Dinsmore and Shohl Deploys Enterprise Package Firm-Wide

Dinsmore & Shohl is a full-service law firm that provides legal counsel, enabling their clients to accomplish more. The firm's practice has grown to deliver efficient, cost-effective, and comprehensive solutions for national clients from coast-to-coast, as well as internationally.

Initial Deployment

Tim Hennies is the Director of Library Services and is based in Cincinnati. In 2018, Dinsmore's leadership decided to invest in Legal Analytics, and Tim deployed Lex Machina for the relevant practice groups. Tim said: "We initially started to train our members of the library and then, for the rest of the year, we helped our litigators to learn how to generate their own analytics." Dinsmore's lawyers quickly became accustomed to having valuable insights on judge behavior, opposing counsel, and successful motions at their fingertips. Tim and the library team received increasing numbers of requests for data-driven information from other practices.

Enterprise Roll-Out

In the following year, the firm decided to deploy Lex Machina's Enterprise package firm-wide across other practice areas, such as ERISA, environmental, and consumer protection. Tim's goal was to increase usage and drive value from analytics for his firm.

He set up Legal Analytics 101 classes to reach new practices, supported by Lex Machina's Customer Success team. They held 15-minute targeted sessions that helped litigators become familiar with the types of questions they could now answer in minutes.

"Lex Machina's Enterprise Package allows us to provide a competitive advantage to all our practice groups with access for everyone who needs it."

Tim Hennies, Director

It was a great success. Tim recalls: "Our usage was very strong and grew exponentially. I love the new usage reports - we currently have 10,000 activities per month." Sending out email invitations for these sessions has helped drive usage and adoption, even if the attorneys don't always have time to attend the specific training session".

Analytic Growth

Today, Tim organizes two training sessions per month for different practice areas. He has moved from providing general information to practice-specific use cases that help his attorneys derive the most value from their Legal Analytics. His goal now is to replace PACER with Lex Machina by using the motto: "Come for the complaint - stay for the analytics". He explained that attorneys can discover so much more valuable information about their case if they look up the docket on the Lex Machina platform, rather than using PACER. And it will even save the firm money from the eliminated PACER access fees.

What's Next

Tim is really excited about more upcoming new state court analytics, which are automatically included in his Enterprise license as they are released. He said: "We were founded in the Midwest, and it can be difficult to find a lot of information on state cases. We understand how hard it is to turn this data into reliable analytics, and we look forward to the new state courts that are coming soon."

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