

Using Monitor Suite Case Outcomes

Gaining a competitive advantage in today's marketplace has become increasingly challenging. To craft more effective growth strategies, law firms need access to better intelligence. Monitor Suite Case Outcomes provides the analytics firms need to better understand the litigation efficiency and effectiveness of clients, prospective clients, and competitors. Using these metrics, firms can leverage competitive opportunities.

Access Monitor Suite Case Outcomes at www.monitorsuite.com.

Searching Case Outcomes

You can search Case Outcomes by companies, law firms, attorneys, or judges. Case Outcomes analyzes data from millions of U.S. district court dockets to help firms gain insight into the following components: Case Status, Case Status Summary, Opposing Counsel, and Litigation Comparison Report.

SAMPLE SEARCH

Suppose you are investigating outside counsel opportunities at Microsoft Corporation and need information to assess the competitive landscape. To run a search to retrieve this data, complete the following steps:

1. At the Monitor Suite home page, select **Company** from the **Search by** drop-down list.
2. Type **microsoft** in the text box.
3. Click **Look Up**. A list of items matching your search terms is displayed (Figure 1).
4. Click **Add** preceding each item you want to include in your search.

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LEGAL BUSINESS
DEVELOPMENT
SOLUTIONS** drive your firm's growth strategy by providing a holistic view of client needs, their business landscape, and their interactions with your firm. Empower your firm to act with the simplicity, credibility and expertise you need to drive success.

For technical assistance, call Monitor Suite Technical Support at 1-877-347-6360.

The screenshot shows the Monitor Suite search interface. The search bar at the top has 'microsoft' entered. The search results are titled 'West Company Authority Matches: microsoft - 4 results'. The results table has columns: SELECT, COMPANY NAME & ADDRESS, TICKER, and LEGAL EVENTS. The first result is for Microsoft Corporation (MSFT, NASDAQ) with 44539 Legal Events. The second result is for Microsoft CHIC INC (CSC, NYSE) with 1 Legal Events. The results table includes links for 'Company name variant matches search term: [MICROSOFT]', 'Show Subsidiaries | http://www.microsoft.com', and 'Industry: Computer Facilities Management Services'.

Figure 1. Search page

5. Click **Get Results** in the left column to generate a report about Microsoft.
- The search result is displayed (Figure 2 on page 2).



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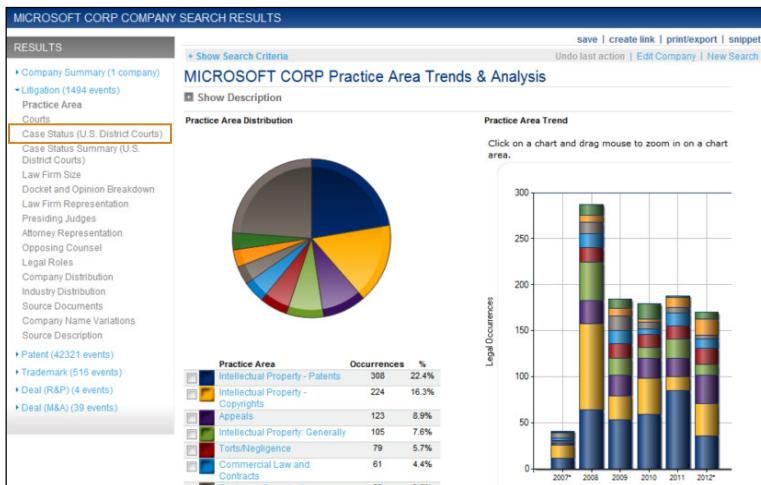


Figure 2. Company report for Microsoft

CASE STATUS

Case Status information helps you identify whether a case is open or closed and examine closed cases by type of resolution. To view Case Status information, complete the following steps:

1. Click **Case Status (U.S. District Courts)** in the left column. The Case Status page is displayed containing a chart that tracks open and closed cases over the last five years (Figure 3).
2. To filter the information, select the appropriate check box. For example, to filter by closed cases, select the check box for **Closed**, select **Include Selected–Display Next Level** from the drop-down list, and click **Filter Report**. The chart is redisplayed, showing closed cases broken out by type and frequency of resolution.

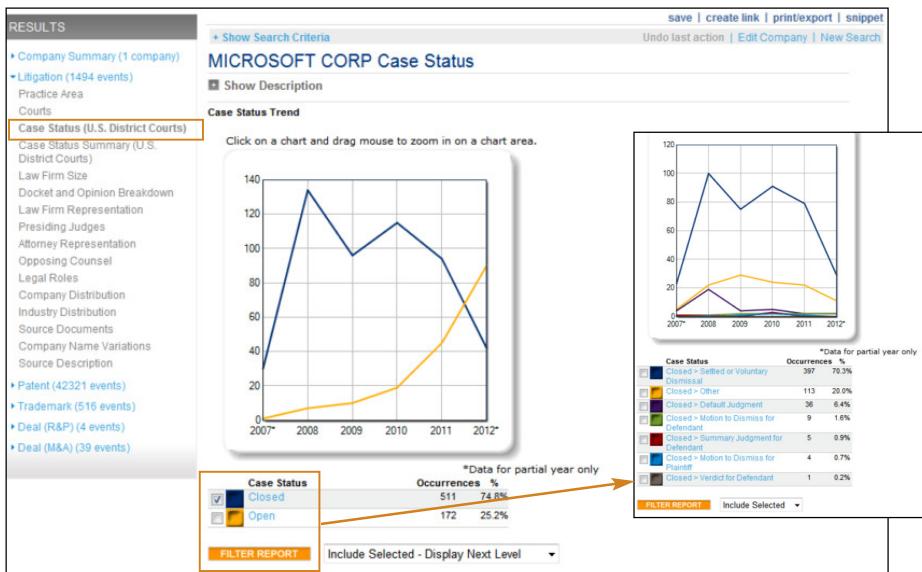


Figure 3. Case Status report section filtered by closed cases

CASE STATUS SUMMARY

Use Case Status Summary information in conjunction with Case Status information for a more in-depth picture of the company's litigation portfolio, including metrics to help evaluate and qualify the business opportunity.

1. Click **Case Status Summary (U.S. District Courts)** in the left column. The Case Status Summary page is displayed containing analysis of parties, motions, and case resolution (Figure 4).
2. To view a detailed explanation of how a specific line item is calculated, click the Information icon next to the item.

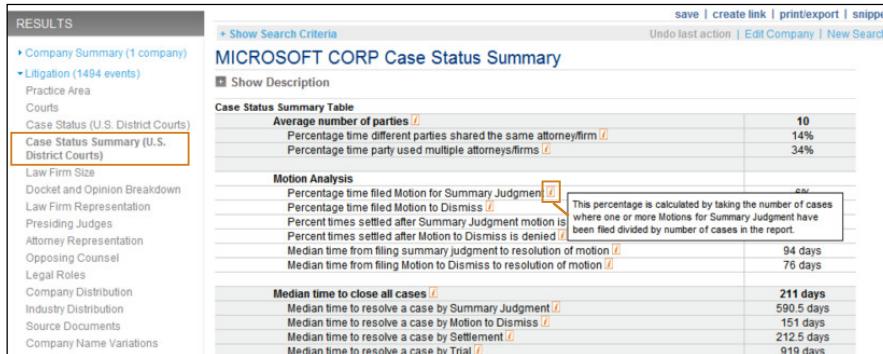


Figure 4. Case Status Summary report section

OPPOSING COUNSEL

Opposing Counsel metrics help you identify law firms that are typically opposed to your prospective client, Microsoft.

1. Click **Opposing Counsel** in the left column. The Opposing Counsel page is displayed (Figure 5).

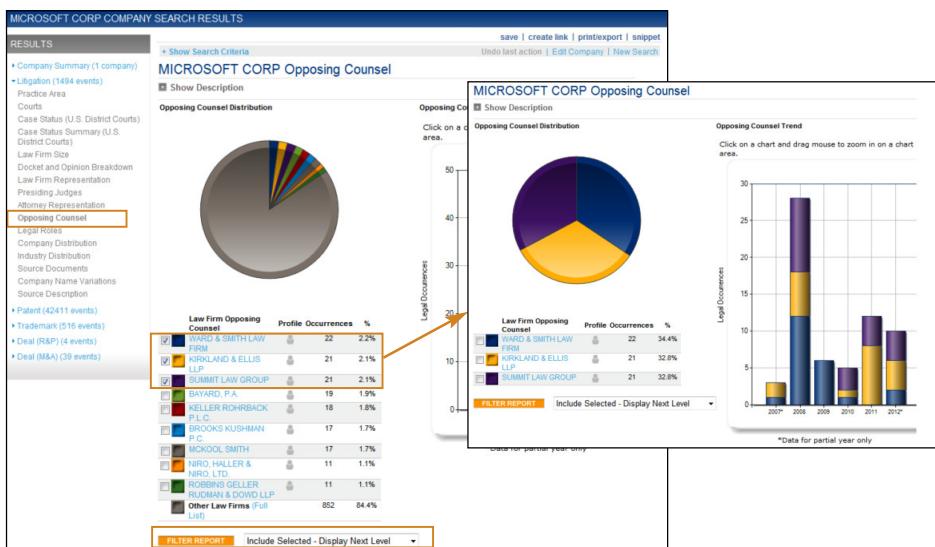


Figure 5. Opposing Counsel report section filtered by law firms

2. To filter the list to include specific law firms, select their check boxes, select **Include Selected–Display Next Level** from the drop-down list, and click **Filter Report**. The report is redisplayed filtered by the firms you selected. The bar chart shows the trend in the firms' representation over a five-year period.

LITIGATION COMPARISON REPORT

Suppose you've decided to investigate outside counsel opportunities at Google in addition to Microsoft. Create a side-by-side Litigation Comparison Report for the two companies to assist with your analysis.

1. At the Monitor Suite home page, select **Company** from the **Search by** drop-down list.
2. Type **microsoft** in the text box and click **Look Up**. A list of items matching your search terms is displayed. Click **Add** preceding each item you want to include in your search.
3. Type **google** in the text box and click **Look Up**. A list of items matching your search terms is displayed. Click **Add** preceding each item you want to include in your search (Figure 6).

The screenshot shows the 'ADVANCED SEARCH' section of the Monitor Suite. On the left, there are search filters for 'Search by: Company' and 'Refine Search (optional)'. The 'Search by' dropdown is set to 'Company'. The search term 'google' is entered in the 'Search For Additional Companies' input field. The 'LOOK-UP' button is highlighted in orange. Below the search results, a section titled 'West Company Authority Matches: google - 10 results' is displayed. It shows two entries: 'GOOGLE INC' and 'GOOGLE ACQUISITION HOLDINGS INC'. Each entry includes the company name, address, ticker symbol (GOOG), and legal events count (18258 and 1 respectively). A 'GET RESULTS' button is visible on the left, with the 'Litigation Comparison Report' option selected.

Figure 6. Link to Litigation Comparison Report

4. Select the check box for **Litigation Comparison Report** in the left column and click **Get Results**. The report is displayed (Figure 7).



Figure 7. Litigation Comparison Report

5. The report defaults to a side-by-side comparison of practice area trends and analysis for the two companies. To view another section, e.g., **Opposing Counsel**, click its link in the left column.