Dewey Learn From Our Mistakes?
Reducing Overhead to Stay Competitive in The New Normal

October 15, 2012
Large Firm Economics
2011 Economic Results

Annual
- Revenues up 4.1%
- Expenses up 4.4%
- Demand up 1.0%
- Headcount up 1.4%

Q4
- Demand down 1.1%
- Headcount up 2.8%
- Direct expenses up 5.2%
- Overhead expenses up 3.4%
  - Up in 9/10 categories – all but the Library!
- Productivity down 3.8%
“We expect that 2012 may prove to be even more challenging than 2009 in terms of profitability across the industry, not because revenues will be as depressed as in 2009 but rather because of the combination of slow revenue growth and rising expenses”

2012 Client Advisory
Citi Private Bank/Hildebrandt Institute
2012 Preliminary Results

Q1 “[T]he early signs this year are a bit more encouraging.”
- Demand up 1.5%
- Direct expenses up 6%
- Overhead up 3.6% (5th consecutive quarter with increase!)
- Attorney headcount up 2.3%

Q2 “[W]arning signs are emerging”
- Demand fell .2%
- Direct expenses up 4.5%
- Overhead expenses up 3.9% (increased again!)
- Rate realization at all-time low of 84%

First half 2012 (Citi)
- Demand up .3%
- Overhead up 5.5%
Legal Research Component

- Westlaw and Lexis have saturated market
  - Only two ways to grow revenue left
  - 2006-2001, Find & Print costs up 144%
- Cost recovery
  - Write-offs up 200-300% in last decade
  - 97% of firms recover costs in 2008
  - 73% of firms recover costs in 2010
  - #1 source of client frustration
Affordable Resources
A Bit About Fastcase

• Founded in 1999 at Covington & Burling

• Serve over 500,000 lawyers

• Customers include DLA Piper, Weil Gotshal, Cahill Gordon, Edwards Angell, Cadwalader, & Covington & Burling

• Named to 2010 & 2011 Content 100 with Google, LinkedIn, and Apple

• 2010 New Product of the Year

• www.fastcase.com
Search for “campaign finance”
Zeroing In
Citizens United and Progeny
Welcome to one of the world's largest free law libraries

**Searching the Web is easy. Why should searching the law be any different?** That's why Fastcase has created the Public Library of Law -- to make it easy to find the law online. PLoL is one of the largest free law libraries in the world, because we assemble law available for free scattered across many different sites -- all in one place. PLoL is the best starting place to find law on the Web.

**What is available on PLoL?**

- **Cases from the U.S. Supreme Court and Courts of Appeals**
- **Cases from all 50 states back to 1997**
- **Federal statutory law and codes from all 50 states**

**RESOURCES FOR GETTING STARTED**

- **PLoL User Guide**
- **Tutorials:** [Finding a Case] | [Searching Statutes]
- **What's the best way to find a particular case?**
- **More Resources**

**ABOUT OUR SPONSOR**

PLoL is brought to you by the same people who created Fastcase, the next-generation legal research system of choice for legal
700 F.2d 1 (1983)

UNITED STATES of America, Appellee,

v.

Jack SOUTHERD, Defendant, Appellant.

UNITED STATES of America, Appellee,

v.

Monsour FERRIS, a/k/a Monte, Defendant, Appellant.

UNITED STATES of America, Appellee,

v.

Lester BANKER, a/k/a Lem, Defendant, Appellant.

UNITED STATES of America, Appellee,

v.

John BRIAN, a/k/a John Baborian, Defendant, Appellant.
WELCOME TO LII

We are a not-for-profit group that believes everyone should be able to read and understand the laws that govern them, without cost. We carry out this vision by:

- Publishing law online, for free.
- Creating materials that help people understand law.
- Exploring new technologies that make it easier for people to find the law.

Learn more about us, and please help support our work.

WHAT'S NEW?

Supreme Court

Supreme Court term begins: Read previews of the cases here

Health care ("Obamacare") ruling by the U.S. Supreme Court: National Federation of Independent Business v. Sebelius (11–393)

VoxPop

In VoxPopuLII, Grant Vergottini and Ari Hershowitz discuss Standardizing the World’s Legislative Information—one hackathon at a time.
Will the Fifth Circuit Court of Appeals Kill Tort Reform?

Are noneconomic damages caps constitutional? Learn about the Fifth Circuit's foray into tort reform.

Research the Law

Find an Expert

- Expert Witnesses
- Legal Investigators
- Court Reporters
- Process Servers
- Legal Software
Map of our states

October Illinois Bar Journal
Selling a law practice, paying for long-term care, retirement planning, and more. more »

Illinois Bar Foundation Gala
Join in honoring Rudolf G. Schade, Jr. at the 2012 IBF Gala - October 18, Four Seasons Hotel. See our auction items! more »

Notice of Election
Find out more about the offices open in this election and download a candidate's packet. more »

Free CLE for ISBA Members
Starting January 1st, all eligible ISBA members will be able to earn up to 15 hours FREE MCLE per year. more »

in the NEWS

Daily Legal News

Eyes of US Are Upon Texas: Affirmative Action Case Kicks Off the Supreme Court's 2012 Term
Allan Bakko, Barbara Grutter, Abigail Fisher? Will the 22-year-old be the... ABA Journal

Report: Cook Co. judges sealed hundreds of cases
Cook County judges have hidden hundreds of court files from public view...
Welcome to the NCBA

The North Carolina Bar Association, founded in 1899, is a voluntary organization of lawyers, paralegals and law students dedicated to serving the public and the legal profession. The N.C. Bar Center in Cary serves as headquarters for the NCBA and the NCBA Foundation, Inc.

NCBA Foundation Awards $38,000 In College Scholarships
Wills For Heroes Scheduled Sept. 8 In Rocky Mount
NCBA Foundation Board Approves Endowment Grants
The Andy Griffith Solution: Getting a Good Read on the Issue at Hand
Data.gov Releases Open Source Software

Latest Datasets
- EPA Enforcement and Compliance History...
- EPA Envirofacts API
- Networx BusinessVolume_FY2012_3rdQtr
- 2010 Small Area Health Insurance...
- National Beneficiary Survey (NBS) Round...
- Federal Executive Agencies Domain List
- Environmental Dataset Gateway (EDG)...
- EPA Water Services - Total Waters...
- EPA Water Services - Total Waters...
- EPA Water Services - Upstream/...

DATA AND APPS
- 378,529 raw and geospatial datasets
- 1,264 government apps
- 236 citizen-developed apps
- 103 mobile apps
- 172 agencies and subagencies

COMMUNITIES
Come explore, discuss, meet others in the same field, and develop the data and apps in the community that you care about. Join in the discussions by going to communities, some of which are listed below, that interest you.

OPEN GOVERNMENT
First open source code released for the Open Government Platform delivered by the governments of India and the U.S. Find out more and then download the code.
DATA AND APPS

- 378,529 raw and geospatial datasets
- 1,264 government apps
- 236 citizen-developed apps
- 103 mobile apps
- 172 agencies and subagencies
- Suggest a dataset or app!
- 2011 Next Generation Data.gov is interactive, explorable, and socially.
<table>
<thead>
<tr>
<th>Collection</th>
<th>Congressional Committee</th>
<th>Date</th>
<th>Government Author</th>
</tr>
</thead>
<tbody>
<tr>
<td>Additional Government Publications Select Publications</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Budget of the United States Government Fiscal Years 1996 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Coastal Zone Information Center 1951 to 1999</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Code of Federal Regulations</td>
<td>XML Bulk Data 1996 to Present</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commerce Business Daily Bulk Data 1996 to 2001</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Compilation of Presidential Documents 1993 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Bills 103rd Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Calendars 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Committee Prints including Ways and Means Committee Prints 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Directory 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Documents 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Hearings including House and Senate Appropriations Hearings 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Pictorial Directory including New Member Pictorial Directory 105th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Record (Bound) 1999 to 2001</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Record (Daily) 1994 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Record Index (Daily) 1983 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Congressional Reports including Conference Reports 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Economic Indicators 1995 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Economic Report of the President 1995 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Education Reports from ERIC 1995 to 2004</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Federal Register</td>
<td>XML Bulk Data</td>
<td>FR 2.0 1964 to Present</td>
<td></td>
</tr>
<tr>
<td>GAO Reports and Comptroller General Decisions 1964 to 2008</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>History of Bills 1963 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>House Practice 104th, 108th, and 112th Congresses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>House Rules and Manual 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Independent Counsel Investigations 1998 to 2002</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Journal of the House of Representatives 1992 to 1999</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>List of CFR Sections Affected</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>List of the U.S. House of Representatives Precedents</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Privacy Act Issuances 1998 to 2005</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public and Private Laws 104th Congress to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Public Papers of the Presidents of the United States</td>
<td>XML Bulk Data 1991 to 2005 and 2009</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Riddick's Senate Procedure 101st Congress</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Senate Manual 104th, 106th, 107th, 110th, 112th Congresses</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Supreme Court Decisions (FLITE) Bulk Data 1937 to 1975</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Unified Agenda 1994 to 2010 and 2011 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United States Code 1994 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United States Courts Opinions Select Courts from 2004 to Present</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United States Government Manual</td>
<td>XML Bulk Data 1995 to Present</td>
<td></td>
<td></td>
</tr>
<tr>
<td>United States Government Policy and Supporting Positions (Plum Book) 1996 to 2008</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>United States Statutes at Large</td>
<td>Digitized 2003 to 2008 and 1951 to 2002</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
State Legislative History Research Guides

An index of state legislatures and legislative history research guides that are available on the Web.

Last Updated: Oct 9, 2012
URL: http://law.indiana.libguides.com/state-legislative-history-guides

Introduction

The key to successfully locating a state’s legislative history documents is to understand the state’s legislative process and to identify the documents generated during that process. This information can vary significantly from state to state, but can be found in state-specific legislative history research guides.
How to Research an Illinois Legislative History

1. In order to find the legislative history for an Illinois statute, it is necessary to first find the public act number which created or amended the statute. The public act numbers appear at the end of the text of the statute (ie. P.A. 87-879). Use of the term "public act" began with the 76th General Assembly (1969-70). Prior to that time laws are cited using the year and page reference to the Laws of Illinois (ie. L. 1921, p. 42).

2. Once you have found the public act number, locate the public act in the Laws of Illinois which are shelved to the left of the annotated statutes next to the reference desk. This will give you the House Bill or Senate Bill number. (Note: Sometimes the text of the public act has a purpose or findings statement not found in the statute's text.)

3. It might be a good idea to compare the text of the original bill with the text of the public act to see what changes occurred when the bill was passed in the legislature. We have the bills on microfiche and you can ask at the reference desk to find out where they are kept.

4. To get a summary of actions taken by the legislature on the bill as well as the dates those actions were carried out, consult the Legislative Synopsis and Digest shelved next to the Laws of Illinois. This set also tells you the sponsors, the date it was signed by
Smarter Legal Research.

Legal research on the go! Fastcase has the first ever App for that - and it is available for free in the App Store.

Download it at: www.fastcase.com/iphone
Where Do You Go First When Starting a Research Project?

- Internet/online services that are FREE: 42.7%
- Internet/online services that are FEE-BASED: 36.4%
- Print materials: 17.0%
- CD-ROM or other removable media: 1.3%
- Other: 2.6%

ABA 2012 Legal Technology Survey
International Resources
Cornell’s LII for the World!

- [http://www.worldlii.org/](http://www.worldlii.org/)
- [http://www.worldlii.org/worldlii/sponsors/#supporting_liis](http://www.worldlii.org/worldlii/sponsors/#supporting_liis)

For example:
- AustLII
  - [http://www.austlii.org/databases.html](http://www.austlii.org/databases.html)
- CanLII
- BaiLII
- AfricanLII
World Legal Information Institute
Free, independent and non-profit access to worldwide law

1230 databases from 123 jurisdictions via 14 Legal Information Institutes

News & Database Additions
Last updated 15 October 2012

- Law via the Internet Conference 2012, Ithaca, New York, 7-9 October 2012
- Constitutional Court of the Ukraine 1997- (WorldLII)
- Constitutional Court of Bulgaria 1991- (WorldLII)
- Constitutional Court of the Republic of Latvia 1997- (WorldLII)
- Constitutional Court of Hungary 1990- (WorldLII)
- Constitutional Council of the Republic of Kazakhstan 1998- (WorldLII)
- Constitutional Court of the Republic of Turkey 1996- (WorldLII)
- Supreme Court of Pakistan 2002- (CommonLII)
- NALSAR Media Law Review 2010- (LIIofIndia)
- NALSAR Environmental Law and Practice Review 2011- (LIIofIndia)
- Indian Journal of Law and Economics 2010- (LIIofIndia)
- Caribbean Community (CARICOM) Treaties 1965- (CommonLII)
- Past additions...

WorldLII Stakeholders
- Contribute $$$ (PDF)
  - Funding Supporters
  - Supporting LIIs

Law via Internet Conference
- Conferences 1997-
- Conference Papers Archive

Research Projects
- International Law Library
The **Asian Legal Information Institute** (AsianLII) provides databases from Asian countries searchable via WorldLII.

**AustLII** operates WorldLII and provides the technical infrastructure and staff to do so. AustLII has been developed since 1995 as a joint facility of the **Faculty of Law** of the **University of New South Wales** (UNSW), and the **Faculty of Law** of the **University of Technology, Sydney** (UTS).

The **British and Irish Legal Information Institute** (BAILII) provides British and Irish databases searchable via WorldLII.

The **Canadian Legal Information Institute** (CanLII) provides the Canadian databases searchable via WorldLII.

The **Commonwealth Legal Information Institute** (CommonLII) provides databases from Commonwealth countries searchable via WorldLII.

**CyLaw** provides the Cypriot databases searchable via WorldLII.

The **Global Legal Information Network** (GLIN) provides abstracts in English from over 40 countries searchable via WorldLII.

The **Hong Kong Legal Information Institute** (HKLII) at the University of Hong Kong provides the Hong Kong database searchable via WorldLII.
AustLII Databases

You are here: AustLII >> AustLII Databases

Commonwealth of Australia

Cth Case law
- High Court of Australia 1903-
- Privy Council Appeals 1903-1980
- Family Court of Australia 1982-
- Family Court of Australia - Full Court 2007-
- Federal Court of Australia 1977-
- Federal Court of Australia - Full Court 2002-
- Federal Magistrates Court of Australia 2000-
- Federal Magistrates Court of Australia - Family Law 2000-
- Industrial Relations Court of Australia 1994-2002
- Administrative Appeals Tribunal 1976-
- Australian Competition Tribunal 1997-

Cth Legislation
- Commonwealth Consolidated Acts
- Commonwealth Numbered Acts 1973-
- Commonwealth Repealed Acts
- Commonwealth Consolidated Regulations
- Commonwealth Numbered Regulations 1979-
- Commonwealth Numbered Regulations Explanatory Statements 1991-
- Commonwealth Repealed Regulations
- Commonwealth Bills 1981-
- Commonwealth Bills Explanatory Memoranda 1980-
- Australian Parliamentary Library Bills Digests 1976-

Related Links
- About AustLII
- WorldLII Catalog: Australia
- WorldLII
International Law Research

Comparative Law Research

Foreign Law Research

- Afghanistan: Islamic Republic of Afghanistan Legal System and Research - UPDATE
- Albania: Researching the Albanian Legal System
- Algeria: Algerian Law Guide
- Angola: Republic of Angola - Legal System and Research
- Argentina: A Research Guide to the Argentine Legal System - UPDATE
- Armenia: A Legal Research Guide to Armenia - UPDATE
- Australia: A Guide to online research resources for the Australian Federal Legal System with some reference to the State Level - UPDATE
- Austria: The Austrian Legal System and Laws: a Brief Overview - UPDATE
- Bahrain: The Constitutional Law and the Legal system of the Kingdom of Bahrain
- Bangladesh: A Research Guide to the Legal System of the Peoples' Republic of Bangladesh - UPDATE
- Belarus: Guide to Legal Research in Belarus - UPDATE
- Belgium: Research Guide to Belgian Law - UPDATE
- Benin: Introduction au Système Juridique et Judiciaire du Bénin
About the CGCP | 项目介绍

About the project: The China Guiding Cases Project (CGCP) is a groundbreaking initiative of Stanford Law School. It aims to advance knowledge and understanding of Chinese law and to enable judges and legal experts both inside and outside of China to contribute to the evolution of Chinese case law through ongoing dialogue on “guiding cases” (指导性案例) released by China’s Supreme People’s Court.

On November 26, 2010, the Supreme People’s Court made a significant change in the Chinese legal system by adopting a rule creating a procedure to recognize a body of “guiding cases.” Although
More Resources

Swiss Institute of Comparative Law
http://www.isdc.ch/
Swiss Institute of Comparative Law - Law Online
http://www.isdc.ch/law-online

EISIL (Electronic Information System for International Law)
http://www.eisil.org/
treaties and Web sites arranged by subject.

UNBisnet
http://unbisnet.un.org/
searching for UN documents made easy.

World Courts
http://www.worldcourts.com/
access to judgments from international and regional tribunals and courts

University of Michigan Law Library – Foreign Law

Databases
http://umil.iii.com/search/y

Law Library of Congress - Nations of the World

Practical Law Company.com
http://us.practicallaw.com/

LatinLaws
http://www.latinlaws.com/
legislation and some case law from Latin American countries.

IndiaKanoon
http://www.indiankanoon.org/
searchable case law from India.
Competitive Market?
Wired!

INNOVATION.

COMPETITION.

LOWER-COST

ALTERNATIVES.

The battle for your legal research dollars heats up.
Legal Research New Entrants Before Commoditization

fastcase®

National Law Library

LoislawConnect

HyperLaw™

VersusLaw®

CaseClerk.com

The LawNet

LawProbe

CASEMAKER

Jurisline.com

JuriSearch®
never.
Law
Reducing overhead
How Reduce Overhead

1. Use of Free and Affordable Supplements
2. Unbundling
3. Creative Negotiations
4. Insourcing to the Library
5. Training
6. Hiring
7. Consortia
Without Supplement

Total Cost of Contract: $2M
Billable Percentage: 50%
Non-billable Percentage: 50%
Total cost to firm: $1M
With Supplement

Move 100% of Non-billable work to Supplement
With Supplement

Total Cost of Contract: $2M
Billable Percentage: 100%
Non-billable Percentage: 0%
Total cost to firm: $0
Savings: $1M
Overhead Reduction: 100%
With Supplement

Move 50% of Non-billable work to Supplement
With Supplement

Total Cost of Contract: $2M
Billable Percentage: 67%
Non-billable Percentage: 33%
Total cost to firm: $667K
Savings: $333K
Overhead Reduction: 33.3%
Renewal – No Supplement

Usage increase: 20%
Cost at renewal: $2.4M
Non-billable Percentage: 50%
Total cost to firm: $1.2M
Loss to firm: $200K
Overhead Increase: 20%
Renewal – With Sup; no Shift

Usage decrease: 25%

Cost at renewal: $1.5M

Non-billable Percentage: 50%

Total cost to firm: $750K

Savings to firm: $250K

Overhead Reduction: 25%
Renewal – With Sup; with Shift

Usage decrease: 25%
Cost at renewal: $1.5M
Non-billable Percentage: 33%
Total cost to firm: $500K
Savings to firm: $500K
Overhead Reduction: 50%
Savings to firm: $700K
Overhead Reduction: 58.3%
List of Libraries

Law Journal Library
American Indian Law Collection – NEW!
American Law Institute Library
Bar Journals
Canada Supreme Court Reports – NEW!
Code of Federal Regulations
Congress and the Courts – NEW!
English Reports
European Center for Minority Issues
Federal Register Library
Foreign & International Law Resources Database
Foreign Relations of the United States (FRUS)
Hague Academy Collected Courses Online – NEW!
Harvard Research in International Law
History of Bankruptcy: Taxation & Economic Reform In America Part III
History of International Law – NEW!
History of Supreme Court Nominations – NEW!
Index to Foreign Legal Periodicals – NEW!
Intellectual Property Law Collection
Israel Law Reports
Kluwer Law International Journal Library
Legal Classics
National Conference of Commissioners on Uniform State Laws – Archive Publications (NCCUSL)
National Moot Court Competition
New York Court of Appeals Records and Briefs
New York Legal Research Library
Polaris Group Library
Scottish Legal History: Featuring Publications of the Law Society

New Available!

Interested in Political Science?

Check out HeinOnline’s Political Science Research Package!

Exclusively designed for academic libraries, this package includes access to more than 42 million pages and 6,000 titles of research material in an online, fully searchable, image-based PDF format.

Learn more>

Check the brochures for our newest libraries:

- History of Supreme Court Nominations
- Congress and the Courts
- U.S. International Trade Library
- State Attorney General Reports & Opinions
- Index to Foreign Legal Periodicals

Looking for a specific title but not sure where to start?
Case Western Reserve Law Review

Catholic University Law Review
Vol. 1-61#3 (1950-2012)

Cato Journal
Vols. 1-32#1 (1981-2012)

Cato Papers on Public Policy
Vol. 1 (2011)

Cato Supreme Court Review
2001-2011

Caveat Emptor
Vol. 1 (1932) All Published

Central Law Journal
Vols. 1-100 (1874-1927) All Published

Chancery Lane
Vols. 1-2 (1909-1911) All Published

Chapman Law Review

Charleston Law Review
Vols. 1-6#3 (2006-2012)

Charlotte Law Review
Vols. 1-3 (2008-2012)

Chicago Journal of International Law

Chicago Law Times
Vols. 1-3 (1887-1889) All Published

Chicago Legal News
Vols. 1-57 (1868-1925) All Published

Chicago-Kent Law Review
Free Federal Docket Searches on Justia


Voting Cases filed in Delaware

Cases 1 - 1 of 1

Cherricks v. Us Government et al
Filed: March 31, 2006 as 1:2006cv00216
Cause Of Action: Civil Rights Act
Court: Third Circuit > Delaware > District Court
Type: Civil Rights > Voting
ASK
Be Creative with Vendors

- What would convince you to cut cost to client?
- Give away what costs you nothing
  - Long-term contract
  - Buy next year if free for the rest of this year
  - Early renewal
  - Testimonials
  - Case study/white paper
  - Hosting lunch for other firms in city
  - Provide content
    - Avoid an RFP
- Base price on savings
- Pilots just for library, etc.
- Consultants???
Have a Great Librarian

- Centralization and consolidation to reduce duplication
- Training to move lawyers online
- Avoid flounder
- Create a research portal
- Use national libraries like Social Law Library & Jenkins
- Insourcing to librarians
- Smaller firms, or perhaps the entire State Capital Group, can share librarians
Ask a Librarian

Do you have an easy-to-answer question that doesn't require a trip to the library? An experienced professional can give you an answer to a brief, factual question when you use our Ask a Librarian feature.

Chat Reference

Chat Online with a Librarian, 24/7

Note: Our chat reference service can also answer library account/holds-related questions Monday – Thursday from 9 AM – 6 PM and Friday from 10 AM – 6 PM.
Pizza and Cookies

- Which are the most cost effective resources?
- Insourse to the library!
- Start with a treatise – reduce hours that are written off
- Get a vendor trainer to visit
- Management mandate
$40K
Moneyball!

- Work ethic
- Desire to learn
- Hunger to get ahead
- Common sense
- Rapport with client
- Business development

1 unproven for $500K v. 10 who can prove themselves
Consortia

Public libraries do it.
Law school libraries do it.
Could the State Capital Group do it?
Group Purchasing Organizations

- Healthcare saved $36B in 2009

Concerns

- Competitors agree on group restrictions
- Monopsony and market definition
- Conspiracy with vendors to create monopoly

Safer approaches

- Just negotiate discounts – no agreements!
- Have third-party agent
- Group less-competitive firms
Group Purchase – Bar Example

- **Violation?**
  - Purchase for all potential purchasers.
  - Market definition
  - Monopsony.
  - Per se v. rule of reason
  - Eliminate competition and incentive to innovate?

- **Not a violation!**
  - Members still can purchase competitors’ products
  - Utilization well under 100%
  - Vertical, not horizontal → rule of reason
  - Continued vitality of competition
  - Benefits to consumers – firms and clients

- **The megafirm**
Acknowledgments

- Jean O’Grady, DLA Piper
- Greg Castanias, Jones Day
- Sergio Stone, Stanford Law School
- Lyonette Louis-Jacques, U. Chicago Law School
- Alec Chang, Skadden