

# CASE STUDY



## Don't Count Your Eggs

### Leveraging ESI Expertise to Win \$1M Engagement

FOR: Lit Support

CLIENT: Litigation Boutique

SERVICE: Consultation

### Situation

Acorn partnered with a boutique litigation firm in contention to represent one of the nation's top food producers in a high profile antitrust lawsuit alleging it and other producers had conspired to fix prices dating as far back as 2008. Acorn as a trusted partner to create a custom solution tailored around budgetary transparency and predictability, Acorn delivered the competitive edge that enabled the client to beat several AmLaw 100 firms for the seven-figure engagement

Corporate Client's Key Concerns Addressed by Acorn: (i) Timeline spanning nearly a decade (ii) Data volumes expected to be significant (iii) Expedited production timeline

### Challenge

With very competitive, high stakes litigation that was still very fluid in scope, the initial challenges of the project centered around the following:

- Designing a custom workflow to balance the available resources, technology, skill levels, schedules, and budget restraints to achieve the objectives.
- Creating a transparent, flexible process for documenting, executing and evaluating any potential changes in scope helping to forecast budget and staffing needs and justify any proportionality claims.

### Acorn's Solution

Our client was able to save time and money using Acorn's detailed project reports.

Acorn's project advisory team leveraged its 85+ years of combined industry experience to develop a proprietary workflow and forecasting process to evaluate budget and staffing needs on the fly.

Acorn's focus was on combining the right people with proven processes and technologies to create rigor around budget and timeline forecasting.

Being able to negotiate and evaluate decisions on granular level while being able to see the overall impact on the project plan proved invaluable to the client, especially in conversations with their corporate client. In addition, this level of transparency and predictability allowed Acorn's client to be proactive, agile and tactical during negotiations with opposing counsel.

### Results

Acorn's client was awarded the project due in a large part to insight and information gained throughout Acorn's project management process.

#### Additional Acorn Benefits:

The client not only used Acorn's project management capabilities to secure the project, they also negotiated search terms during the meet and confer, leading to a further 60% reduction in the documents to be reviewed.



### About Acorn

Acorn is a legal data consulting firm that specializes in AI and Advanced Analytics for litigation application, while providing rigorous project management to the eDiscovery industry. Although capable of serving AmLaw 100 Law Firms and Corporate Legal departments, Acorn primarily works with large regional, midsize national and boutique litigation firms. Acorn provides a high-touch, customized litigation support services with a heavy emphasis on seamless communications.