

Case Study One.

A client's newly appointed legal representative approached Intelligent Litigation Management to seek assistance with conduct of a number of litigation proceedings, some of which were pending and others of which had concluded (unfortunately unsuccessfully) and in respect of which there was an unknown quantity of outstanding legal costs to pay. The client also wanted to understand what the prospects of success were regarding the pending proceedings and what the most effective strategy regarding those was.

Prior to the appointment of the new legal representative, management of the file from the client's perspective had been sporadic and the document trial was often incomplete. Our first task was to sort through the documentation provided to us by the client's representative with a view to understanding precisely how much was owed by the client in total and when it was due.

It became quickly obvious that there was scope to negotiate reductions to the outstanding invoices. We summarised our view on potential savings and drew up a plan of action to deal with the corresponding negotiations. Once approved by the client, we conducted the negotiations on their behalf and secured very substantial reductions on the client's behalf. For example, based on our experience on private practice we were able to identify work that had been charged by legal advisors which did not add value and was not properly chargeable to the client. In just four weeks, we had reduced the client's overall liability by almost half a million pounds, which the client was naturally very happy with.

For the strategy on the pending legal proceedings going forward, we were able to analyse and draw together the advice provided by various law firms to date, and to **plug** the gaps in that advice by negotiating agreements for further advice to be provided on a capped fee basis. Significantly, the client was able to cut out substantial cost by removing the intermediary law firm and getting advice directly from barrister at a top London Chambers. The potential cost savings from that type of arrangement are very significant indeed. We remain on the file to assist the client with understanding the implications of the legal advice being given by the various lawyers involved, and liaising with those lawyers on his behalf.

Case Study Two.

We were approached by a global energy company to their legal team in engaging a barrister in London, at the level of Queen's Counsel, to provide advice to the company on their prospects of success in a potential legal action and to represent them in that legal action should it proceed.

Using our experience and contacts, Intelligent Litigation Management devised a list of potential candidates based on prior experience and reputation and liaised with the clerks to set up meetings and to discuss the applicable fees. To facilitate the meetings, we prepared the client's legal team with a series of questions that would assist them in understanding whether the candidates interviewed were suitable or not, providing feedback to the clients following the meetings to enable them to choose the most appropriate candidate.