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Breaking News!

Your Biggest Corporate Legal Cost isn't eDiscovery
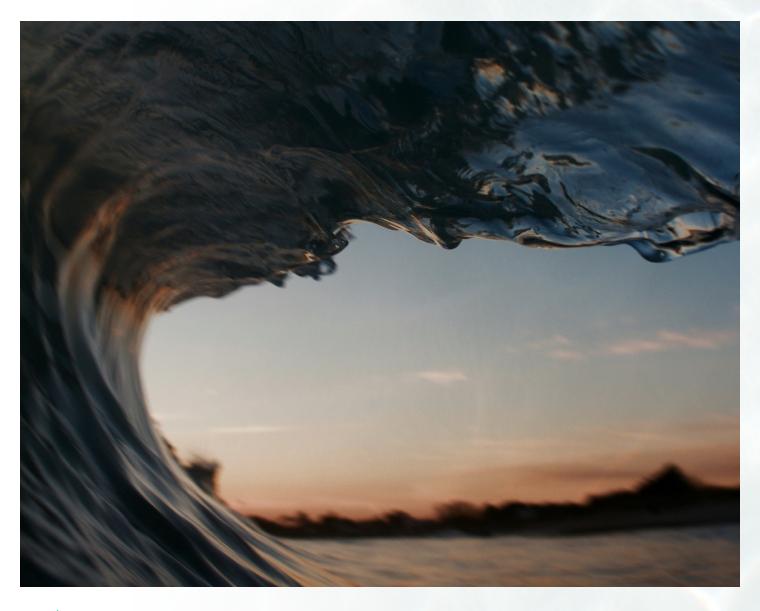
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The Hidden Cost
of Litigation Prep

For corporate legal departments, litigation readiness is more than a legal necessity — it's a budgetary challenge. While eDiscovery remains one of the most visible costs in litigation, many organizations overlook a larger, more persistent drain on their resources: the inefficiencies caused by a fragmented vendor and law firm ecosystem.

It's common practice for corporations to work with a range of outside counsel across jurisdictions, specialties, or business lines. But when each of those firms engages their own preferred eDiscovery providers, it creates a patchwork of platforms, workflows, and billing models. The result? Redundant data transfers, inconsistent processes, and a lack of oversight that quietly inflate costs and slow down timelines.

This eBook will delve into the true cost of litigation support, explore the challenges of the multi-vendor model, and offer a streamlined solution for more efficiency and cost predictability.

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The Corporate Legal Balancing Act: Control Without Compromise

Corporate legal leaders operate in a constant state of tension; they are expected to protect the business while advancing it. That means driving value, controlling risk, and aligning legal workflows with broader organizational goals. It also means knowing when to outsource and how to manage those relationships effectively.

When litigation arises, the default is often to rely on outside counsel for litigation support – and for good reason – subject-matter expertise and practice area familiarity do matter. But when those firms each bring their own legal services and eDiscovery vendors to the table, it complicates everything downstream: cost tracking, timeline management, security protocols, and data retention.

In-house teams find themselves navigating multiple relationships, each with its own pricing structure, technology platforms, and workflows creating significant overhead, including contract negotiations, invoice reconciliation, and performance monitoring.

This recurring burden makes it difficult to attempt to build (and maintain) institutional knowledge from one case to the next. Moreover, it hinders the ability to leverage economies of scale and negotiate favorable pricing.

The good news: this is not an all-or-nothing equation. By designating a single, trusted eDiscovery vendor of record — one who can flexibly support all your outside counsel — you maintain the freedom to choose the right law firm for the matter while gaining consistency and control where it counts.

Cost Complexity and the
Myth of the Data Monster

eDiscovery budgets are often blamed on ballooning data volumes. It's an easy target — after all, most matters involve terabytes of email, chat, and cloud-based files. But the real budget buster isn't just the data itself — it's the disjointed way that data is handled.

Every time your data is passed from one law firm to a new vendor, or uploaded into yet another review platform, the meter starts running. Each team performs its own processing, applies different workflows, and often re-reviews the same sets of documents. What begins as a manageable volume of data becomes a tangled, expensive cycle of handoffs and duplication.

Even worse, the pricing structure itself becomes opaque. Review costs are broken into dozens of billable tasks across vendors, while processing and hosting fees fluctuate depending on the tools being used. For in-house teams trying to forecast or analyze spend, this makes defensible budgeting nearly impossible.

The solution is simple: smarter data management. By consolidating your eDiscovery operations with a single vendor who understands your internal standards and systems, you gain visibility, predictability, and the ability to drive efficiency across all your matters, regardless of which firm is leading the litigation.

Check out our infographic aimed at breaking down the costs associated with eDiscovery.

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The Solution:
How to Avoid the Learning Curve

Controlling eDiscovery costs and maximizing efficiency hinges on simplifying vendor management. Partnering with a single eDiscovery vendor across all matters provides a clear view of spending and predictable pricing, eliminating the complexities of managing multiple providers.

Imagine: instead of repeatedly briefing outside counsel on your data and eDiscovery protocols for each matter, you have a single point of contact — a dedicated eDiscovery project manager — who understands your organization's needs and seamlessly integrates with your external legal teams. This project manager ensures consistent communication and efficient workflows across all projects. They are your single source of truth for all things eDiscovery.

This eliminates the tedious "teaching chain" where corporations instruct counsel, who then instruct vendors. A single eDiscovery partnership allows you to educate the vendor once about your data landscape, systems, and preferred processes. This knowledge is retained, avoiding repetitive training and ensuring consistent execution across all matters. Outside counsel can then contribute their legal expertise to this established framework.

This strategic eDiscovery partnership offers numerous advantages:

Centralized Management: Simplified communication and workflows reduce administrative burden and improve efficiency.

Predictable Pricing: Standardized pricing models offer transparency and predictability, simplifying budgeting and cost forecasting.

Standardized Processes and Technologies: Implementing consistent processes and technologies across all matters minimizes errors, reduces risk, and maximizes efficiency.

Strategic Advantage: A well-managed eDiscovery process provides a strategic advantage, enabling you to respond quickly and effectively to legal challenges.

Having the same eDiscovery project manager across multiple matters significantly simplifies things for your legal team. They become a familiar and reliable resource, understanding your specific requirements and preferences.

This consistency fosters trust, improves communication, and ultimately leads to more effective and efficient eDiscovery management. One point of contact, one single source of truth, working with one eDiscovery vendor — that's the key to controlling costs and maximizing efficiency.
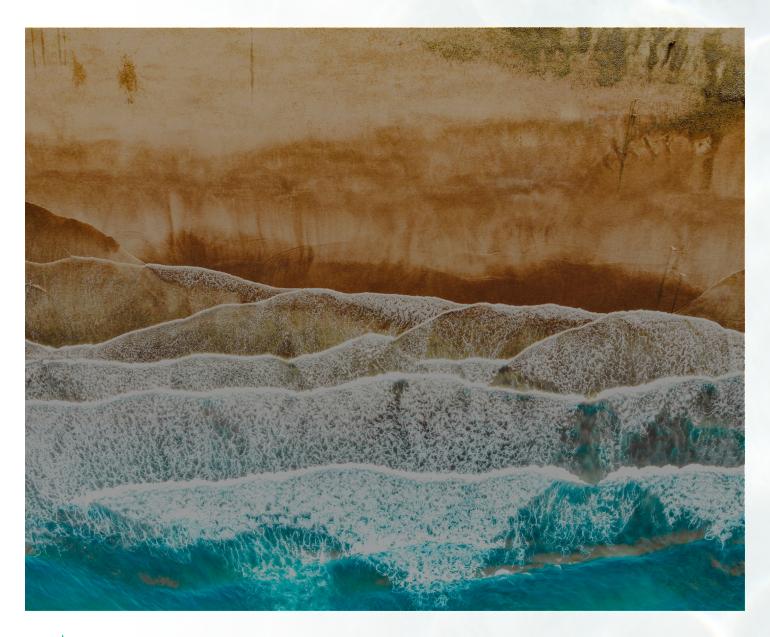
Conclusion

The solution here is simple: consolidate your eDiscovery efforts by partnering with a single, strategic vendor. Instead of navigating a complex web of relationships, you work with one trusted partner — your single source of truth for all eDiscovery matters. This streamlined approach offers predictability, efficiency, and significant cost savings.

By making your trusted eDiscovery vendor the vendor of record across your outside counsel, you gain unprecedented control over your eDiscovery processes. You eliminate the complexities of managing multiple vendors, each with their own pricing structures and workflows.

This simplification creates a repeatable process for all matters, ensuring consistency and efficiency.

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About the Author

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Jim has been in the legal industry for over 25 years with much of that time in eDiscovery — and at one of the largest law firms in the country. Jim was also the founder of a successful eDiscovery company, QDiscovery. Jim continues in his pursuits in his current role as Vice President of Business Development at Proteus Discovery Group.

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