



## Lex Machina's New Enterprise Package

Watch Karl Harris, CEO of Lex Machina, who interviewed Greg Lambert, Chief Knowledge Services Officer at Jackson Walker, Jean O'Grady, Sr. Director of Research & Knowledge at DLA Piper, and Wade Malone, Co-Head of Product at Lex Machina, discussing the benefits of deploying Legal Analytics across different practice areas in your organization.

Lex Machina has traditionally expanded our Legal Analytics coverage by rolling out new practice areas. Now we're expanding our coverage in a new way: You can get access to all commercially relevant civil cases in PACER, across all available practice areas, for the most comprehensive federal district court coverage ever offered.

### Speakers:



Karl Harris  
CEO  
Lex Machina



Wade Malone  
Co-Head of Product  
Lex Machina



Greg Lambert  
Chief Knowledge Services Officer  
Jackson Walker



Jean O'Grady  
Sr. Director of Research & Knowledge  
DLA Piper

Karl Harris ([00:03](#)):

All right. Hello, everyone. Welcome to our webcast. Today we're celebrating an exciting milestone for Lex Machina, which is the release of all commercially relevant cases from federal district court. Those cases are available in our product today via our newly launched enterprise package offering, which now covers over 4 million cases between federal district and state courts.

Karl Harris ([00:26](#)):

In the next 45 minutes, we're going to have a fun and insightful discussion about the evolution of legal analytics as we mark this exciting milestone for Lex Machina. We're fortunate today to have a fantastic group of speakers and thank you all for joining us. My name is Karl Harris, and I'm the CEO of Lex Machina. For those of you who aren't familiar with us, I'd like to introduce Lex Machina quickly, and I'll keep it really simple.

Karl Harris ([00:50](#)):

Lex Machina is legal analytics and legal analytics help you win. If you don't remember anything else about Lex Machina, I hope you remember this, Lex Machina helps you win more business and win more cases. Specifically, we enable you to make data driven decisions to answer questions like, how is the judge likely to behave in a certain scenario? What is the best winning strategy for my particular case? How has opposing counsel behaved in cases like mine? And how do I convince my client that I'm the best law firm to represent her in this case?

Karl Harris ([01:25](#)):

As I mentioned, just two days ago, Lex Machina added 800,000 cases to our system, meaning that we now cover all commercially relevant federal district court cases in our new enterprise package. This release is a major step forward and our mission to bring legal analytics to all areas of the law. Now I'd like to spend a quick minute introducing our panelists, and then we'll dive into a discussion about legal analytics.

Karl Harris ([01:50](#)):

Our first panelist is Jean O'Grady, the senior director of research and knowledge management at DLA Piper. Jean has more than 30 years of experience developing strategic information initiatives for Am Law 100 law firms. She holds a J.D. from Fordham University law school an M.L.S. from St. John's University and a B.A. in history from Fordham University. And Jean is also a member of the New York State Bar. As many of you know, Jean also writes the DeweyBStrategic blog, and is an editorial board member of the Practice Innovations newsletter. Welcome Jean. Thanks for joining us.

Jean O'Grady ([02:24](#)):

Thank you. Happy to be here.

Karl Harris ([02:26](#)):

Awesome. Our next panelist is Greg Lambert, the chief knowledge services officer at the law firm of Jackson Walker in Houston, Texas, where he oversees operations for the library, research, knowledge management, RFP and conflicts and intake departments. He's the former president for the American Association of Law Libraries and is known as an advocate for law librarians and legal information professionals. Greg is a founding blogger for 3 Geeks and a Law blog and the cohost of The Geek in Review Podcast. He talks and writes

extensively on the topics of law-librarianship, competitive intelligence, knowledge management, and the roles that innovation can play on the administrative side of large law firms. Welcome Greg. Thanks for joining us.

Greg Lambert ([03:12](#)):

Thanks Karl. Good to be here.

Karl Harris ([03:16](#)):

Our last but not least panelists, joins me from Lex Machina, Wade Malone who co-leads our product management efforts at Lex Machina, where he's focused on product development and strategy. Wade's has been Lex Machina since there were just 40,000 patent cases in our system, and it has helped lead us on our journey to over 4 million cases. Prior to Lex Machina Wade works as an intellectual property attorney in the Palo Alto office of Gibson Dunn & Crutcher. His practice included patent litigation related matters.

Karl Harris ([03:44](#)):

Wade's also worked as an associate consultant in the Dallas office of Bain & Company where he worked on a variety of business consulting projects. Wade holds a J.D. from Stanford Law School and a B.A. in computer science from Rice University. Welcome way. Thanks for joining us.

Wade Malone ([03:59](#)):

Thanks Karl. Excited to be here.

Karl Harris ([04:02](#)):

Okay, so let's get started. For our first topic I'd like to spend some time on how the legal analytics space has evolved. Jean and Greg, you've both not only brought legal analytics into your firms, but have also written and spoken extensively about legal analytics. So some of the earliest adopters of the technology, let's start with Jean, how have you seen the legal space evolve from your position on the front lines?

Jean O'Grady ([04:27](#)):

Well, it has gone from being something that was alien and exotic to be very mainstream and in fact, almost table stakes. If you don't have analytics, you're really at a disadvantage. And I somewhat compare this to years ago when case law was seen as optional. I remember when lawyers thought it's okay if we still use the books and we're slow and we're inefficient and that changed dramatically. And I think that's where analytics started. I don't really need it, but I think lawyers who are paying attention know they really need to have a handle on analytics today.

Karl Harris ([05:09](#)):

That's great. That's awesome endorsement Jean. And Greg, how about from you, from your perspective. I know you've done lots of podcasts and been along on the front lines as well, what's your perspective on how the space has evolved?

Greg Lambert ([05:24](#)):

Yeah, I think Jean has nailed it down pretty good. It was seen at one point as being again optional, as being a nice to have something that somebody else needed to have, but typically, well, I can tell you this happened. I watched this happen, is that it doesn't become real until you are behind the eight ball and your opposing

counsel is able to use those analytics against you and make you look a little less prepared in court. And I always laugh at, Oh, I'll clean this up a little bit.

Greg Lambert ([06:13](#)):

I had an attorney once that came to me that said the opposing counsel now, I'll change what he says and I'll say, punched him in the mouth with the analytics in court. And he wanted to know exactly what it is we needed to do in order to get up to speed on being prepared with the analytics, because it's no longer optional that if you're going to get beat in court with somebody else that shows up able to use the analytics and tell a story and get the information across to it, to a judge or a jury then you absolutely have to have that in your arsenal.

Karl Harris ([06:56](#)):

That's great. Thanks Greg I like that story. And we've kind of talked in the past. You mentioned that you've been a proponent of analytics or at least data driven decision making for almost 20 years you mentioned. And Lex Machina we recently celebrated our 10 year anniversary of legal analytics in New York at Legal Week back in February. What would you say the biggest differences between then, when you first started thinking about being able to empower data driven decisions and now?

Jean O'Grady ([07:33](#)):

Well, [crosstalk 00:07:33].

Karl Harris ([07:33](#)):

You go Jean.

Jean O'Grady ([07:39](#)):

Okay. Well, I would just say that the tools were really cruder back in the beginning. I think if you go back say 15 or 20 years, it's almost not even something you could do in-house. I occasionally got those requests to find things and it would have to be outsourced and it would be expensive and it would take a month. There was no way you had an app on your desktop and could within a few clicks go through a massive amounts of data and gain startling and targeted insights. So the ease of use is just dramatically changed.

Greg Lambert ([08:18](#)):

Yeah. And I would say that having the data, even if the data was available it was in a thousand different places and it would take you forever to pull it together. And Jean and I are both librarians. So hopefully the story resonates with the audience as well. But anyone that remembers going to a library in the seventies and eighties and even into the nineties might remember the card catalogue, and that was the database.

Greg Lambert ([08:52](#)):

And you could eventually do everything with that card catalogue that you could do with an online database. It just took you forever to do it. And that's kind of how the data was for the longest time is that even if you could get to the data, it was in different forms, it was in different places. And you literally had to take teams of people in order to pull together those reports that again, you can get here in just a few clicks now.

Karl Harris ([09:26](#)):

That's great. One of the main things that's empowered the recent explosion of legal analytics is the availability of that data. And one of the things that I want to kind of point in on is the way that Lex Machina approaches legal analytics, we think it's critical to be able to uncover practice area specific insights. So for example, if you're a patent litigator, you want to know whether there was a finding of patent infringement in a particular case. Or if you're a contract litigator, you want to know whether there was a finding of a breach of contract in a particular case.

Karl Harris ([10:00](#)):

And as a result, we've rolled out our version of legal analytics practice area by practice area. As I mentioned, when Wade joined Lex Machina we were focused on patent litigation and we've since expanded practice area by practice area culminating in this release today, which covers all of commercially relevant federal district court litigation. Let's turn over to Wade quickly, maybe you can walk us a little bit along that journey as we traveled to kind of practice area by practice area.

Wade Malone ([10:30](#)):

[inaudible 00:10:30] Karl. I'm excited to put today's announcement sort of in the context of Lex Machina's journey so far. So I'm going to advance the slide here. So what we're looking at here is a slide of the number of federal district court cases in Lex Machina's system over time. And you can see over there that left most bar. We started with just patent cases, of about 30,000 patent cases. And starting small was practical for a startup, but it also forced us to go deep.

Wade Malone ([11:06](#)):

Just like Karl mentioned, we added a lot of patent specific features, instead of just saying, "Hey, some damage has happened in this case." We classified those by reasonable royalty or lost profits, sort of patents specific kinds of damages, instead of just saying, "Hey, this case had a summary judgment." We said, "Well, patent one, two, three, four was found invalid at the summary judgment." And after hearing kind of how much customers valued those practice areas specific features we embrace that as our kind of philosophy for legal analytics going forward.

Wade Malone ([11:40](#)):

So we have a next set of data analytics that run across all cases like our council technology, but we also have these practice areas specific features to let customers kind of get the best insights possible for their situation. And so we've been following and improving that model ever since. So as the chart moves to the right, you can see we added copyright and trademark that was 2015, then antitrust and securities 2016 and so on and so forth up until that final bar on the right, that brings us to our exciting announcement today, that Aqua section up at the top, the remaining federal cases.

Wade Malone ([12:21](#)):

Now we can say Lex Machina contains all civil federal district court cases in pacer since 2009, except for prisoner rights and social security cases. And as you can see from the slide, it's been a long journey. So we're pretty excited to get here that from 30,000 patent cases to all kind of commercially relevant federal cases. It's a huge milestone on our mission to bring legal analytics, to all areas of the law. Before turning it back over to Karl, I do have one other slide. So this chart we're looking at currently is focused on federal district court. But now looking at this slide, we've added the red section for state court. State court, the next frontier in legal analytics.

Wade Malone ([13:11](#)):

And starting, you can see back in 2017, we added those 6,000 cases from the Delaware Court of Chancery and we have been rapidly expanding. By the end of 2020 we will have over 2 million state court cases in the system. So we are excited about moving into the new frontier. Karl, turn it back to you.

Karl Harris ([13:35](#)):

Thanks Wade. That's a fun visual visualization of kind of our journey practice area by practice area. Thanks for going over that. Jean and Greg, you've been along with us for the ride, as I mentioned, some of the earliest supporters of legal analytics and we just talked a little bit about our focus on practice area, specific stuff. Maybe you could share a little bit of your thoughts on how important it is to have the practice area specific focus so that your different kind of legal litigation departments can drive unique benefit from legal analytics. Jean, do you want to comment on that?

Jean O'Grady ([14:12](#)):

I actually think it was very smart for you to start with patents because patent attorneys, well, first of all, patent litigation is very high stakes. And so having early insights into the cost, the likelihood of its success that's a really powerful offering. But I also think patent lawyers, you have both patent litigation and patent prosecution and patent lawyers tend to also have engineering degrees. I think they were a sub group that happened to be particularly open to something like analytics. And I think there might've been less reluctance to see this as a math exercise and to adapt to the value of using technology to drive insights.

Karl Harris ([15:01](#)):

That's great. Yeah. Thanks for those insights. Greg, what about you? How have you kind of had a perspective as about legal analytics as being practiced very specific versus generally applied to all practice areas?

Greg Lambert ([15:15](#)):

Yeah, I think one of the things that anyone that's ever worked with a group of lawyers find out quickly is that, we are all trained issue spotters. And so the ability to kind of take a narrow set initially that was, it was pretty clean. The data there was all federal, it had a kind of a finite amount of issues that were going on. And I think Lex Machina did a great job of normalizing the data and putting it in a way that made sense to the user in this case, the user being the patent attorneys and putting it in a way that spoke their language. And so once you kind of get an in on some products like this within the legal industry then people start demanding that you expand, that you go out. And so I thought that the idea of taking a practice group by practice group was a good business plan on you guys as part and it made it easier for me to sell to the groups.

Karl Harris ([16:35](#)):

[crosstalk 00:16:35].

Jean O'Grady ([16:36](#)):

I'll second that.

Karl Harris ([16:40](#)):

That's great. Thanks Jean. Thanks Greg. Well, we're obviously all living in interesting times with working from home and shelter at home and things like that. And I want to kind of transition to a little bit of a different topic here. So what we kind of say at Lex Machina is the last great recession, so in the 2008, 9, 10, timeframe was

really the catalyst for innovation analytics. Lex Machina was born during that time, analytics really became the space that it is today as firms and companies looked to recover from that recession and reorient their practices and their in house counsel around data and data driven decision making. And we're in another challenging position today as a result of the impact of COVID-19.

Karl Harris ([17:28](#)):

But this is really one of the first crises that's really unfolded, it's kind of born in the era of analytics, and I'm curious Greg or Jean COVID's causing a lot of challenges, a lot of prompts for change. What are your thoughts on the effect of how COVID-19 is impacting legal departments and litigation, and what advice do you have for your audience on how to prepare and react?

Greg Lambert ([17:54](#)):

Yeah, I'll go first Jean, if you don't mind. We were laughing earlier that, I think March 16th was the last time that I put on some long pants. I've been in shorts since then, and t-shirts mostly. It wasn't just by happenstance that we were able to go remote on March 16th for most people. The last crisis really motivated the industry to start looking at different ways that they could perform their work. And I joke that the ability to work remote was a 12 year overnight success.

Greg Lambert ([18:44](#)):

And that we had been doing small things over the past 12 years since the last recession to prepare not necessarily prepare for what we got, but just to help people get the information that they need, to get it quickly, that it didn't matter where their location was. It really didn't matter what their platform was. You didn't have to be sitting at your desk behind a powerful desktop computer. You could be on your laptop, you could be on your iPad, you could be on your Surface Pro you could be on your phone. And so, there's a lot of ways that the information gets distributed and accessed now that we've been working on for the past decade plus.

Greg Lambert ([19:39](#)):

And no, I really didn't think anyone's foresaw something like this happening so quickly, and so massively affecting the economy and our work structure. But we were able to really kind of keep everything going because we had prepared. And I know it's a little bit off the analytics talk, but one of the things that we've been doing for the past 12 years is in increasing our ability to do analytics, to be able to take massive amounts of data and turn that data into information and turn that information into a story to tell.

Karl Harris ([20:24](#)):

That's great. So this time round we're prepared, which is really a fantastic result for your firm and for others. Jean, what's your perspective on how you're reacting to COVID-19 and the impact of it?

Jean O'Grady ([20:39](#)):

Well, like Greg, I think we had done a really good job in preparing a digital desktop so that we didn't have much of a transition, we had already put almost all of our resources in one place on our firm's intranet so lawyers knew a central place to go and find everything. And I think the most ironic thing, the most painful thing might've been to the lawyers who retained a loyalty to print books. I mean, I don't think there's a lawyer today who hasn't transitioned himself or herself to using digital [inaudible 00:21:20]. So, I mean, it is across the board if you were doing things using print resources, you are doing it now digitally, there's just no alternative. So I think it has been a big boom for training adoption under duress, but it's adoption nonetheless.

Jean O'Grady ([21:41](#)):

The other thing we noticed almost immediately was that lawyers were aware. The birthplace of analytics is really the complaint that gets filed in the court and really noticed almost immediately that lawyers knew that they needed to start tracking cases and watch the evolution of COVID in real time. And it's been really amazing and Lex Machina had put out a special app on COVID, but everyone across the gamut of practice areas, whether it was insurance or labor or IT or corporate, everybody wanted to know how is this going to impact my clients? What insights do I need to have?

Jean O'Grady ([22:28](#)):

What's the ultimate decision on force majeure and COVID. So everybody has been watching this as a real time analytics event across every practice area. So I think, no, obviously it's too soon to have lots of outcomes, but I have never seen an issue arrive where there was almost a unanimous first thought of we need to get the data and see what's happening now.

Greg Lambert ([22:56](#)):

Yeah. If I can add on just quickly to that, we're also seeing the analytics becoming more important earlier in the issue, in not just tracking it, but also being able to go out to the client. And one of the things that we've heard from clients for years, and have had, I think a little bit of a difficulty on both sides trying to make this come true is that clients really would like for us to be a little bit more proactive in helping them avoid litigation or avoid legal issues. And as hard as I think both sides have tried, sometimes it takes an emergency to get people off center to really get out and try something new or to actually present or ask questions or present information that if it weren't for that emergency you wouldn't necessarily do.

Greg Lambert ([24:04](#)):

So, I'm seeing a lot more in the pitch, when we're pitching work to clients or when we're doing check-ins with clients. That we're taking the analytics and we're saying, "Hey, here's the trends that we're seeing, here's where your competitors are showing up in the press or here's where they're getting sued." And being able to take the analytics and again, show that story or be able to tell that story of what's going on and what should be the main concern for your clients. I think you're seeing a lot more of that now, especially over the past five months.

Karl Harris ([24:57](#)):

That makes a lot of sense. And using analytics as an external tool to help communicate with your clients and win business, case strategy are obviously some of our top use cases. Well, one of the discussions we've also had during this time with folks law firms is using analytics to help predict future trends for how to manage the firm. So for example, we've spoken with partners at law firms that are using Lex Machina's COVID app and COVID focused analytics to best figure out how to allocate resources within their own firms, right? Because some practice areas are impacted differently than others.

Karl Harris ([25:38](#)):

For example, we know that contracts litigation is starting to spike as a result of COVID-19 whereas, other types of litigation is falling off. Are you using, kind of data points to kind of retrain folks and orient your firm towards the different practice areas that are being impacted differently by COVID?

Jean O'Grady ([26:02](#)):



Well yeah, we are working closely with marketing practice group leaders, practice group directors. There's been a lot of conversations around gaining insight. And as Greg alluded to analytics is part of it, but it's also news and industry tracking. So we provide comprehensive suite of information that builds the picture around how do we be responsive to our clients and how do we staff for the likely trends. And obviously we're seeing some areas shrink a little and we're seeing other areas bulk up. So we've been involved in those conversations across the firm.

Jean O'Grady ([26:44](#)):

And there's lots of excitement. There are people who are outside of the research team, obviously also trained because there's such a demand. The lawyers are using the product more, marketing people are using the product with engaging various interest groups and seeing what's out there and answering the questions they need to get answered.

Greg Lambert ([27:10](#)):

Yeah. And then one of the things I think that we're finding with COVID-19, we have one issue, there's one kind of common denominator here. But it is proving a story that our business development team has been trying to preach for, again, probably the last 12 years. And that is, is that your practice group doesn't live in a silo, that the issues that you're facing. It might be a bankruptcy issue, but within that bankruptcy issue, you may have tax issues, you may have intellectual property issues, you may have healthcare concerns.

Greg Lambert ([27:58](#)):

And so, one of the things that we're finding with being able to kind of focus in so myopically on the issue of COVID-19 is that we are seeing now where the cross selling opportunities are where we need to get to the right person within our, if you have a multi-practice law firm. I've seen more cross department, cross practice group collaboration than I've ever seen. And part of that is desperation on some groups that may be a little slow right now. And some of it is groups that are extremely busy and are looking for help. And so being able to have this information out there, being able to kind of track where we're going really helps in pulling the right people together and having them finally talk to each other not as a reaction, but rather as preparation.

Karl Harris ([29:10](#)):

Yeah, that makes sense. And I know Jean mentioned that you felt like you'd never been busier than you have in the last couple months. And I think a lot of us are feeling that as well. Maybe kind of shift from just a bit of another topic here. So we're just talking about COVID-19 and analytics and how now that Lex Machina covers all of the federal district court. You can really have that 30,000 foot view of how each area of the firm is being impacted in different ways.

Karl Harris ([29:48](#)):

And I want to talk a little bit now about how to roll out kind of analytics tools across the firm. Jean and Greg, you mentioned, we started in patents and then particular practice areas and you've been along the journey with us and with legal analytics. What advice would you have for folks who are listening about how to take a new product, like Lex Machina like legal analytics into your firms and get it effectively rolled out and adopted such that it becomes part of people's workflow and part of training and things like that. What advice would you have for our listeners on how to do that effectively as you both have?

Jean O'Grady ([30:27](#)):

I'll be happy to start that one. I took some of my enthusiasm for analytics came from an experience I had years ago with a partner and this had to do with news delivery. And this partner called me to his office and said, "My client has called me about something that just happened." I don't know what it was. And he said, "Your job is to make sure that never happens again, your job is to make sure I know everything I need to know before my client." And that was one of the past experiences that really riveted me to the importance of getting lawyers attention about analytics.

Jean O'Grady ([31:07](#)):

And one of the things I knew when I would start the conversation is to try and get interest on, and this is way back in the beginning, of how do I even get the first invoice approved? How do I bring this in? It was to talk to lawyers about the scenario where you're going to sit down and meet with a client and the client may put a chart across the table that shows a history of our firm's experience that you don't know how to respond to. And so I really lawyers respond well to fear of humiliation until I actually think that sort of the worst case scenario, which is not unrealistic is a good way to start the conversation. Once we got the product in, I realized that it's not enough to own a product. You have to deploy the product. You have to have an advocate for a product.

Jean O'Grady ([32:03](#)):

And I went to the head of the litigation department, the litigation group, and he endorsed it. And he identified a partner who was basically a partner data scientist to work with me. And we developed a bootcamp and we got other partners involved. We went to all the major litigation offices and had a hands-on training session where we taught the associates about what analytics was, how they could benefit from it, how to use it. And that was really, I think, one of the things that drove the awareness deep into the litigation department by having such a broad and hands-on endorsement of using analytics. And then we've used it in lots of other ways.

Jean O'Grady ([32:51](#)):

We had the research librarian. Lawyers would often just send a question and say, "I want to know about this judge," which meant I want a judge's bio. And we taught the research team to start saying, "Well, we can get you analytics too." So we sort of used passive responses, this is not what you're expecting, but we can give you 16 things you never dreamed of. And I think that is the most powerful thing about analysts, is it gives what is the opportunity to get answers to questions they didn't think they could ask.

Greg Lambert ([33:27](#)):

Yeah. And I think that one of the things that you need to do is when you have an analytics tool, like this is embedded into the process of the practice group. And have them familiar with the product, if they don't use it directly to know who they need to reach out to, to get the information and what information is there. And most importantly, you have to be able to show how this either streamlines the process or improves the profit. And that could be through helping through win percentage, allowing you to do a flat rate work, there's a number of things. But really it needs to be seen as a tool that helps improve the overall process and profit of the firm. And once it's seen that way, then it's something that the attorneys will use constantly.

Karl Harris ([34:41](#)):

Those are great stories about how you've successfully advocated successfully for the adoption of tools. That's really awesome. Thanks for sharing that. That's kind of a good segue to one of the last topics here. So we've talked a little bit about kind of evolution of analytics, how Lex Machina has approach the space, how you, Jean

and Greg have successfully brought in analytics and really what we're kind of just talked about as the analytics mindset into your firms over the last 10 years, which has been a really exciting time. I'm curious now to spend a minute talking about what's next?

Karl Harris ([35:21](#)):

So for Lex Machina, when we think about what's next, we think about everything, not just federal district court, but also state courts which is an important and largely untapped frontier for analytics. But also about new ways that analytics can be used and leveraged by firms. And I'm curious to hear kind of from Jean and Greg, of what do you think is next? What are you most excited about? And what should folks like me and Wade what should we be thinking about for the next 10 years for analytics?

Jean O'Grady ([35:55](#)):

Well, I think true predictive analytics is probably down the pipe, where you can get a weighted scoring, where you can do scenario planning. I think that could be a very, very exciting development. I think also obviously law firms are seeing analytics as business intelligence that can be linked to, we could take smog in the analytics and link it to our clients, link data to our sector-business approach. There's lots of ways to marry internal and external data and get profound, new business insights into how have we been doing and how are we likely to do in the future?

Jean O'Grady ([36:43](#)):

And then the last in terms of a new space to go into, I also think the marketplace will never be satisfied. And once you finally get to the place of having all 50 States there is going to be a growing demand for regulatory analytics. What about the hundreds or thousands of agencies that regulate industry? What about those administrative decisions? We're going to want to see more of those sorts of things in the legal analytics suite.

Greg Lambert ([37:14](#)):

Yeah. As someone that works at the Oklahoma state courts in the late nineties and early two thousands, where we were putting our data out for the public to consume, I laugh because I actually talked with my mother-in-law this weekend and she said, that she was able to go onto the courts site and search dockets herself to follow a case that she's involved in. And the fact that, we're now 20 years beyond what we started there in Oklahoma, and we're still not being able to get to State information, which was where most of the lawyers practice.

Greg Lambert ([38:01](#)):

That being able to finally get into that and I know that Lex Machina has a couple of the large counties around the Houston area now that are online with the product and are advancing beyond that. But there's so much information that most of the lawyers need that is locked up within the state County and local courts and the more information we can get out of there, the more data and analytics that we can start providing for attorneys on the local County and state level. That's just kind of the prize that I think most of us are waiting on.

Karl Harris ([38:52](#)):

That's great. And one of the most exciting things for Wade and myself is hearing these types of things and the journey is not done, which is what's really exciting. There's so much more cool stuff to do. And just really excited to have you had been along with the right for us. That's great. We're going to turn it over quickly to some questions from the audience. So one of the questions here is, as a tort lawyer, I'm not as familiar with Lex Machina, how can it help us?

Karl Harris ([39:31](#)):

And the great thing is, so torts is one of the newest practice areas that's released in Lex Machina a few months ago. And the nice thing is, is we can help tort lawyers just like we can help all other lawyers. So we could help answer questions like, if you're in front of a particular judge, show me every single tort case where this judge has awarded damages in federal district court, or show me the attorney or the law firm that has the most experience litigating in front of this particular judge, or what is this judge his track record on granting motion for summary judgment in tort cases. So all those types of things that fit in with our two main themes about winning business and winning cases, analyzing judge behavior, figuring out who is the best and most experienced counsel for a particular matter. And how is opposing counsel and parties likely to behave?

Karl Harris ([40:27](#)):

Those are kind of the bread and butter of legal analytics and our tort module just came online like I said, a few months ago. More question here, an interesting one for Jean and Greg. So this comes from someone from a smaller law firm. And the question is, smaller firms don't necessarily have as large a staff or as much of the library support that firms like yours, Jean and Greg have. Do you have some advice for lawyers, partners, or some of the staff at the smaller law firms about how to bring in tools and get them adopted in their particular firms?

Jean O'Grady ([41:12](#)):

Well, I think that usually vendors can be your great ally in bringing things in. In fact, I just did this recently with a product. I asked the vendor to run me a report on what kind of insights did they have into my law firm. And if you take a doc, there are lots of things the vendor themselves can do to make your job easier. Vendors often do training. But I would just talk to the vendor if you think if it's a product worth bringing in, talk to the vendor about how they can give you the case.

Jean O'Grady ([41:55](#)):

How do I present it? Does it save an attorney time? Does it deliver insights? Can you give me a report showing the kinds of things my firm or my managing director, my practice group leaders will understand. And again, I think that vendors can be great allies in terms of ongoing training. Lots of them offer free training, so you don't have to do all the training yourself. So those would be my two pieces of advice.

Greg Lambert ([42:28](#)):

Yeah. And mine would be that, my big power users are not my researchers. My big power users are the attorneys. The product is pretty straightforward. And again, once the attorney kind of understands what information is there, how to pull the information that's relevant to his or her issues that they are facing and find those reports or exports that they need to pull that information directly into their briefs or into their memos that they're writing for the client. I've got attorneys that this is where they start. This is how they're able to find the issue that they're finding. Again, the people that use it the most are the ones that they barely ever come to us because they have the firsthand ability to get the answer themselves.

Karl Harris ([43:35](#)):

That's great. That's fantastic advice Jean and Greg. And Lex Machina to your point, Jean and Greg, about getting help from vendors like us, we have an entire customer success team that is focused on making sure that your firm succeeds with Lex Machina in the hands of your attorneys, and we're able to do trainings. We can do kind of personalized trainings for groups and things like that. So in those instances, we're happy to help any firm bring Lex Machina into the organization and succeed.

Karl Harris ([44:10](#)):

Alright, so we are at time here. It's been a great conversation, always fun chatting with Jean and Greg and Wade, thanks for joining us and walking us through Lex Machina's journey and thanks to the audience really appreciate you joining. It's been fun and thank you. We'll see you on the next Lex Machina's webcast.

Jean O'Grady ([44:31](#)):

Thank you.

Greg Lambert ([44:33](#)):

Thanks.