



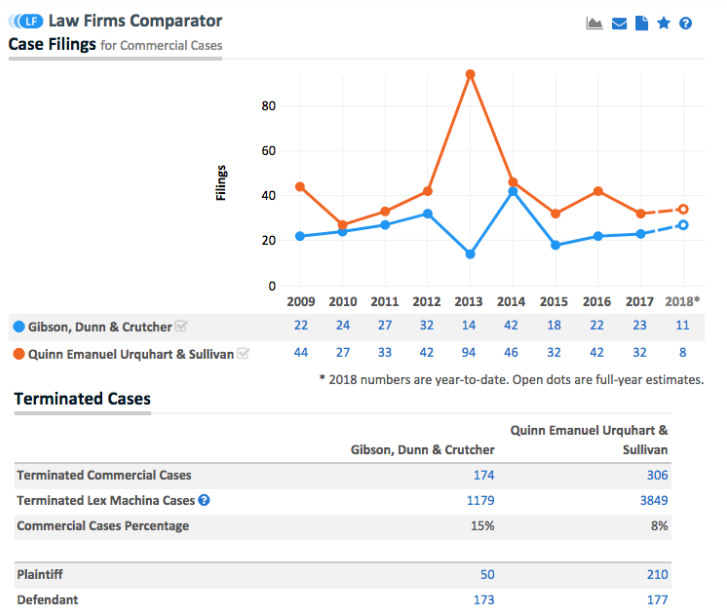
## Using Legal Analytics<sup>®</sup> for Outside Counsel Selection

Companies selecting outside counsel need to understand which other organizations a law firm has represented, how busy specific lawyers at the firm are, and how well they have performed in previous litigation.

Lex Machina helps you to quickly and effectively analyze the client list, case load, and litigation performance of any law firm or lawyer. Our *Legal Analytics Apps* are the only analytic tools available that allow you to compare law firms side-by-side to assess their performance and make data driven decisions.

## Find the Right Counsel

Identify potential counsel based on the criteria of your choice, including types of cases, subject matter expertise, location, and more. Use our *Law Firm Comparator* to make instant side-by-side comparisons. See how many open cases firms or individual attorneys have. Use data and facts to support your choice of counsel to the board.



## Assess Counsel Performance

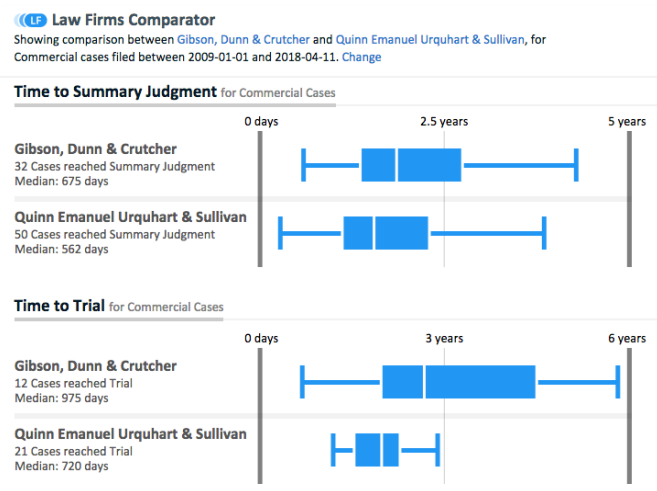
Review and compare the track record of law firms and individual lawyers. See a firm's client list as well as the outcomes achieved. Highlight potential areas of conflict. Analyze a firm's experience with specific districts, judges, and subject matters to find the best possible counsel for your needs.

## Manage Outside Counsel

Validate strategic choices of outside counsel by looking at the data yourself. Analyze their recommendations, their motions, and their venue selection strategy. Gain insights to determine the optimal time to settle.

## Anticipate Litigation Spend

Make budgeting decisions based on the life of a case. Create realistic litigation budgets by viewing time to key milestones for specific firms in specific courts and comparing them to other jurisdictions.



*"We expect all of our outside litigation counsel to use Lex Machina if they have more than 50 attorneys."*

- Huawei

