

STREAMLINING PRE-LITIGATION ACTIVITIES:

Why Data Collection & Processing Software Creates The Strongest ROI for In-House Legal Departments

ROI

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INTRO

With corporate legal departments facing greater economic and regulatory challenges now than at any time in recent memory, many are focused on cutting costs by bringing more operations in-house—like e-discovery. Traditionally-outsourced steps in the e-discovery process, such as collection and processing, have been earmarked by legal departments as areas for potential cost savings and improved operational efficiency.

Take a look at how a few of *our clients* have harnessed Exterro's industry-leading e-discovery collection/processing software to address their biggest challenges—and create massive savings.

EXTERRO CLIENT:

“Last year, we saved \$2.1 million. How you collect it, what it costs to collect, what it costs to produce it—everything is in one database and I can look at my cases and see how much I saved for each one. And it's funny because I meet with different companies and they ask, “how much will I save?” Probably about 80%. And given that companies pay a few million a year for e-discovery, that's a lot of money.”



—Linda Luperchio,
Director of Information Lifecycle Governance & E-Discovery, Hanover Insurance

Most-often outsourced steps in the e-discovery process: **Preservation & Collection**. Area in which Legal is looking to reduce costs the most: Preservation & Collection.

*2020 In-House Benchmarking Report & Blickstein 4th Annual Study of Effective Legal Spend Management

last year, we saved \$2.1 million

X ROI

here's what we can save each year: it's several millions

X ROI

EXTERRO CLIENT:

“We did some cost analysis and said, ‘the Exterro tool will pay for itself in the first year, because we can produce our own data and can do smaller subpoenas in-house. The cost-benefit seems so clear when you lay it out, but people are so darned scared to take that leap, because it's an unknown. But when we submitted our budget, we said ‘Here's what we spent, here's what it costs for these new tools, and here's what we can save each year.’ It's several millions.”



—Chris Garber,
Head of E-Discovery, Allergan

Most effective method of controlling e-discovery spend: **Utilizing e-discovery technology**.

*Blickstein 4th Annual Study of Effective Legal Spend Management

“Greatly reduces the volume of paper document collection; Decreases the need/or use of paper records; Eliminates the need for potentially less secure digital tools that have previously been used in the capture, review and production of materials during litigation and in response to FOIA requests.”

—U.S. General Services Administration

In-house teams want to limit the most expensive pre-litigation cost: **document review expenses**. More than **50%** of the time, legal departments will conduct a first pass review to help minimize cost.

*2020 In-House Benchmarking Report

↓ **greatly reduces the volume of paper document collection**

↓ **eliminates the need for potentially less secure digital tools ... used in the capture, review, and production of materials**

X ROI

by the time our outside counsel gets it, **YOU'VE ALREADY DONE THE HEAVY LIFTING**

X ROI

EXTERRO CLIENT:

“Once you bring e-discovery in-house, you just have a ton of control over your process. You might think it's super easy to just send everything off to a third party to handle, because after all, your time is worth your money too. But now, before we turn over our data ... the data has been collected in a forensically-sound manner—and in many cases, it's already been reviewed for relevancy and labeled. By the time our outside counsel gets it, you've already done the heavy lifting.”



—Alayne Russom,
Director of Operations for the General Counsel's Office,
Thrivent Financial

The average cost of a dispute = **\$1.5 million per \$1 billion in revenue**. Litigation volumes have increased in each of the last four years.

*Norton Rose Fulbright 2019 Litigation Trends Annual Survey

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Schedule a meeting with Exterro to learn how Exterro's collection and processing software, E-Discovery Data Management, can save you money and time within pre-litigation activities.

[SCHEDULE A MEETING](#)