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## Lex Machina



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*The annual listing of 20 companies that are at the forefront  
of providing Legal Tech solutions and transforming businesses*

# Lex Machina

## Quick Tools Enhance Data-Driven Workflow



Karl Harris

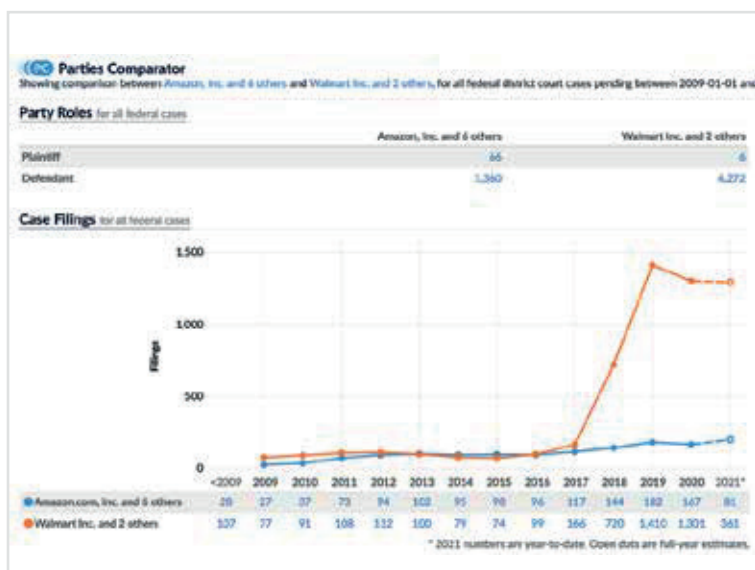
**T**oday, the legal industry has reached an inflection point where actionable legal data influences which law firm stays in the game. Many lawyers are using legal analytics to drive their businesses and legal practices as part of their win-win strategy for clients and themselves. From showcasing competitive intelligence to optimizing pricing through assessing cases to drafting better motions, they are pulling out all the stops by unlocking the potential of data to find answers to crucial questions and grow their business.

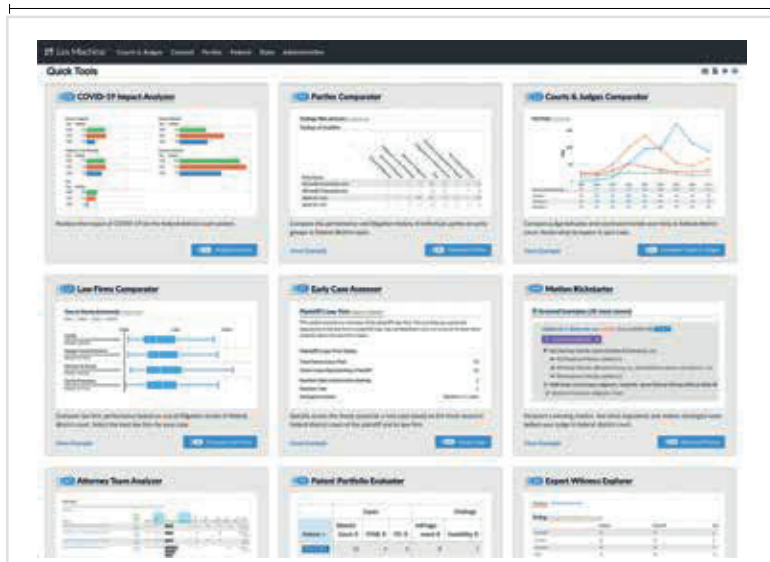
This golden era of legal analytics couldn't have been possible without the visionary thinking of Karl Harris and his team at Lex Machina. Founded in 2010, Lex Machina not only coined the term Legal Analytics but also introduced the first-ever 'Legal Analytics' platform. Driven by machine learning and natural language processing, the platform is purpose-built to analyze key documents related to a particular litigation or case, something that other modern

legal analytics vendors in the industry haven't come close to. "Other vendors have neither the documents, such as written orders by the judge or court filings, nor the technology to deliver the benefits we provide to our customers," says Karl Harris, CEO of the company.

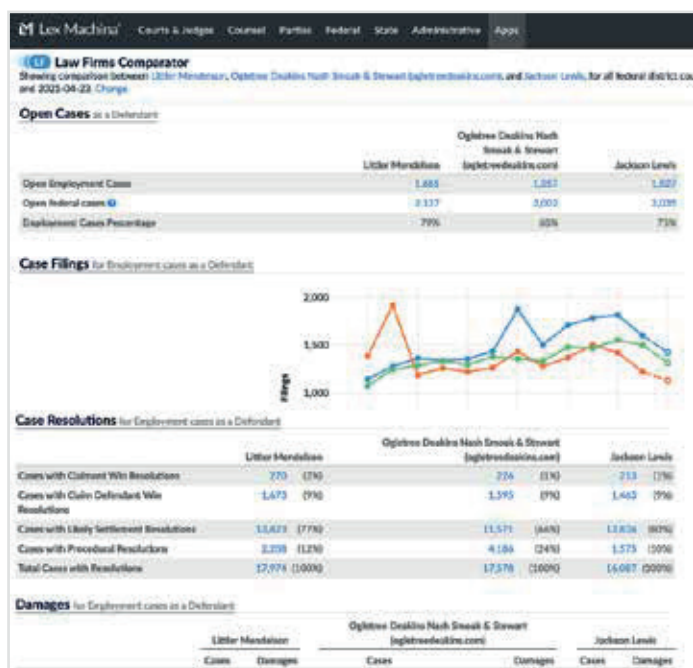
After celebrating ten years of success with its Legal Analytics platform, Lex Machina surveyed its customers to understand the most popular and powerful uses of its platform. Based on the findings, the company created 'Quick Tools', a collection of unique tools used to carry out the most popular tasks instantly, at the click of a button. Quick Tools are part of the company's strategy to help its customers leverage Legal Analytics as a critical part of the legal workflow. Quick Tools include a broad range of analytics-driven, easy-to-use tools that guide legal professionals to find instant answers to their specific questions. The tools enable legal experts to easily carry out sophisticated tasks and get information quickly, seamlessly, and effortlessly. "Quick Tools allow our customers to zero in on the specific areas of the litigation map we have built for them using our platform. There is no other analytic vendor that offers anything comparable to Quick Tools," says Harris.

To elaborate, Lex Machina's customers can use Quick Tools to do a side-by-side comparison of the litigation history of selected parties or law firms, compare judicial behavior or litigation trends across different courts, or analyze the shared litigation experiences of a new team of attorneys. They can gain insights into which law firm is more suitable for a specific type of case by having a clear picture of their unique differentiators. Quick Tools also enables rapid data-driven assessments and evaluations of new cases,





**Our easy-to-use Quick Tools allow lawyers to complete complex and sophisticated tasks in seconds that may be very hard, or even impossible to do otherwise**



motion strategies, expert witness admissibility, and patent portfolios. For example, the Motion Kickstarter allows users to instantly pull up examples of recently granted or denied motions by a specific judge. Such actionable and timely data enables lawyers to quickly and effectively craft winning litigation strategies.

As part of the Quick Tools set, Lex Machina introduced the COVID-19 Impact Analyzer to help its customers find answers to questions related to the impact of COVID-19 on litigation. For example, users can gain crucial data-driven insights on the extent of delays in court operations during the pandemic. They can also understand the impact of the pandemic on employment and insurance, among other practice areas. Lex Machina made the COVID-19 Impact Analyzer available to the legal community at no cost.

In a recent case study, Validity Finance, a firm that provides law firms with the financial and strategic resources to win complex legal disputes, benefited immensely from Lex Machina's Legal Analytics platform. Instead of relying solely on practical experience and research like its competitors, Validity Finance augmented its research and the strong experience of its lawyers with data and cutting-edge analytics provided by Lex Machina. The insights helped Validity Finance manage the funding process internally and communicate with clients realistically in a way that added value. The Legal Analytics platform allowed Validity Finance to educate itself on the number of similar cases that had been brought in a particular jurisdiction and the developments in those cases. They also learned the behavior of the particular judge and lawyers (on both sides) on similar issues. Lex Machina also aided them in understanding how the opposing party behaved in the past. "Lex Machina gives us a competitive edge by enabling us to fund cases that have a higher value and a better chance of winning. That's good for us and good for our clients," says Kate Boyd, Chief Engagement Office, Validity.

Lex Machina continues to maintain the entrepreneurial startup spirit, and its team comes to work every day to build innovative and impactful products for the legal industry. The company strives to make it easier and quicker for lawyers to navigate the litigation process using data and analytics, and to share their insights with other teams to maximize results. With such passion, Lex Machina aims to bring Legal Analytics to all areas of the law. 