Legal Analytics Survey Results 2020

Time to Sharpen Your Legal Analytics Skills

Key takeaways from 2020 ALM Legal Analytics Survey*:

It's Time To Sharpen Your Legal Analytics Skills

Why? Your competitors have adopted Legal Analytics to gain competitive advantage. And their usage is increasing.







92% of respondents plan to increase their use of Legal Analytics in the **next 12 months**

Clients Demand It

Client expectations and competitive pressure are driving adoption:

58% competitive pressure

56%

client expectations that the firm has the best technology to gain a competitive advantage

81% A

of users say Legal Analytics are encour aged or looked upon favorably by clients

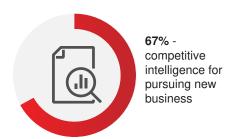
What Can You Do To Compete And Win?

Produce accurate pricing, gain intelligence for pursuing new business, demonstrate expertise to clients.

Top 3 uses for the business of law:



68% - pricing project/matters





64% demonstrating expertise or competitive advantage to clients

Gain competitive insights, conduct essential early case assessment, determine case strategy.

Top 3 uses for the practice of law:



73% - gaining competitive insights on opposing counsel, parties, judges and more



59% - case assessment



48% determining case strategy





What To Do Next

Already use Legal Analytics? Time to get more colleagues to use it and gain deeper insights.

Don't have it? Contact Lex Machina at <u>lexmachina.com</u> to get a demo today.

