

LAW FIRM CASE STUDY

APPROXIMATELY 450 ATTORNEY LAW FIRM WITH MULTIPLE PRACTICE AREAS AND OFFICES WORLDWIDE

SITUATION

- The firm had similar flat-rate contracts with both Lexis and Westlaw
- The monthly commitment to one vendor ('Vendor A') was much higher than the other vendor ('Vendor B')
- During negotiations, it became obvious that Vendor A was not willing to correct/reduce its price

CABLE&CLARK SOLUTION

- After extensive analysis of use, including content area analysis, C&C provided its findings to the firm
- Based on that information, the firm chose a preferred vendor strategy
- After reviewing a number of options and factors, the firm selected Vendor B as its preferred vendor
- Customized solutions were developed by C&C both internally and in conjunction with Vendor B
- C&C supported the firm through the transition working closely with Vendor B customer service and field staff, as well as internal firm personnel

RESOLUTION

- The firm successfully made the transition to a preferred vendor environment
- Total savings to the firm: Approximately \$300,000 per month

SUMMARY

C&C's unique analytics allowed the firm to determine that it could function well with one major online vendor. With C&C's support through the change, the transition was relatively seamless and the firm now enjoys excellent access to the information it needs at an online budget reduced by 60%.