



Launching Lex Machina's Enhanced Legal Analytics for Georgia State Courts

Join Chuan Qin (Lex Machina's product manager for the Georgia state court release), David Friedman (Lex Machina's Customer Success Manager) and Carla Rydholm (Lex Machina's Senior Director of Product Management) as they discuss highlights from the analytics and data included in Lex Machina's state Legal Analytics for Georgia state courts. The webcast will include a demonstration of how these state court analytics can provide insights and trends on case filing, timing, counsel, parties, and trial resolutions, rulings, and damages.

Speakers:



Chuan Qin
Product Manager
Lex Machina



David Friedman
Customer Success Manager
Lex Machina



Carla Rydholm
Senior Director of Product Management
Lex Machina

Carla Rydholm ([00:00](#)):

So welcome to our webcast. Today we're celebrating an exciting milestone for Lex Machina, which is the launch of Enhanced Legal Analytics for Georgia State Courts. Those 330,000 cases that comprise the dataset underlying our analytics, they're available in our product today. And now, Lex Machina is the first and only legal analytics solution that provides analytics about damages and outcomes at trial to tell you what happens and who is involved in Georgia State Courts. This will be a 20-minute presentation followed by answers to any questions submitted. Please share questions anytime and thank you for joining us. Note that this presentation is being recorded. My name is Carla Rhydholm and I'm senior Director of Product Management at Lex Machina and I'm pleased to introduce my two colleagues. We each have unique insights into Lex Machina's legal Analytics for Georgia. As I introduce you, describe your role with the Lex Machina team and share your reaction to the new analytics for Georgia. Chuan Qin is a product manager at Lex Machina. Good day, Chuan and thank you for being here.

Chuan Qin ([01:09](#)):

Thank you, Carla. Good morning everyone. I help lead the team of engineers, data scientists, and legal analysts to create the analytics that we'll show you Today. I'm very excited about the launch of Georgia statewide Analytics because this is the first time Lex Machina has expanded to so many courts all at once.

Carla Rydholm ([01:30](#)):

And David Friedman is a customer success manager at Lex Machina. Good day, David, and thank you for being here.

David Friedman ([01:37](#)):

Hi. Thank you, Carla. I've been a Customer Success Manager with Lex Machina for the past four years. I work with our customers, law firms, corporations, litigation funders. I help them understand how to utilize our unique analytics as effectively as possible. And I've had the opportunity to show the Georgia State Court Analytics to several customers. The reaction has been uniformly positive, so it's very exciting for me to have the opportunity to show that to them. State courts has been one of the top customer requests, so it's great that we're fulfilling that request, providing the data that customers seek and that they need.

Carla Rydholm ([02:10](#)):

All right. Well, today's presentation will start with an overview of Lex Machina. Then we'll introduce how we create legal analytics for state courts, and then demo legal analytics for Georgia State Courts. And finally have our question and answer session.

([02:25](#)):

So now I'll start things off with an introduction to Lex Machina and our approach to creating legal analytics. Lex Machina is legal analytics. It's our focus. Lex Machina provides legal analytics to companies and law firms, enabling them to craft successful strategies, win cases, and close business. It's our mission to bring legal analytics to all areas of the law and so more practice areas, more jurisdictions and more practitioners doing data enabled lawyering.

([02:54](#)):

Lex Machina can help you win. Now you can use Lex Machina to win business and win more cases in Georgia State courts. Lex Machina is used by leaders in litigation, including the majority of the AM Law 100, top in-house legal departments, top consultants, top litigation funders and government agencies. And really, our aim is to create trusted sources of data that are useful to all practitioners.

[\(03:23\)](#):

Lex Machina provides analytics for data enabled lawyering. So at the high level for Georgia, Lex Machina offers analytics for over 330,000 civil trial court cases, 26 courts serving the state of Georgia and cases filed from January 1st, 2016 through present.

[\(03:43\)](#):

The definition of legal analytics: it's the application of data-driven decision making to the business and the practice of law. Legal analytics harnesses technologies such as machine learning and natural language processing to clean, structure and analyze raw data from the dockets and legal documents, enabling lawyers to anticipate the outcomes that different legal strategies produce.

[\(04:09\)](#):

Chuan how would you like to maybe just add to this definition of legal analytics and maybe in the context of those 26 courts Lex Machina now covers for Georgia?

Chuan Qin [\(04:20\)](#):

Yeah, sure thing. So state courts have a large volume of cases and data on those cases can be sometimes quite messy. And what analytics do for you is that it gives you clarity into what's going on in these state courts and particularly the court that you're interested in. And with analytics, you can also drill down into the litigation history of a particular judge or a particular attorney. Basically what we're doing right now is building a data set that will help you answer questions about your litigation strategy or questions about a prospective client or a prospective opposing counsel.

Carla Rydholm [\(05:00\)](#):

David, what can you add?

David Friedman [\(05:02\)](#):

Yeah, I would just say legal analytics are essential, both for business development purposes, for making decisions about litigation. And only Lex Machina is providing this depth and granularity of data so that as a law firm or an attorney you can effectively counsel your clients. You can strategically determine how to expand your footprint in other courts and other practice areas. And this is true for Georgia State Courts and for the larger Lex Machina data set as well.

Carla Rydholm [\(05:28\)](#):

So we'll get to the analytics with Chuan's live demo, but first I want to orient you to what the underlying cases look like in Lex Machina. So here you can see a screenshot on the left hand side, and this is a case page from Lex Machina. On this case, you can see who is involved, the judge, the law firm, attorneys, the plaintiff, the defendant. We have this data for who is involved at the case level and then we combine the data across all of the cases to create data sets. So we start with what's available from the courts and then improve that using, really, the documents and then the technology to analyze those documents. Unfortunately, the state courts are not creating a perfect data set for us, so they're busy providing access to cases and running the day-to-day of new filings. So this is something really powerful that we'll show you more.

[\(06:25\)](#):

And then I also want to show you on a case page, this is that same case, the council data is collapsed. What you can see below it, on a case page, includes what happened, who won, were damages awarded. And we're creating these high value data sets using attorney review. We work as an integrated team combining the power of technology to create data sets using all the content that's available and having that attorney perspective to make analytics available that have a complete litigation history to draw from. Really knowing what's happened before is what we're focused on providing to our users.

[\(07:07\)](#):

And this is where we get to, really the emphasis we hope you see in the demo is that only Lex Machina provides this comprehensive coverage for judges, law firms, attorneys and parties. And only Lex Machina can really tell you who won at trial using these high value data sets for trial phase and the outcomes, damages and resolutions. Lex Machina provides our clients, I just mentioned the documents, to the underlying content that's really important to power analytics for Georgia. You can click through from the analytics to underlying case data and get to the documents. Chuan will show you that going from the high level, all the cases, to cases that you care about to then, "Oh, I want to know more," and really digging in to the underlying data.

[\(07:57\)](#):

We're systematically collecting complaints and answers to improve the counsel data. We also systematically collect orders and judgments to power judge data and motion metrics and to assess trial phase outcomes. We make those documents available to you so you can click through, see the cases and documents, do a document search using keywords. And then we have these tags where we need to know, where are the complaints? And so to download those documents, we have that same tagging available where you can key word search for particular document types as well. Then we also have on demand fetch of documents of interest to you, beyond what we're already collecting for every case.

[\(08:38\)](#):

So Lex Machina, and this is the last slide, and then we'll get to the demo, really knowing what experience your judge has, learn about opposing counsel and parties, use damages and outcomes at trial to tell you what happened and who won, understand the big picture and then get into the details for cases like yours.

[\(08:59\)](#):

So now let's hear about the newest, Lex Machina exclusive and that's ...

Carla Rydholm [\(09:03\)](#):

Hear about the newest Lex Machina exclusive and that's the Enhanced Legal Analytics for Georgia State Courts. Chuan, I want to ask you a little bit about what it's been like working on the Georgia State project. We're a mission-driven company and I know that our team is really passionate about bringing transparency to the law and covering more and more jurisdictions.

Chuan Qin [\(09:21\)](#):

It's been incredibly exciting to work on Georgia because I think we're doing something really new, looking at cases in aggregate over 26 courts all at once. And I work with an incredibly smart team and I'm learning new things every day. And of course we're fulfilling our mission of bringing more transparency to the courts, to the law.

Carla Rydholm ([09:45](#)):

And David, you mentioned that more coverage, having more and more courts is a top customer ask. So why are customers asking for data for state courts?

David Friedman ([09:55](#)):

So this state court data is critically important to have, and the way that I conceptualize this or think about this, we're heading into March Madness, as everyone knows. So with March Madness or any sporting event, you have scouting reports. And scouting reports help you understand the tendencies, the prior behavior of teams, players, coaches. This is important in the law as well. It's critically important to understand the prior behavior and the tendencies. Courts, judges, law firms, attorneys, parties, what have they done in the past. And then you can make strategic decisions for litigation in Georgia State courts in the future based on what you know of their previous behavior. It's also important for business development as well. It can help you make just strategic decisions from a business development standpoint, not just the litigation standpoint.

Carla Rydholm ([10:41](#)):

All right, well, let's see the analytics, and we can start with a scenario and I'll stop sharing so Chuan can take over, let's imagine I'm an attorney in Georgia and a prospective client calls and ask me about a medical malpractice case recently filed against them in Chatham County State Court. And that's one of the courts that serves Savannah, Georgia. So, Chuan over to you.

Chuan Qin ([11:05](#)):

All right. So I'm sharing my screen and where you're looking at right now is the landing page of Lex Machina, it shows the breadth of our coverage both on the federal side and on the state side. Now as Carla mentioned, let's imagine we're, we have a client who's interested in filing a medical malpractice case and that we know most likely this case is going to come before Judge Sapp. So I'm going to do is start with a judge search. So I'm going to click on the left top left corner where it says courts and judges, and then I'm going to type Judge Sapp's name. And just within a click, I'm at the landing page for Judge Sapp. And here I can see that he has presided over 4,500 cases in Chatham County that are filed between 2016 and the present.

([11:58](#)):

And as Carla mentioned before, we want to be able to filter down to those cases that are most like ours. So I want to point you to the left side where we have a case type filter. So I'm going to select torts, I'm going to select apply. And then immediately our results are reduced to just 2,145 cases that are the case type torts. And what you're looking at here is the summary tab that shows you the filing trends for the past few years. And you can see it's been pretty steady, a couple hundred torts cases filed per year in front of Judge Sapp. And then next to summary tab, we have the timing tab. And this is important because these timing metrics are very helpful in setting client expectations. For example, you know that the medium time to trial for these cases is 812 days, and then the medium time for termination is 365 days.

([12:59](#)):

Next to timing we have the law firm's tab, and here you can see the most active law firms on the plaintiff's side and on the defendant's side. And additionally, if you want, you can click on the law firm's report and that will give you a full list of all the law firms that have appeared in front of Judge Sapp in torts cases. And similarly, you can click on parties and here you can see the most active plaintiffs and the

most active defendants. And you can also run a party's report to see a full list of all the parties. And Lex Machina gives you also trial resolution, so you know how cases that went to trial resolves. And here we can see that plaintiffs win more often. And more importantly, we can see damages at one glance. So here you can see that the jury has awarded just under \$4 million in torts cases, and you can easily drill down to those seven cases by clicking on a link here. And so you can review each of these cases and you can review the underlying docket and the document's attached.

[\(14:11\)](#):

So I'm just going to pull up an example for you, George Brown versus Howard Zern. So here you can see the plaintiff and the defendant, you can also see the law firm that are representing the plaintiff and also the law firm's representing defendant. And if you scroll down, you can see the trial resolution, you can see the damages, and most importantly you can click through to the docket. This is the docket view of this particular case. You can see the judgment has already been downloaded and we can verify in fact that there was a damage award by the jury, and indeed there is. And this judgment was signed off by Judge Sapp. So you can verify the analytics by drilling down to the documents.

[\(14:59\)](#):

David, what have you heard from customers about how they're using judge search and judge analytics?

David Friedman [\(15:08\)](#):

So I would say judge search, this is a universal legal analytics application, everybody needs and wants to know about this, law firms, attorneys, parties to litigation, litigation funders, it's important to understand the judge who's involved in your case? What is that judge's prior behavior? As you just so capably showed, we can now see only in Lex Machina how many trials have there been? What were the outcomes? What were the damage awards? And the more farther in advance that you know it, the more strategic you can be with your decision making.

[\(15:39\)](#):

Also, I think a very important example, I've talked about this with attorneys and with law firms, setting client expectations. And I'm sure every attorney on this call would know. Clients might have a hope, "I want to go to trial immediately and I want to win \$10 million in damages." It's fine to have hopes, but you have to have realistic expectations based on the previous behavior of this judge. Are we likely to get to trial in a reasonable amount of time? What is the likelihood that we would win? What's the likelihood of the damages that we would receive if we won? And what is the best decision for us to make moving forward based on what this data shows? So this data is essential and everybody utilizes judge analytics.

Chuan Qin [\(16:17\)](#):

Great. Thank you David for those great insights.

[\(16:20\)](#):

So I want to show also a really great filter. So I just clicked on the summary page again that I just showed you, and then I'm going to click on Judge Sapp's link to go back to his landing page. And I'll point to the left side again, here's where our filters are and under case tags we have a medical malpractice tag for Georgia. So if I click on that and I hit apply, I immediately go down from 4,000 cases down to the 69 medical malpractice cases that came before Judge Sapp. So this is really neat because then you're really focused on cases just like yours. Now we can even go down and review each of these cases and look at the filings. For example, in this case, Alyssa Carter versus HCA Health Services, we can already see which law firm brought the complaint. And if we click on the docket, we can review the actual complaint that was brought by this plaintiff and we can verify the medical malpractice claims here. And additionally, we

can also check the analytics because at Lex Machina we have a tradition of showing our work. So you can see that McArthur Law Firm is indeed the firm that brought this complaint.

[\(17:36\)](#):

So David, can you share a little more about the value to customers of being able to go from analytics down to the case dockets to any documents attached?

David Friedman [\(17:48\)](#):

Sure. Yeah. So being able to look at the complaint, there are a number of different values of that. One, if you haven't practiced in this court before, that the complaints that have been filed by other law firms, that can be a template for you. How do you write or draft a complaint in this practice area in this-

David Friedman [\(18:03\)](#):

How would you write or draft a complaint in this practice area in this court? Also, I have talked to customers where you look at the complaint, what was pled, what was alleged, what were they seeking, and then if you're looking at a terminated case, you can then look at the order. It's easy in Lex Machina to search through the docket of the case. You can quickly pull up the complaint, pull up the order, see what the plaintiff requested or demanded, and then was that successful, was that effective, and you can utilize that insight in your own drafting of complaints moving forward. All of this document searching and how easy it is to do this in Lex Mock is very helpful.

Chuan Qin [\(18:36\)](#):

Great. Thank you for that quick summary.

David Friedman [\(18:38\)](#):

Sure.

Chuan Qin [\(18:39\)](#):

Now that we've seen Judge Search, I'd like to show you the next part of my demo on Law Firm Search. Now, let's go back to this case that we just looked at. McArthur Law Firm is the firm that's representing this plaintiff. Now, let's say we have a client that comes to you that tells you that somebody has filed a case against them and that the opposing law firm is McArthur Law Firm. We can look at the analytics for this firm by either doing the Council Search up at the top, or I can just click through right here. Either way, we'll come to the landing page for this law firm.

[\(19:17\)](#):

This is a great starting point for a law firm search because you get to see the litigation profile of MacArthur Law Firm, and you see that they have cases in district court and at the Court of Appeals. For their federal cases, they mostly fall under insurance and torts. However, they have 165 cases in the state courts. Now, that's really interesting, and, David, maybe you can speak a little bit about why it is useful for customers to do a law firm search.

David Friedman [\(19:52\)](#):

Sure. At least, there are multiple different use cases for this. I'll just mention two quickly. One, if you are a party to litigation, again, to use that analogy, this is your scouting report. I want to vet outside counsel. I want to compare the track records of various law firms and know who's the best law firm for our situation for us to hire. If you are a law firm, you are going to be looking up essentially your opposing

law firm and understand how much experience they have. Again, you can go into their documents, see what kind of documents they filed, their complaints, their responses previously, and then plan your strategy accordingly. It's very important to have these scouting reports for law firms, whether you are a law firm or you're a party to litigation.

Chuan Qin ([20:33](#)):

That's great. Since our scenario is that we're in Georgia, we want to look at our state cases, so I'm going to click on the 165 cases here, and then right away we can click on courts and we can see that this law firm has experience in 14 different state courts in Georgia.

([20:54](#)):

And then additionally, I want to highlight a feature here is if we click on the documents tab here, we can do a keyword search over documents filed in cases in which this firm appeared in. This is really cool feature because Lex Machina, as mentioned by Carla, we collect systematically complaints, answers, orders, judgments from all these Georgia cases. We do this because oftentimes the records from the state courts can be incomplete or fragmented, so by investing in documents and technology, we are basically building the most comprehensive data set on attorneys, law firms, and judges.

([21:40](#)):

To demonstrate this, let's say that punitive damages are an issue in this particular case, so I'm going to do a quick keyword search for punitive damages. Here we have 77 matches. This is really cool because, for example, if I wanted to see how this firm pleads punitive damages, I can click on view this document to look at the complaint that's filed in this particular case, Rozell versus Larosa, and I can scroll through the complaint and I can look at how the pleadings were drafted, and I can also verify the analytics by looking at the law firm, and it's indeed filed by McArthur Law Firm.

([22:27](#)):

You can go through, similarly, all the other cases that you saw in your matches and use those as templates or use them to further understand your opposing counsel. David, what have you heard from customers about how important document search is for their workflow?

David Friedman ([22:47](#)):

Yeah. This is a customer request that I frequently get, where a customer will say, "I'm trying to find all the complaints or the jury verdicts or the orders that mention some specific terms," so they really want to drill specifically into all the documents that mention that terminology, like you showed the example of punitive damages. And so, this is extremely helpful, helps them to be very efficient to find all the documents that mention the terminology of interest, and then they can read those documents and gain greater insights into that portion or that aspect of the litigation.

Chuan Qin ([23:16](#)):

Okay. That's great. Now, I'm going to switch gears and what I'm going to do is I'm going to show you how to use Lex Machina to win business. Imagine you have somebody come to you and they want to consider filing a personal injury case against Lyft after a recent experience with the ride-sharing service. Now, as a plaintiff's attorney, you want to learn as much as possible about the entities that your client can file against, and you want to be able to track any ongoing litigation.

([23:56](#)):

You do that easily in Lex Machina. What I'm going to do is I'm going to do a party search. To do that, I'm going to click on parties, and then I'm going to type Lyft. Here, you can see Lyft shows up differently across litigation, but I'm going to select the ones that are most relevant to me, so I'm going to select Lyft Inc and Lyft. And then once I have this party group, I'm going to select view analytics, and here, again, similar to the law firm, you can see the litigation profile of this entity. Here, we see Lyft has 341 cases in federal court and has 59 cases on appeal, and they have a substantial number of cases in state courts. What's really cool now is ... Sorry. I need to move my screen a little bit. Right now, again, we are interested in cases filed in Georgia because that's where my practice is, so I'm going to drill down to those state court cases, and then we can go through any of these cases to see where our analytics come from. David, do you care to speak a little bit about how useful it is to do party searches?

David Friedman ([25:25](#)):

Absolutely. With party searching, I would say quite simply knowledge is power. If I'm a law firm or an attorney, I'm litigating against another party, I want to understand how often has this party been involved in this type of litigation? Who represented them before? Do they settle? Do they go to trial? I want to understand everything about that party before I head into the litigation.

([25:45](#)):

From a business development standpoint, if I'm trying to expand my client footprint, I want to understand the pain points of that party, what litigation have they had, what outcomes did they have, how did that compare to our firm's outcomes in similar cases, so when I go into the business-development meeting, there's nothing that's going to come up in that meeting that I don't already know because I've looked at Lex Machina's legal analytics. I understand everything about that party, whether I'm facing them in court or I'm facing them across the conference room table and I'm trying to win their business.

([26:13](#)):

These party analytics are very important and nobody has this other than Lex Machina. You can't get this anywhere else.

Carla Rydholm ([26:20](#)):

Chuan, do the final step.

Chuan Qin ([26:21](#)):

Yes.

Carla Rydholm ([26:21](#)):

Show me Georgia. Yeah.

Chuan Qin ([26:23](#)):

Yeah. I forgot to show this great filter that we have down here. We can filter down from more than 3,400 cases down to just the cases I care about in Georgia, which are 214, and we can even see that these cases are spread out in across 11 different state courts.

([26:43](#)):

Additionally, we have a toggle at the top between open cases and terminated cases. If I click open cases, I can do a quick ... I can click on the start icon on the top right to create an alert so that any new case that comes in ...

Chuan Qin ([27:03](#)):

... Create an alert so that any new case that comes in, I will be notified right away and I can fill in my client on what's going on in similar proceedings against Lyft.

Carla Rydholm ([27:13](#)):

All right, very good. Well let's turn to some questions. David and Chuan, a number of questions came in, so maybe I'll take over the screen sharing and then we'll address some of what folks asked for. So let's see. There's a question about Georgia Appellate cases and whether Lex Machina covers those court of appeals and the answer is not today. We added a panel at analytics for our federal offering last year and learned a lot from that. And we'll use that as a blueprint, but we don't have appeals yet for Georgia. But we'll definitely reach out and ask you about what would be important when we do add appeals that layer on top, it's very important and I understand that question.

([28:03](#)):

Let's see. Oh, there was a question about, are there other states in the pipeline? Answer is yes. We have a lot of ambition about bringing Lex Machina into more and more courts and then Chuan, we also have some big picture just really having core analytics available for hundreds of courts later. Really later this year is the objective. And then, oh Chuan, you're working on state case access through the API. What can you tell us about is case data in Lex Machina's API?

Chuan Qin ([28:40](#)):

Not at the moment, but it's definitely in development and our goal is to release state courts in the API as soon as possible.

Carla Rydholm ([28:50](#)):

Cool. And then there's a question about the 26 jurisdictions chosen. Is there a list of the 26 courts? There is and we can provide that definitely. And we have some press releases coming up today that will make sure that we get the word out about which courts are currently covered. But they definitely center, I would say Chuan on many of the counties around Atlanta and Savannah. And then we're really hoping that more and more courts will make their full electronic records available so we can provide analytics. Wow there's so many questions. This is awesome. If we don't get to the question that you asked, we will follow up if you have your name in our chat.

([29:35](#)):

Let's see. Okay, I have a question about the bus dev side and you mentioned the ability to get law firm reports. So there's questions just around market share and specific parties. That's a really interesting question. We don't have a market share exactly for areas of law, but we do have from a law firm's report, Chuan and David, one can go see how many cases that law firm represented for specific parties. And we do have a party industries filter that we're rolling out ambitiously this year.

David Friedman ([30:11](#)):

And you could see which law firm you could go by court and case type, which law firm has handled the largest number of that type of case in that court within that scope of coverage to 2016 to the present.

So you wanted to know which law firm in this particular county in Georgia has handled the most cases in that timeframe. You would be able to see that. It wouldn't show a share percentage, but you'd see the raw number and you could compare it to the other law firms.

Carla Rydholm ([30:37](#)):

Yep. Someone asked a question about the magistrate judges, which we know are important in Georgia t.t we don't currently have judge search for magistrates, but we have heard that feedback, just please do know. Chuan, what else would you say about magistrates? Just we've heard that question a few times and want to make sure we match what would be useful to practitioners. Anything else?

Chuan Qin ([31:00](#)):

Are there particular counties where these magistrate judges are?

Carla Rydholm ([31:09](#)):

We'll want to really do some interviews to understand the most thoughtful way to add magistrate judges, but we do understand that that could be really important for Georgia practitioners. I do want to be respectful of our time and I'm trying to balance answering all these great questions with trying to stay to our designated time slot. So I think I may wrap it up, even though we didn't get to all of the questions.

([31:33](#)):

We do have a question from someone about an in-system message right now for Fulton County and Fulton Superior and just the fact that our case data isn't up to date. We do try to be transparent with state courts in terms of what's available and if ever we can't get nightly updates. And so that is in development right now actually. We'd really hope to have everything updated in time for the launch and we're really close, but that message is still up because we're working on getting all the cases and documents collected, from the point where we couldn't get access through present. So coming soon, I guess I would say Chuan, anything else you want to add to that?

Chuan Qin ([32:15](#)):

Yeah, the case dockets are updating. It's just we're still catching up on the documents.

Carla Rydholm ([32:21](#)):

All righty. Well, I will take us to our final slide here. It is really a thank you to everyone who joins and if you are already a customer and are interested in training, please contact your customer success manager and if you're not yet a customer, please do send us a note. sales@lexmachina.com and thank you so much for your time, and take care and have a great day.