

BUYING LEGAL COUNCIL
Americas Legal Procurement Conference

New York

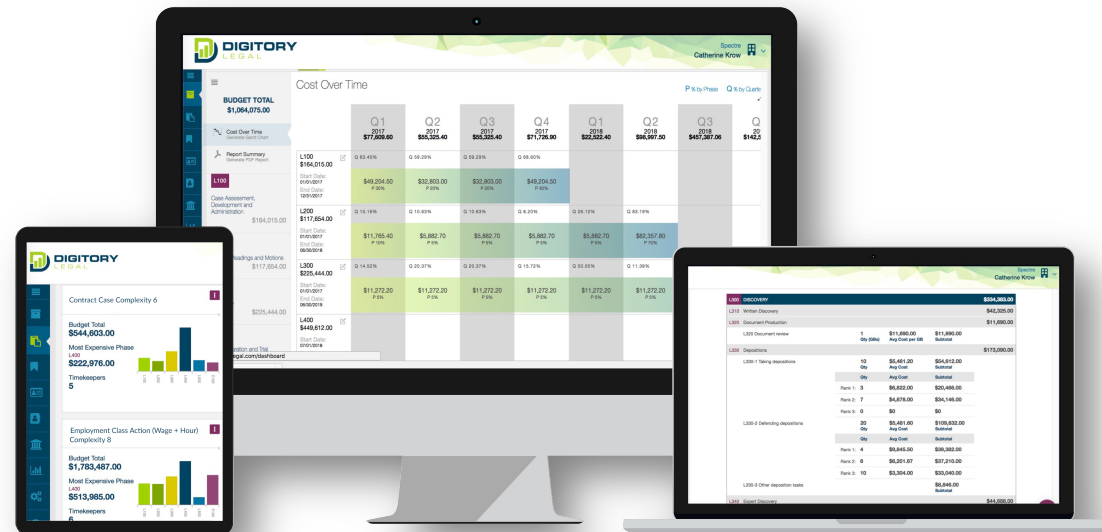
September 5, 2019

CATHERINE KROW

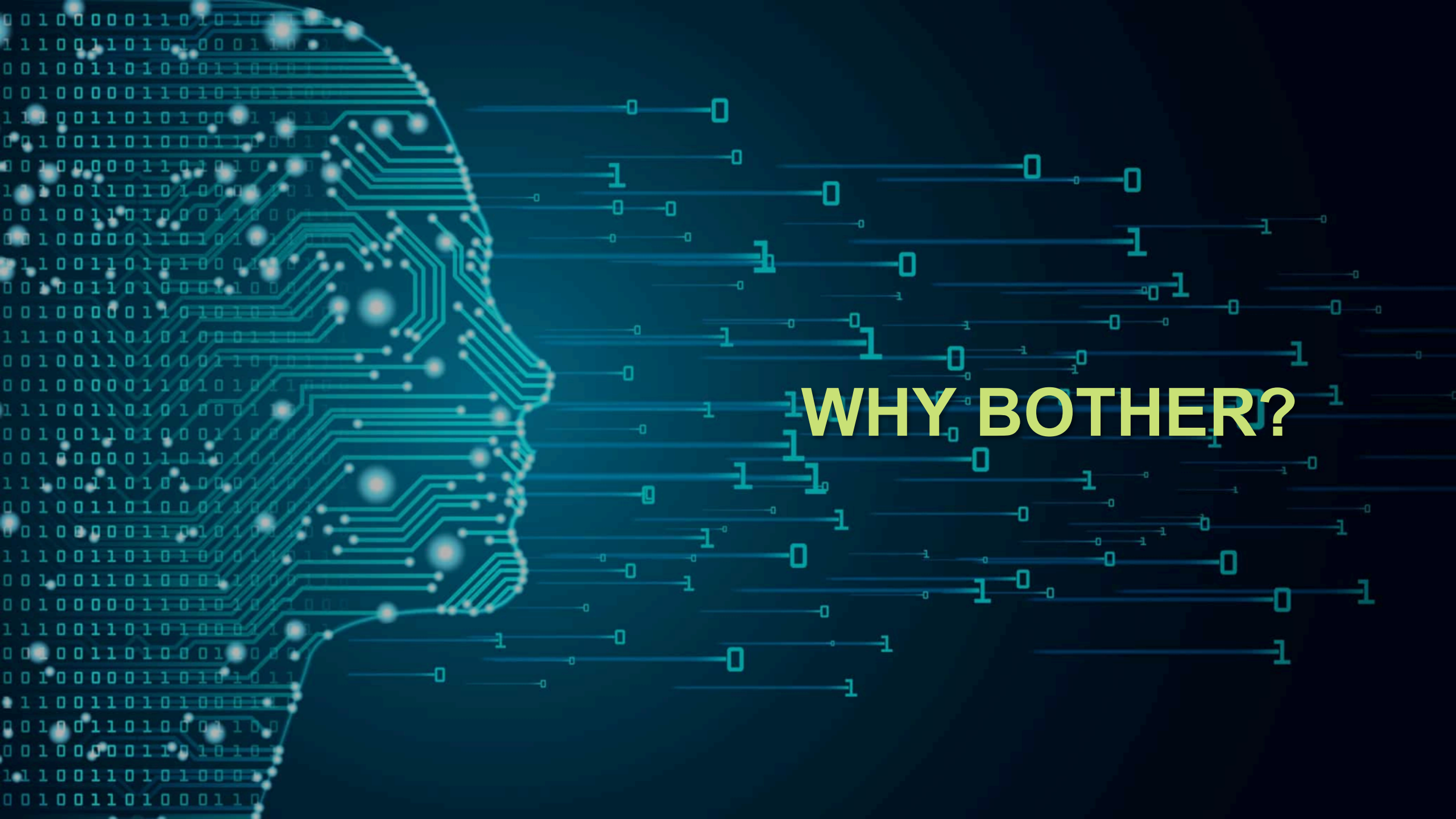


DIGITORY
LEGAL

The Transformative Power of Data: Dig In & Do Better



*Buying Legal Council,
America's Conference, Sept. 5, 2019*



WHY BOTHER?

PAY YOUR DATA DEBT

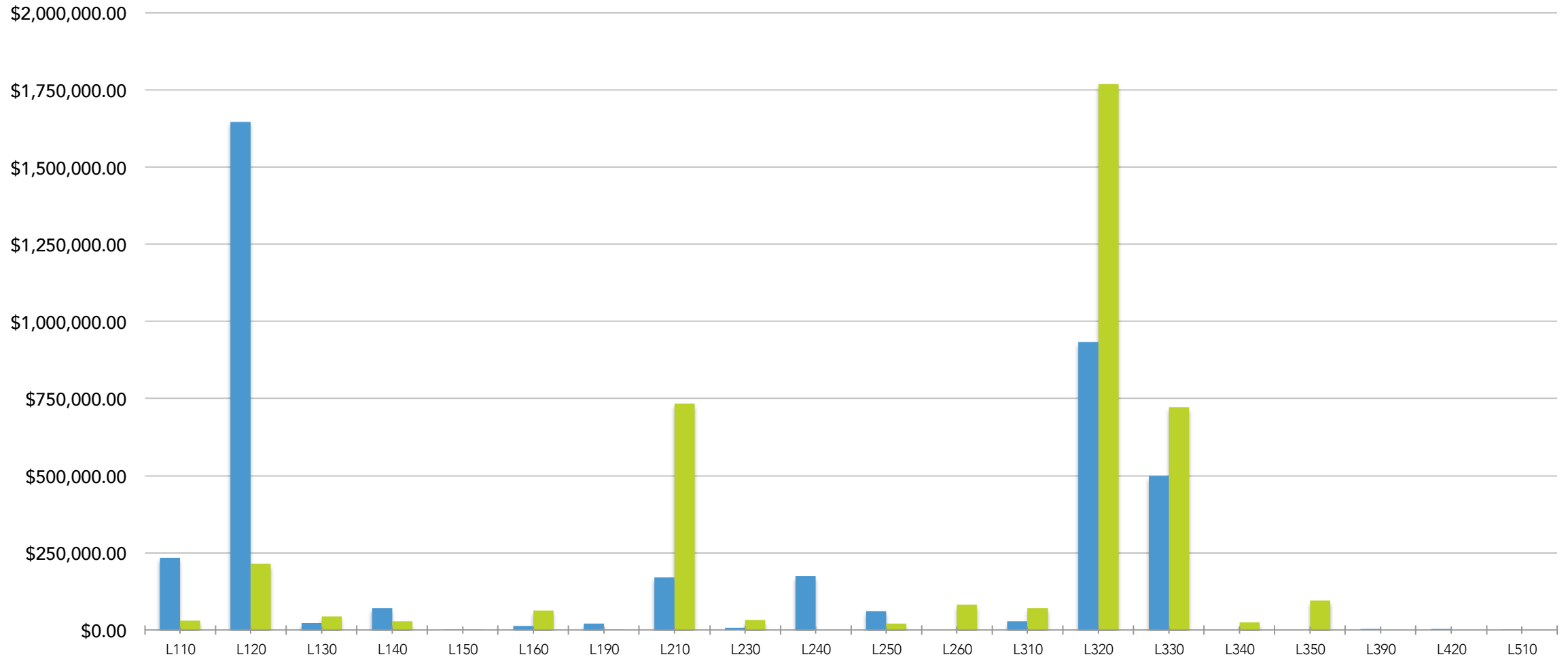


“MAKE MEASURABLE WHAT IS NOT SO.” - GALILEO



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Invoice_10002.Sky_Bros.Hobbs_Complaint.09-03-2014.dat
LEDES1998B[]
INVOICE_DATE|INVOICE_NUMBER|CLIENT_ID|LAW_FIRM_MATTER_ID|INVOICE_TOTAL|BILLING_START_DATE
BILLING_END_DATE|INVOICE_DESCRIPTION|LINE_ITEM_NUMBER|EXP/FEE/INV_ADJ_TYPE|
LINE_ITEM_NUMBER_OF_UNITS|LINE_ITEM_ADJUSTMENT_AMOUNT|LINE_ITEM_TOTAL|LINE_ITEM_DATE|
LINE_ITEM_TASK_CODE|LINE_ITEM_EXPENSE_CODE|LINE_ITEM_ACTIVITY_CODE|TIMEKEEPER_ID|
LINE_ITEM_DESCRIPTION|LAW_FIRM_ID|LINE_ITEM_UNIT_COST|TIMEKEEPER_NAME|
TIMEKEEPER_CLASSIFICATION|CLIENT_MATTER_ID[]
20140903|10002|Sky Bros|Hobbs Complaint|470.00|20140804|20140903|Hobbs Complaint|143|F|.1
0|10.00|20140903|||SAJ|Phone call with John. |34349u320843|100| Sally Ann Jones|Partner|
[]
20140903|10002|Sky Bros|Hobbs Complaint|470.00|20140804|20140903|Hobbs Complaint|117|F|
1.5|0|150.00|20140903|||SAJ|Breakfast meeting with Hobbs re Depo prep|34349u320843|100|
Sally Ann Jones|Partner|[]
20140903|10002|Sky Bros|Hobbs Complaint|470.00|20140804|20140903|Hobbs Complaint|118|F|1|
0|200.00|20140903|||CMB|Call to discuss new evidence|34349u320843|200| Craig Max Bierko|
Partner|[]
20140903|10002|Sky Bros|Hobbs Complaint|470.00|20140804|20140903|Hobbs Complaint|144|F|.1
0|10.00|20140903|||SAJ|Walk in meeting|34349u320843|100| Sally Ann Jones|Partner|[]
20140903|10002|Sky Bros|Hobbs Complaint|470.00|20140804|20140903|Hobbs Complaint|118|F|1|
0|100.00|20140903|||SAJ|Call to discuss new evidence|34349u320843|100| Sally Ann Jones|
Partner|[]
Rate: $154/hours
```

BEFORE vs AFTER



CONNECT DATA TO CONTEXT



The Why Behind the Numbers

- Judge & Venue?
- Applicable law?
- Continuances?
- Opposing parties and lawyers?
- Scope?
- Claim type?
- Complexity?
- Damages?



HOW YOU USE IT

SCOPING + MEASURING + MONITORING





NO
MORE
SURPRISES



DID COST vs. SHOULD COST



Description
Parties
Staffing
Budget

\$

L300

L200

L300

L310

L320

L330

L340

L350

L390

L400

L500

E100

L300 Discovery

Includes all work pertaining to discovery according to court or agency rules. ABA

L310 Written Discovery

Developing, responding to, objecting to, and negotiating interrogatories and requests to admit. Includes mandatory meet-and-confer sessions. Also covers mandatory written disclosures as under Rule 26(a). ABA

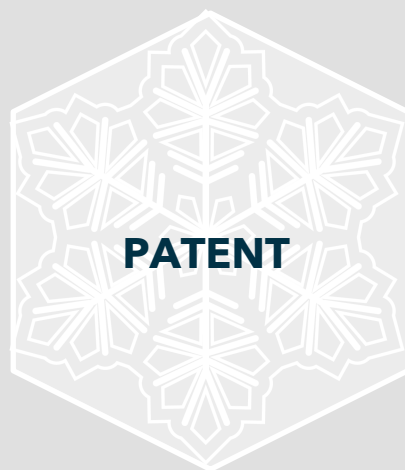
L310 Total: \$ 95,150.00

Timekeeper	Activity Code	Task Description	Hours	Total	Percentage	Due Date	Notes	Add Timekeeper
Partner 1 <small>Title: Partner Experience: 21-30 years Rate: \$530/hours</small>			25	\$13,250.00	9.43%			Add Timekeeper
Senior Associate <small>Title: Sr. Associate Experience: 8-10 years Rate: \$386/hours</small>			120	\$46,320.00	45.28%			Add Timekeeper
Associate Mid-level <small>Title: Associate Experience: 4-5 years Rate: \$325/hours</small>			100	\$32,500.00	37.74%			Add Timekeeper
Paralegal 1 <small>Title: Paralegal Experience: Paralegals & Law Clerks Rate: \$154/hours</small>			20	\$3,080.00	7.55%			Add Timekeeper

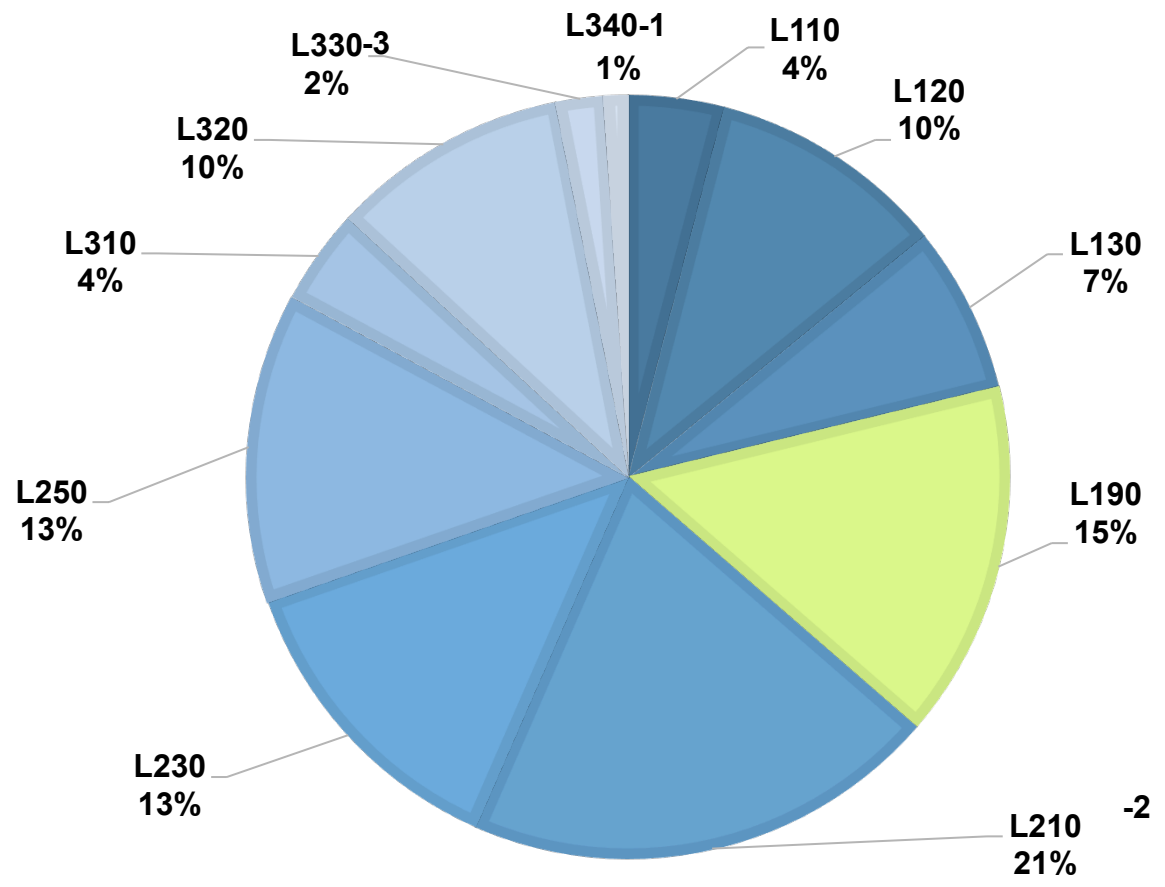
L310 Timekeeper Summary

Name	Title	Experience	Rate	Hours	Cost	Percentage
Partner 1	Partner	21-30 years	530.00	25	\$13,250.00	9.43%
Senior Associate	Sr. Associate	8-10 years	386.00	120	\$46,320.00	45.28%
Associate Mid-level	Associate	4-5 years	325.00	100	\$32,500.00	37.74%
Paralegal 1	Paralegal	Paralegals & Law Clerks	154.00	20	\$3,080.00	7.55%
Total				265	\$95,150.00	100.00%
Weighted Average Billable Rate (WABR)						\$359.06

EVEN SNOWFLAKES HAVE PATTERNS



PROFESSIONAL DEVELOPMENT | DIVERSITY



Shannon Cunningham, Sr. Associate



ARE YOU

READY?



BUILT FOR THE MODERN LEGAL MARKET

WWW.DIGITORYLEGAL.COM



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*All data and names in presentation are synthetic and created for demonstration purposes only