Reframing the Conversation:

Aligning Litigators and eDiscovery Professionals

Litigators and eDiscovery teams take different routes, but they're ultimately driving toward the same destination: a favorable case outcome that's defensible and efficient. Their priorities just differ along the way.

Same case, Different Priorities

Litigators Care About

- · Winning the case (or ending it favorably)
- · Finding the most impactful documents
 - · Reducing motion practice
- · Identifying the universe of witnesses
 - Generating leverage
 - Preserving privilege and producing a clean work product
 - Hitting deadlines and staying within budget
 - Protecting client relationships and firm reputation

eDiscovery Teams Care About

- · Building repeatable, defensible workflows
 - · Creating efficient processes
 - · Ensuring data integrity
 - · Finding the source of truth
- Collecting data for broad legal and compliance use

Want the complete picture?



<u>Download the free eBook</u> to start building stronger conversations today.



Reframe Your Next eDiscovery Conversation:

- Start with strategy. What are we trying to prove? Let that guide the workflow.
- Speak in outcomes. Ditch the jargon and focus on timing, risk, and results.
- Align on process early. Hold conversations about budget, hold scope, and custodians before things go sideways.
- Translate tech. Use plain English to explain AI, TAR, or analytics - what it does, why it matters.

Success here looks like:

- Discovery protocols that are judge-ready, not just technically sound.
- ✓ Production timelines that don't surprise anyone
- Legal holds that stand up to scrutiny
- ✓ Partners who speak the same language even if their tools are different