

reveal

How Baker Donelson used Logikcull
to **Maximize Client Value**

Evaluation

After a six-month evaluation process of several industry options, and a successful pilot, Baker Donelson selected Logikcull to support its attorneys and staff and deliver client-friendly results. Logikcull empowered Baker Donelson to tackle discovery matters themselves with minimal assistance which caused:

1. Faster direct engagement with the documents and data by the trial teams
2. More autonomy and control over the eDiscovery review and production process
3. Lower overall costs to clients
4. Minimal internal overhead and litigation support needs

In the words of Baker Donelson shareholder and member of Baker Donelson's Government Enforcement and Investigations Group Tom Barnard, eDiscovery is now "less of a burden" in many cases. "Now, we don't need to have big discussions around budget and timelines. Discovery has become a value-add to the client relationship, instead of a sticking point."

"There's a certain amount of time and energy required to get an eDiscovery project started," Alexandria Hartill, a Baker Donelson eDiscovery attorney remarked. "Logikcull significantly reduces the time and energy needed to get an eDiscovery project started and eliminates most of the annoying hassles usually associated with setting up an eDiscovery project. Once the database is set up, it requires very little internal support. This gets the trial teams into their data quickly and we can all focus on being lawyers."

The Results of Using Logikcull

Baker Donelson's proactive approach to re-imagining their discovery process began long before economic conditions and client demands forced other firms to scramble to cut costs. The firm spent over six months in 2018 evaluating discovery technology before choosing Logikcull, and an additional six months rolling out the platform through a proof of concept pilot program in the first half of 2019. The project requirements were simple: fast loading speeds to accelerate the data access by the trial teams; user friendly features that made trial teams fast and efficient on standard low-eDiscovery intensity matters; and predictability and simplicity as to pricing and budgeting.

The firm rejected a one-size-fits-all approach to discovery. Rather, it maximizes its eDiscovery lawyers to manage, consult and lawyer the more data intensive matters. For matters with a more standard data profile, attorneys are directly equipped with a do-it yourself solution that could be deployed without engaging a project manager, litigation support professional, or training resources.

Given the uncertainty of data volumes and the often matter and vendor specific nature of eDiscovery volumetric pricing, eDiscovery costs are generally among the most difficult to budget that are associated with the overall litigation spend. With Logikcull, Baker Donelson was able to leverage Logikcull's flat per-matter rate and one-time data upload cost to bring unprecedented predictability to their discovery costs. It has also allowed them to eliminate hefty, data-based hosting fees entirely, replacing them with a cost certain flat fee that does not vary based on volume.

247%

Increase in adoption

34%

Growth month over month

207

Baker Donelson attorneys and paralegals utilizing Logikcull