



PANGEA³

“With Pangea3, we paid 10% what we would have paid U.S. attorneys.”

—Client A spokesperson

Challenge

- Client A faced massive document review for a “make or break” case
- Traditional U.S. law firm used contract attorneys and overcharged for first phase
- Client needed quality, peace of mind, and big cost savings

Solution

- Pangea3 assembled team of lawyers and reviewers who quickly grasped concepts of case
- Thirty-person team reviewed over 4.5 million pages of documents
- Pangea3 integrated with outside counsel and technology vendors for smooth transition

Results

- Client saved five to six times what it would have paid with traditional counsel
- Client gained cost certainty and ability to better plan financially
- Project completed on time, in just eight weeks

Leading U.S. Manufacturer Saves Hundreds of Thousands of Dollars with Outsourced Legal Solution

CHALLENGE

Based on the East Coast, Client A* is a leading manufacturer of industrial and residential products. The company has a long record of success, but in 2004, it was faced with a major legal challenge. Client A was named in a class action lawsuit alleging that one of its products was inherently dangerous.

Client A's outside legal counsel, one of the largest firms in the country, pored through Client A's hardcopy documents for the first phase of discovery. Client A was satisfied with the quality of the review, but shocked when the invoice arrived. Not only was the bill sky-high, it represented only part an in-depth, ongoing process.

“Just looking at the invoice and extrapolating it showed we'd be paying hundred of thousands, or even millions, of dollars to finish the review,” a spokesperson for Client A says.

Client A decided to look for better solutions. “We knew the next set of documents to review would be email and electronic,” says the spokesperson. “Off-shoring came to mind.”

But not just any off-shore option would do. Client A wanted absolute peace of mind that the work would be as good as, or better than, its traditional firm. Most importantly, Client A needed a partner that would offer compelling cost savings, period.

On a message board for members of the Association for Corporate Counsel—a group for licensed in-house attorneys—Client A received advice from a client of Pangea3, the global leader of legal and patent outsourcing services. Encouraged by the enthusiastic recommendation, Client A called P3 and within hours, the two companies were developing a plan for the next discovery phase, this time at a cost Client A could afford.

“The more we talked to Pangea3 the more convinced we became they were the right team for us,” says Client A's spokesperson.

SOLUTION

Pangea3 meets the needs of U.S., UK and Japanese corporations and law firms that need quality legal work and peace of mind at a dramatically lower cost. P3 is able to deliver a brilliant solution to today's typical sky-high legal costs by working with legal partners in India. P3's clients include over ten Fortune 100 companies.

After working to integrate with systems already in place, P3 convened a team of thirty highly-trained reviewers, all from India's best law schools. Each reviewer was familiar with rules of evidence, contract and tort, and able to step up to the task quickly. In fact, P3 had a legal team fully briefed and up and running in just three weeks.

“The scope and depth of questions Pangea3 asked in the review process really convinced us they were on top of what they were doing,” Client A's spokesperson says. “They drilled down through all that data and were able to quickly understand what the case was about.”

“Pangea3 produced very high quality work.”

—Client A spokesperson

Pangea3 Offers:

- World-Class Quality
- Total Peace Of Mind
- Compelling Savings

Pangea3 Services:

- Litigation, Document Review & Electronic Discovery
- Patent Drafting, Analytics & Competitive Intelligence
- Contract Drafting & Management
- Legal Research & Business Information Research



PANGEA3

FOR MORE INFORMATION

For more information about Pangea3 call us at (212) 689-3819 or email info@pangea3.com.

www.pangea3.com

The new legal team had a significant task in front of them: wade through a massive volume of Client A's electronic correspondence and attachments for responsiveness, confidentiality and conduct a first-cut privilege review. In all, 70,000 emails had to be examined. P3 was given just eight weeks to complete the task.

First, the team reviewed each email by modifying a review platform initiated by Client A's outside vendor. This required identifying key words and coding documents for specific issues. In all, nearly five million pages were included in the search.

In the second phase, P3's team considered whether documents were responsive, privileged, and rated materials for levels of confidentiality, based on standards set by Client A and its outside U.S. counsel.

All work was checked by senior quality control professionals. A Web-based review product made this possible; work could be monitored on a daily basis from anywhere in the world. The seamless process enabled Client A's outside counsel to assume final decision-making on issues based on the laws in its state.

RESULTS

Cost Savings

Client A might have initially felt it was taking a risk hiring an offshore legal partner, but by doing so, the company was handsomely rewarded. The motivating incentive for initiating the project was to save money, and P3 met this goal even more successfully than Client A expected.

“There were substantial cost savings,” the spokesperson says. “With Pangea3, we paid 10% what we would have paid U.S. attorneys.”

Further cost savings will be realized down the road. After a meticulous review, P3's legal team cut the volume of reviewable documents from 60,000 to 1,200. This means Client A's outside counsel will be ahead of the game when it reviews the documents more closely.

Quality, On-Time Work

P3 completed the review within eight-weeks, giving Client A total peace of mind. And although it was completed on an aggressive timeline, there was no compromise in quality. “Pangea3 produced very high quality work,” Client A's spokesperson says.

Initially, Client A had been concerned that its traditional U.S. outside counsel was hiring contract attorneys, often not top-notch ones, to conduct document review. But P3's team was comprised of lawyers and reviewers motivated and able to grasp complicated legal concepts. In a way, P3 reproduced what standard document review used to be, and should be, in the United States.

Peace of Mind

Also a significant benefit: P3 was able to determine the project cost up front, providing Client A with cost-certainly where traditionally it does not exist. “They were flexible in their pricing approach and willing to work with us,” the spokesperson says.

By not having an open-ended tab—more common with traditional firms—Client A could plan its budget more accurately. With significant cost savings, peace of mind, and an important discovery phase completed quickly and professionally, Client A gained confidence and a feeling of increased control in the face of a major legal threat.

*Because the case is ongoing, our client requested anonymity.