms of how long it takes to reach those different milestones. For example, I can see to terminate a case, it takes a median of 268 days. This blue box over here on the right-hand side shows the full range of data, and then the white line down the center shows you the median to reach that particular litigation point.

Neil Magenheim ([12:51](#)):

Huh, this is very interesting, Kelli. Timing estimates are really important for our clients as we think about our corporate transactions. How are these timing analytics used by litigators?

Kelli Jones ([13:06](#)):

Well, they're used to set clients' expectations on how long a case may take and, based on that, how much the case may cost. And then clients, in turn, use that information to prepare their litigation budgets.

Neil Magenheim (13:20):

Interesting. So it would take a lot of time for me to review all these cases and make these calculations myself. It could take hours or even days, and it might even be impossible to really be able to put it together so quickly and effectively.

Kelli Jones (13:36):

That's for sure.

Kelli Jones (13:37):

And here's another page of information up here that actually will save you even more time. When I come up here and click on case resolutions, what you see here, this circle in the center has colors that correspond to the columns on the left and the right, and this information is showing you how previous cases that dealt with your specific topic have resolved before Judge Miller. What I can see here in the left-hand column, the red is the number and proportion of cases where the plaintiff or the claimant has won. The blue is showing the cases where the defendant has won. The green is showing the cases where there's been a settlement. And yellow is showing procedural resolutions like a case resolving on a motion to dismiss.

Kelli Jones (14:29):

What I can see from quickly looking at the colors here on this page is that 50% of these cases settle, and the judge tends to rule fairly evenly between plaintiffs and defendants, as represented here by the proportions of red to blue.

Neil Magenheim (14:46):

Oh, that's very helpful, Kelli. It looks like this data's broken down even further than just who won. What else can I learn from this page that would be helpful to share with my partner on this particular case?

Kelli Jones (14:59):

So you're absolutely correct. Each of these sections is broken down further. For example, where we have the defendants winning these cases, we have broken out the method by which they obtained their judgment. What I can see here is that all of the defendant wins have come through a summary judgment. What you can conclude from this data is the motion for summary judgment is your best path of success before this judge in your specific type of case.

Kelli Jones (15:27):

And based on my experience, here's another page of data where partners find the breakdown to be extremely useful, and that's on our damages page. What you see here is a breakdown in these insurance cases of insurance damages that have been awarded. For every practice area on Lex Machina, we break down the damages anywhere between three and ten different types, and our legal data experts, who are all attorney, by the way, are actually manually reviewing each judge's order and handtagging those damages in those orders so that we can roll up this information for you. Here, for example, in these insurance cases before this judge, we can see the types of damages that were awarded in the total number of cases and the total amount of those damages, and we also break down for you any attorney's fees and costs that were awarded in these cases.

Neil Magenheim (16:23):

Interesting. So where do those links go where I see those numbers that I linked? Where would that take me?

Kelli Jones ([16:30](#)):

They take you right into the judge's orders. So let me show you that.

Kelli Jones ([16:33](#)):

If I want to take a look at these five cases where contract damages were awarded, when I click on that link, Lex Machina refreshes and I'm looking now at just those five cases.

Kelli Jones ([16:45](#)):

And if I come down to the case list and I'm open up ... Let's do the first case. What we have here is the specific docket for this case. What's nice is that Lex Machina has added this black panel on the left to all of our case dockets, which is a unique navigational feature that allows you to quickly jump to the most important pieces of information so you can quickly determined what happened in the case. For our example, I'll just click on damages, and I can see here this line item where the contract damages were awarded based on a breach of the business insurance policy, and from here I can actually go right to the position in the docket where that order was issued, and, from there, I can open up the actual full text of the order. You can see here, when this order opens up, that I have right here the language where the judge has awarded those damages.

Neil Magenheim ([17:43](#)):

Where do these documents come from, Kelli?

Kelli Jones ([17:46](#)):

They come directly from [Pacer 00:17:48], and we update our information every 24 hours. The good news is that opening Pacer dockets and documents are included in every Lex Machina subscription. I know associates such as yourself are always concerned about incurring additional costs for the client, so you have no worries there.

Kelli Jones ([18:06](#)):

Now let me show you another page of data that will really impress your partner even further. When i come back to the analytics, I can now go into the motions data and into our motions metric report. What you see here on this page is, down the left-hand side, a list of different types of dispositive motions and then the outcomes on how the judge has ruled on those particular types of motions. For example, if I highlight the row for summary judgment motions, I can get some instant insights by looking at that chart over there on the right to see how this judge has ruled on summary judgment motions. I can see that the judge has granted 32% of those motions, that bar in the green. I can see the judge has denied 42% of the motions and given a partial grant deny on 26% of the motions. So here I can see that there is a 58% chance that a motion for summary judgment will be granted in full or partially granted.

Neil Magenheim ([19:11](#)):

Interesting. So if I'm asked to draft a motion for summary judgment as part of this particular matter, can this information help me with that?

Kelli Jones ([19:21](#)):

Absolutely. So sticking here with this row where I've highlighted for summary judgment motions, each of these columns you can see at the top is breaking down the motions that were granted and the motions that were denied and the ones that had a partial outcome. If you are asked to draft a summary judgment motion, you

would want to look at the motions that were heard by this judge in your particular type of case and looking at the ones that were successful.

Kelli Jones (19:47):

This can help you kickstart your drafting, because here, on this page, we have what we call motion chains. We take each of these motions that were heard by this judge and thread them together, all of the documents that pertain to the motion, by each case. So here you can see I have a direct link out to the motion, the opposition, the reply, and the order, the full text of these documents right here at your fingertips. This will help you look at these motions, see if the fact patterns are similar to your case, determine which arguments were successful to help you frame your arguments, and pinpoint which cases your judge cited so you can cite to those same cases.

Kelli Jones (20:28):

And then over here on the far right, you can see that we calculate for you the time that it took from filing to motion to issuing the order. This can help you set expectations for the partner on how long it will take to get an order on your motion, and in turn she can share that information with the client.

Kelli Jones (20:48):

And while we're on the topic of drafting, let me show you another area that can help you with drafting, and that is back here on our page of analytics under the findings tab. Now think of findings as rulings on specific issues that are relevant to your particular case. We break these down by practice areas. So let's take a look at the insurance findings.

Kelli Jones (21:13):

What you see here is a table that's breaking down every type of issue that could come up in the type of insurance cases that we're covering on our system for you, including right down to rulings of affirmative defenses. [inaudible 00:21:27] how you read the chart, if you go to the column all the way to the right-hand side, and we can see how the judge has ruled on a particular issue. You might be particularly interested in the policy exclusion rulings, and this data can give you a heads up on the judge's tendency, and given that your case revolves around your client's reliance on the force majeure clause to exclude coverage, what I can see here on this table is that the judge has ruled in 14 cases there was a policy exclusion and in seven cases there was no policy exclusion. So your judge is twice as likely to rule in your favor that there was a policy exclusion.

Neil Magenheim (22:10):

Kelli, it's been quite a while since I got into documents and analysis like this. I'm really blown away. I just can't believe that I can drill down to this level of detail in just a few clicks. All this information is really going to help me when it comes time to drafting these particular motions. I can already see that I'll be able to prepare motions and arguments tailored to how our judge has ruled in the past, and it's really going to be amazing to work with a partner in this capacity.

Kelli Jones (22:39):

For sure. And we've uncovered quite a bit of information on Judge Gray simply by clicking on the courts and judges tab and plugging in his name. We've gained some insights on how long it takes to reach different phases of litigation in your specific type of case, along with insights on this judge's tendencies for ruling on specific legal issues and different types of motions. Plus we've learned who has ultimately won in these past cases and how, including damages that were awarded. It's a lot of insights based on actual data. Do you think this information will be helpful to complete your first assignment?

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Neil Magenheim ([23:15](#)):

Absolutely. I'm still blown away about how quickly and effectively I can pull so much information on our judge in like matters. Like I said when we stared the conversation, it's been a while since I've been involved in litigation matters, actually going back to law school, so this is really going to help me there.

Neil Magenheim ([23:33](#)):

I really want to thank you again, Kelli. The time you've taken to explain everything has been really valuable.

Neil Magenheim ([23:38](#)):

I really want to be sensitive to your time, but you've been such an amazing resource. Do you think we could take a look at my second assignment?

Kelli Jones ([23:46](#)):

Absolutely. I'm here to provide as much help as you need. Your firm is a Lex Machina subscriber, and, on that basis, you're assigned a customer success manager to help with initial and ongoing training for everyone at your firm, and for your firm that person is me. So fire away. What's your second assignment?

Neil Magenheim ([24:06](#)):

So cool. Thank you, Kelli.

Neil Magenheim ([24:08](#)):

So our second assignment is a really interesting one. We represent a group of employees who weren't paid for overtime when they were moved from the office to working from home during COVID-19 here, and I've been asked to take the first pass at drafting a complaint to file against their employer for violations of the Fair Labor Standards Act in a collective action case.

Neil Magenheim ([24:31](#)):

I'm not super familiar with the FLSA and have never drafted this type of complaint before. Is this something that Lex Machina can help me with?

Kelli Jones ([24:41](#)):

Yes. And let me show you how easy it is to access our robust database of full-text documents to helP with drafting complaints, in addition to other types of documents.

Kelli Jones ([24:53](#)):

When I'm looking to pull a sample document, I would start here under federal for federal cases and of course state for state cases. Here under federal I'm going to take the same approach in that I want to customize my data, and I do that by applying filters in the panel on the left. Based on what you've told me, I'll start by applying a filter for employment cases. And then you mentioned it was a specific type of employment case, an FLSA collective action. So I will narrow to that type of employment case. And then I'll apply a couple other filters to make sure that I really get documents that are on point. So I want to apply a filter as well so I'm looking just at complaints, and then in addition I want to add some keyword searches. Let me go ahead and get those filters all set up for you here and then we can take a look at the different samples that we have pulled in this particular case to help you with your assignment. And the last thing I'll do is just add some keywords up here at the top so we can be very specific.

Kelli Jones ([26:03](#)):

Now once I run this particular search, you can see that I get 34 different complaints, and they all deal with overtime pay in the age of coronavirus. You can see here on this page for each complaint we have a link out to the full text of the complaint.

Neil Magenheim ([26:23](#)):

Wow. So knowing the partner I'm working with on this particular matter, she's going to be blown away that I found sample complaints that actually deal with COVID. I think she'd be interested in seeing these complaints herself. Is there an easy and effective way to share this with her?

Kelli Jones ([26:39](#)):

Yes. If you come up to the upper-right-hand corner and click on the envelope icon, you'll get a pop-up box where you can send an email to that partner, and she will receive a link that takes her directly to this page of data. She can get to this page even if she's never signed on to Lex Machina in the past.

Kelli Jones ([26:59](#)):

If you really want to impress the partner, you can also send her some analytics for the defendant to help her anticipate how they will behave in this case.

Kelli Jones ([27:10](#)):

If you don't mind me asking, what's the name of the employer for the plaintiffs you represent?

Neil Magenheim ([27:15](#)):

That's really thoughtful, Kelli. Thank you.

Neil Magenheim ([27:19](#)):

The name of the company is Publix Supermarket.

Kelli Jones ([27:24](#)):

Okay. So when I shift gears and I want to profile a different entity or start a new project on Lex Machina, I come back up here to the black header at the top, and this time I'm going to click on the parties tab and enter the name of that entity, and then when I go ahead and find it in the system, I can pull up the analytics and I can jump right into the data on their prior cases.

Kelli Jones ([27:53](#)):

Again, based on your particular project, I can now add some filters to customize that data. So I want to narrow down to employment cases, and then I want to narrow further to their FLSA cases. And then I can go ahead and update the analytics. You can see I have 21 cases that look just like your case involving this particular business.

Kelli Jones ([28:20](#)):

And then the approach is the same in the sense that you start to review your different pages of data by using these links up at the top center. Here on the summary tab, and we look at the row of employment cases that are narrowed to our particular type, we can see that Publix supermarkets has had at least one case, one FSLA case, per year for the last five years. We can click on the page of timing analytics to see how long it takes to reach different phases of litigation.

Kelli Jones ([28:52](#)):

And here's a new link that we haven't looked at before. We can click on the law firm's page and we can see the law firms that have represented Publix Supermarkets in the past, and this will help the partner anticipate who might be retained as defense counsel in your case.

Kelli Jones ([29:08](#)):

I can look at that great page of case resolutions, and what I see here, just taking a quick look at the colors, that Publix Supermarket has settled 81% of their FSLA cases, but in those situations you could always drill directly down to look at those cases that settled.

Kelli Jones ([29:32](#)):

Now, if I go into damages and open up this information, I can see there's been one approved class action settlement and one collective action settlement, and I could click on these numbers here to go right into those settlement agreements and see those terms of those settlements.

Kelli Jones ([29:50](#)):

And remember: beneath any page of analytics, we always have your case list with links into the dockets and the documents that are generating those analytics.

Neil Magenheim ([30:02](#)):

So productivity and collaboration, Kelli, are two of the core principles that my partner I'm working with really puts into her work here. Is there an effective way to download this information into a report that I could send to her?

Kelli Jones ([30:17](#)):

Yes. Right up here, back up to the upper-right-hand corner, we have an option to export the data. Where you have several pages, such as here, where there's data you want to share with someone else, you could choose the option to download as a PDF and then pop that right into your email. And what's nice is the PDF has links out to all of the different pieces of data so that the person receiving the PDF, such as the partner here, would be able, again, to jump right into Lex Machina and view that data herself.

Neil Magenheim ([30:50](#)):

Wow. So helpful, Kelli. Thank you again for taking me through that in such a thoughtful way.

Neil Magenheim ([30:57](#)):

As I mentioned earlier, three assignments. I have one more. I want to be sensitive to your time. Do you think we could spend just a couple more minutes to see how Lex Machina might help me with this third one?

Kelli Jones ([31:07](#)):

Sure. Tell me about it.

Neil Magenheim ([31:10](#)):

Great. So this one has to do with a breach of contract case. We are representing a manufacturer of computer accessories, and, due to supply chain disruptions caused by COVID, they haven't been able to get all the

materials they need to make the accessories. They're now being used by a box store for failure to deliver their products on time. The law firm of Bradley Arant represents the store. I've been asked by my partner to write a memo on how that firm has handled similar cases in the past so the partner can advise our client on what to expect in this particular matter. What can I learn from Lex Machina about the opposing party and the opposing counsel here?

Kelli Jones ([31:51](#)):

Well, I'm happy to tell you that Lex Machina is going to be three for three here on your assignments. We can definitely pull up information about the opposing counsel in your case.

Kelli Jones ([32:00](#)):

Again, I just start up here in the black header at the top, and this time I'm going to click on the counsel tab and enter the name of the firm. And then once I select the firm, I pull up the analytics for that firm and I can go right into their cases. Just like we've done in the prior assignments, we're going to apply some filters here to customize the data, because it is so important that you're able to narrow down the cases to cases just like yours.

Kelli Jones ([32:31](#)):

So for this third assignment, I'm going to narrow down to contract cases. And again I'm going to go into the case tab so that we can really customize the type of contract cases that we want to pull for this firm. I'm going to add filters for breach of contract cases, and this is a commercial case, business-to-business litigation, so I'll also add that particular filter to get us a really relevant set of data. And then the last thing I'm going to do is add a party role filter, and here I'm going to narrow to this firm's cases on the plaintiff side to give us one more level of specificity for the types of cases where we want to look at the analytics.

Kelli Jones ([33:12](#)):

And then, when I update the analytics and the page refreshes, we can see here on the summary page, if we look at the row for contract cases, and, again, these are contract cases we've narrowed to commercial breach of contract cases where this firm has handled them on the plaintiff side, that they've filed a good number of these cases every year in the past.

Kelli Jones ([33:35](#)):

We can also see up here, in the upper-right-hand corner, the jurisdictions where they filed most of their litigation.

Kelli Jones ([33:42](#)):

And now we have these links that should be familiar to you where we can gain additional insights. I can go on the timing tab and see how long it takes to reach different points in the litigation when this firm is involved on the plaintiff side of these type of cases. When I go to the case resolutions page, what I can see here, just by taking a look at the colors, is that, while they settled 54% of their cases, in the cases that they don't settle they have own the overwhelming number of cases, as we can see here, by the large proportion in red, and we can see that most of those wins are coming through things like a summary judgment and a consent judgment.

Kelli Jones ([34:25](#)):

I can come up here under damages and I can take a look at the damages that have been awarded in this particular type of case where this firm is the plaintiff. I can see here, for example, for contract damages, they've had awards in 71 cases for a total of $83 million.

Kelli Jones (34:43):

By this point, you can safely conclude that this firm is going to be a formidable opponent.

Kelli Jones (34:50):

And, once again, any time I want to dig deeper in to the dockets, I can scroll down on any page of analytics and get to the list of cases and the full-text documents that are generating those analytics.

Neil Magenheim (35:02):

Kelli, I'm so impressed with how intuitive the interface is and how I can so quickly and effectively customize the data in different ways and options to allow that to happen. It looks like I can navigate the system the same way no matter if I'm looking for Lex Machina to answer questions about counsel, parties, or judges.

Kelli Jones (35:26):

That's right. It's very intuitive, and it doesn't take much time at all to learn how to use the system. Based on our conversation, it sounds like Lex Machina's going to be a big help to get you ramped up so you can be productive in these different areas of litigation.

Neil Magenheim (35:40):

Absolutely, Kelli. I'm going to share all this information and knowledge with my team and the partners that I'm working with and hopefully get you some more customers to get trained up in leveraging the data. I can't thank you enough, Kelli.

Kelli Jones (35:55):

You're very welcome. And as your firm's customer success manager, I'm always here to help with future assignments.

Kelli Jones (36:02):

Todd, back to you.

Todd Regenold (36:04):

All right. Well, bravo, Kelli and Neil. That was just absolutely fantastic. Extremely informative and valuable, and I'm sure our audience felt that way as well.

Todd Regenold (36:14):

We have a few questions that have come in. I'm going to start with this question. This is an easy one. Will this webinar be recorded and available for viewing later on? Absolutely. For all of our attendees today, you will be receiving an email in about the next 20 minutes. It will have a link to the recording, and there will also be a button, and you can hit that button and someone from Lex Machina will be reaching out to you and getting engaged and providing you with any other information that you might want.

Todd Regenold ([36:51](#)):

We also had a question regarding a cost of a Lex Machina subscriptions. Would love to have that conversation with you as well. What I can tell you is the cost is based on the size of the firm, the size of the number of the benefiting group, and what that allows us to do is price this accordingly so that, obviously if you're a one- or two-person firm, you can have the benefit of this amazing technology and this solution, just as the top firms in the country and the top firms in the world have access to this solution. So I would love to talk to you further about that. Again, you'll get the email from Lex Machina. Just hit the button to engage, and someone will be reaching out to you.

Todd Regenold ([37:38](#)):

So now a couple of other questions here. Let's see. "I noticed when you showed the COVID app," so that was Joshua at the very beginning showing the COVID impact analyzer, "there were other apps on that page. Can you quickly show what those are about?" Kelli, would you mind sharing a little bit about what those other apps would cover?

Kelli Jones ([38:05](#)):

Sure. So up here in the black header at the top on our apps page, what we have here are some quick and easy ways to get at some data within Lex Machina. So these aren't apps that you download to your phone. We use the term app just to mean quick and easy. These are all template driven. For example, you might want to come into our courts and judges comparator or you could put in two courts. Let's say that you're trying to select venue for filing a new lawsuit or you're looking to file a motion to transfer venue. You can put in the courts that you're considering and get a side-by-side comparison of data to help you make that decision.

Kelli Jones ([38:45](#)):

Another popular app down here is our early case assessor where you can plug in the name of the plaintiff and the plaintiff's law firm and quickly assess the threat that's posed by a new case based on the data that we can pull up for those two entities.

Kelli Jones ([39:01](#)):

And another very popular app over here is our motion kickstarter. This goes back to drafting, and it's a quick way that you can pull up the most recent ten examples of motions that were granted and motions that were denied before a specific judge in a certain type of case.

Kelli Jones ([39:20](#)):

So the apps can be very helpful to get at specific types of information in a very quick and easy fashion.

Todd Regenold ([39:28](#)):

Wow. Well, that is fantastic, Kelli. Again, Joshua, Kelli, Neil, you did a terrific job. Our audience, we hope you found that to be a particularly valuable use of your time.

Todd Regenold ([39:40](#)):

What we've done here today is just scratched the surface in terms of the power of Lex Machina and the value that it can bring. We would love to talk to you further. Again, you're going to be receiving this email from Lex

Machina in about the next 10 minutes. There will be a link to the recording. Please share that out with as many of your colleagues as you like. And also there will be a button that you can hit to engage further with Lex Machina.

Todd Regenold ([40:11](#)):

So, to our audience, I thank you so much for joining us today, and we very, very much look forward to interacting with you further in the future.

Todd Regenold ([40:20](#)):

That concludes today's program. Thank you all again for joining us, and thank you to our presenters.