

A long-exposure photograph of a city street at night. The foreground shows a multi-lane road with yellow and white lane markings. Light trails from cars and streetlights create a sense of motion and depth. In the background, several tall skyscrapers are visible, some with lights on. The overall scene is illuminated by a mix of warm streetlights and cool blue city lights.

**How LSG Saved a Top 10 Global Insurer Over \$522M Using Enterprise Legal Management (ELM) Software**

# Welcome Note

## Legal Solutions Group

*Founder & Executive Chairman*



Prospective clients, we are excited to share the results of this case study with you, and I hope you find it helpful. We realize the choice to outsource your legal processes is a very deliberate decision, and we're here as a long term partner should you choose us.

Hopefully the detail in this deck demonstrates the level of attention we'll bring to the table for your firm. We hope to work with you to continue your optimization of operations, and really make an impact on the company in a highly positive way. If there is anything not covered in this presentation, don't hesitate to ask for it, and we'll revert ASAP.

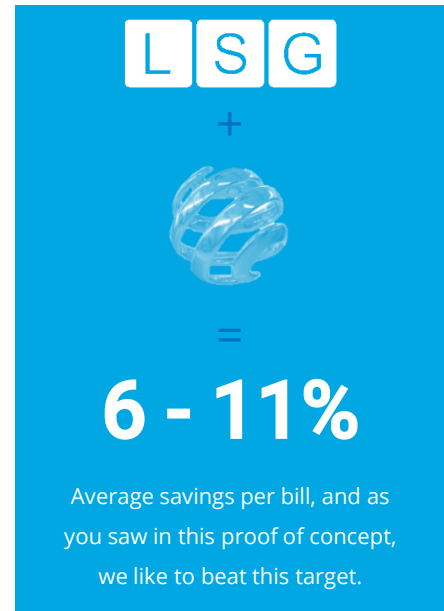
*Gary Markham*

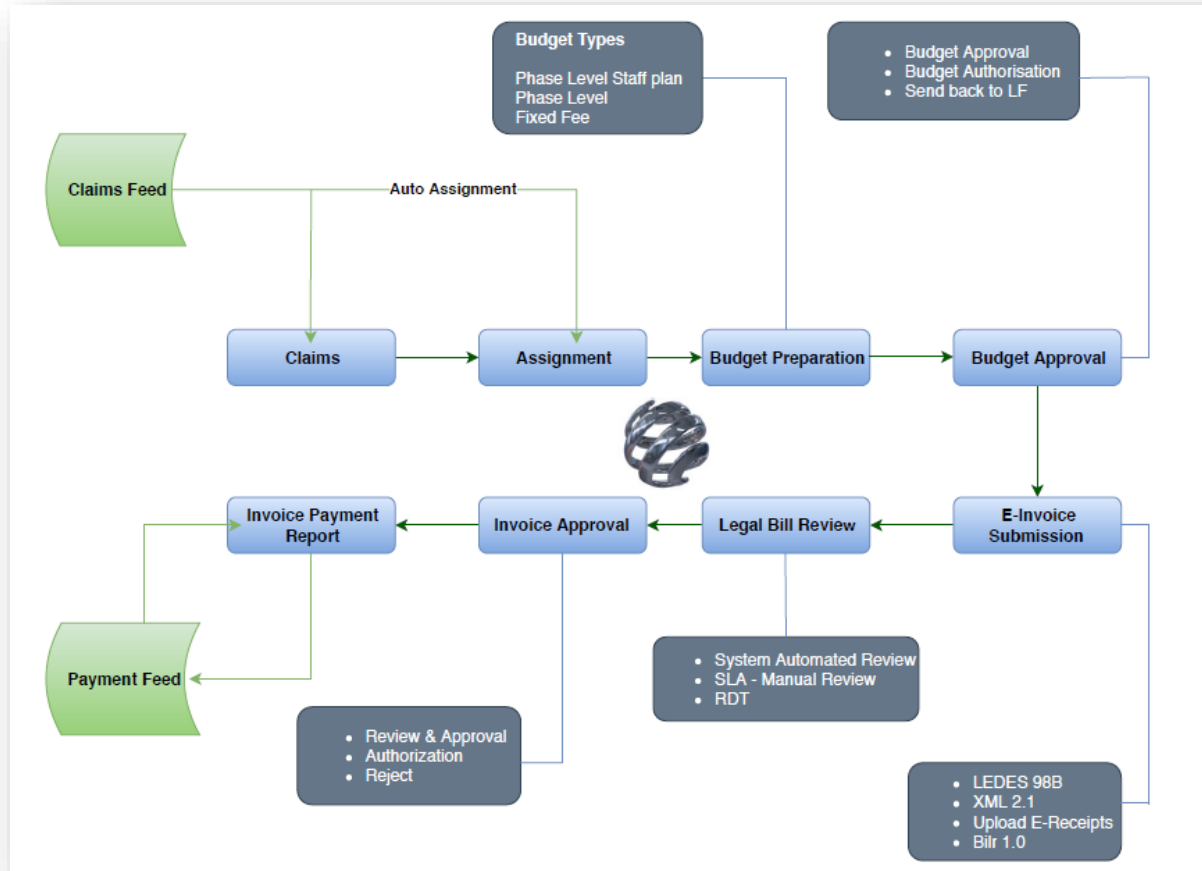
L S G

# Mercury® ELM Features

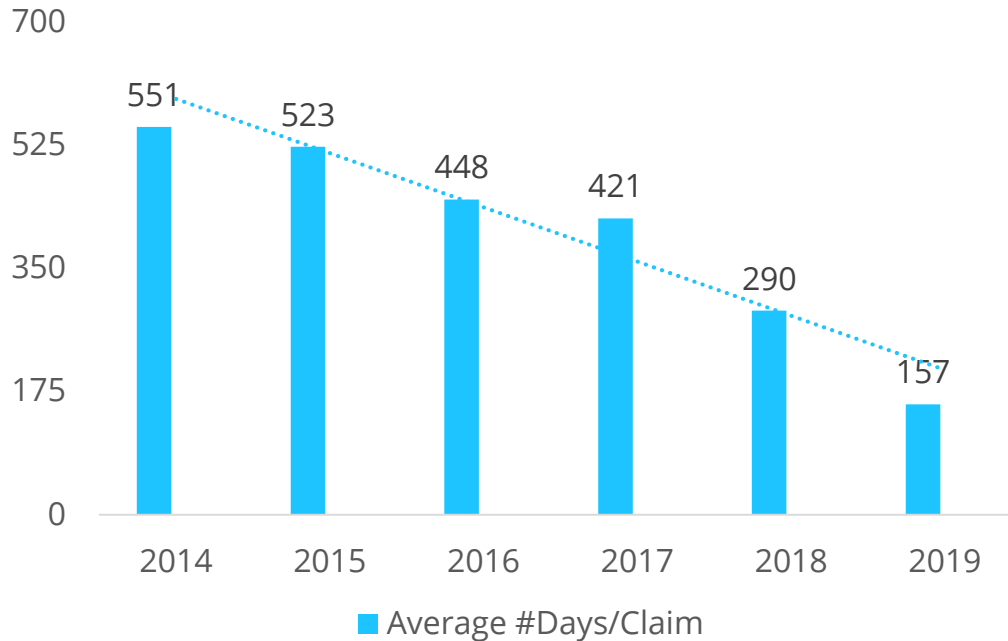
For better optimisation of the recommended/enhanced process flow, and litigation cost control, we would recommend implementing our **Mercury®** ELM tool, which provides the following key features:

- Includes full legal bill review (LBR) solution
- Claim and Matter Management
- AI integrated Features
- E-Bill Submission (LEDES, XML, etc.)
- Bilr (eBilling desktop and mobile application)
- Bill Review and Compliance Monitoring
- Powerful Reporting within Mercury ELM
- E-Document Repository
- Budget tracking and validation
- Case planning
- Auto matter creation and Auto assignment
- Legal and non Legal vendor Management
- Timekeeper Rate management
- API Accounts Payable
- LSG Data Analytics Report





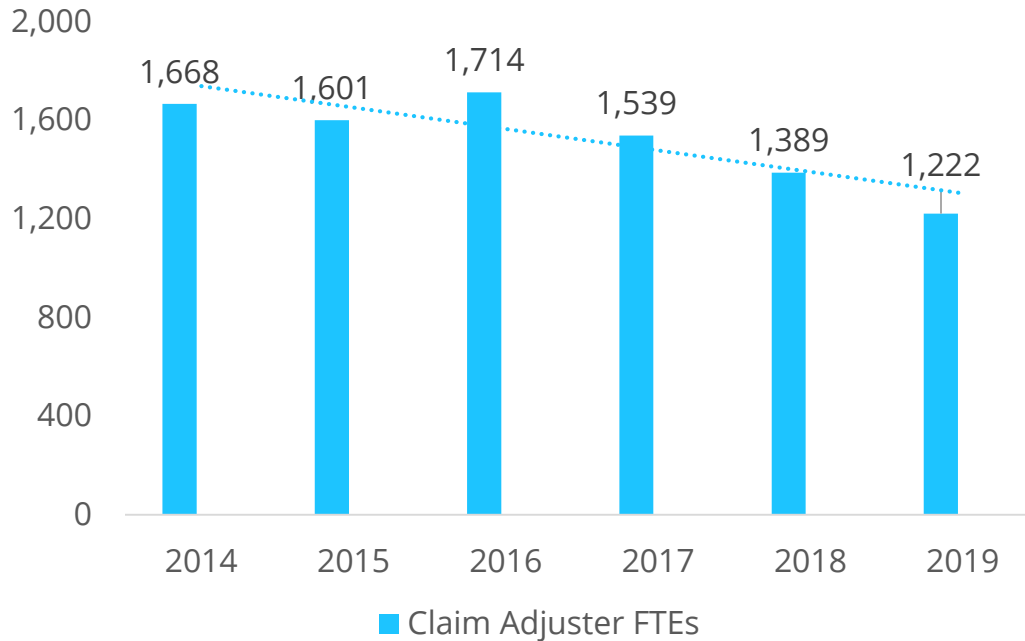
## Global Litigation Days



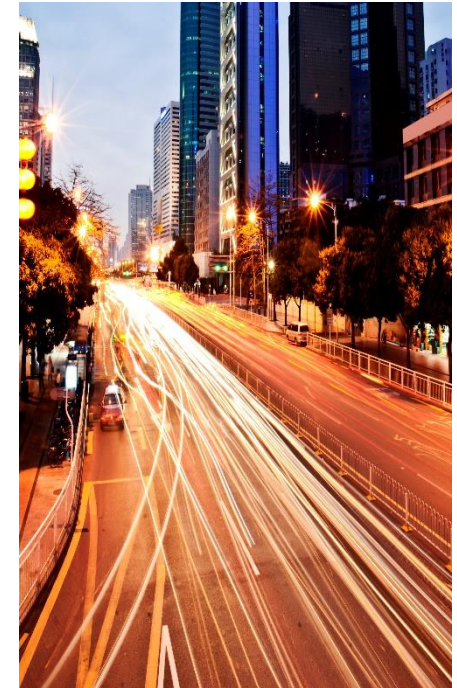
**Reduction:  
394 Days**



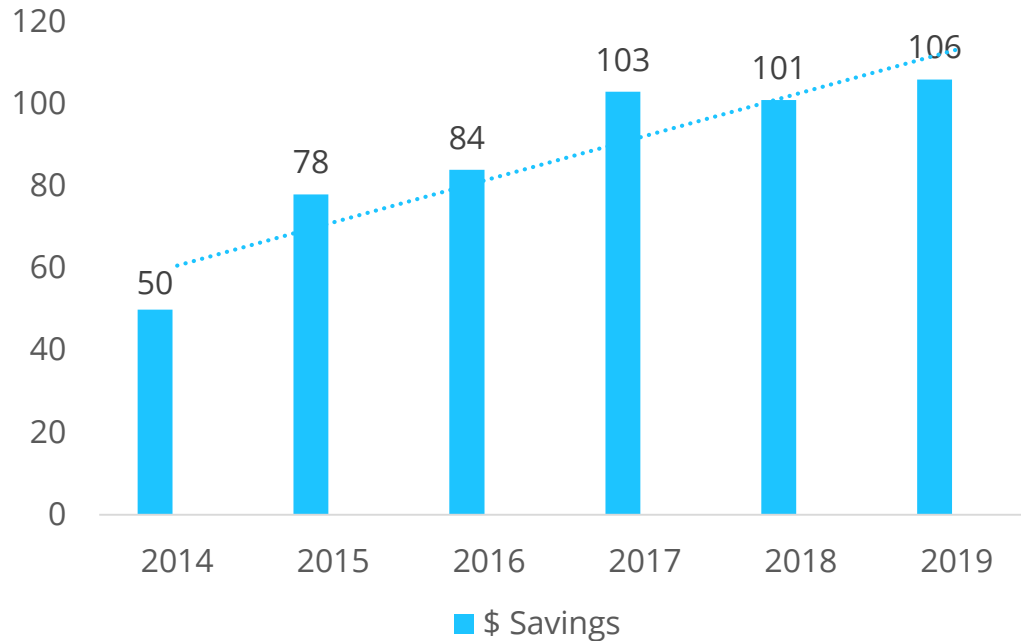
## Global FTE Savings



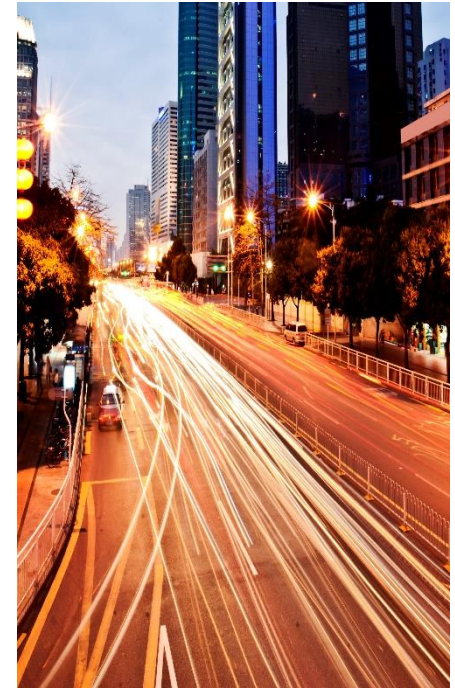
Reduction:  
492 FTEs



## Global Invoice Savings



Savings:  
**\$522M**



# New Pricing: Flat Cost or Hybrid

For a more equitable relationship with our clients, we have implemented our new **TOP Pricing®** tool, which provides clients with a proprietary model and options:

- Flat, Per Invoice Rates
- Percentage Hybrid Rates
- Per Line Item Rates
- Deliverable Bonuses Based on Spend
  - \$1M of pro bono development work per \$100M spend, starting in contract year 2
  - QuickLBR inclusion for spend above \$100M per annum, 24 hour LBR turnaround
  - Legal bill review software included in flat cost pricing for spend above \$100M per annum
- Price Beat Guarantee
- Plug and Play Pricing

## New Pricing





+



=

Plug and play flat cost legal  
bill review and litigation  
management platform



				
Flat, per-invoice fees	Yes	No	No	No
24/7 support	Yes	Yes	-	Yes
Utilizes AI	Yes	Yes	-	Yes
Advanced reports	Yes	Yes	-	Yes
Pricing structure	1% of invoice	% of invoice, e.g. 1.5-2%	% of invoice, e.g. 1.5-2%	% of invoice, e.g. 1.5-2%
Savings guarantee	If there's no NET savings, LSG's fee is waived	-	Yes	-

# Testimonials



We wanted to replicate the billing guideline compliance process we use for our 'live' program of Mercury® ELM on this historic claim. This required providing the invoices to LSG and then they conducted the review using Mercury® ELM and **their expert Bill Review team**. I was very pleased with the detail and granularity of the report which enabled us to have a productive discussion with our external counsel. A successful outcome was achieved.



**Paul Sewell**

*Group Chief Claims Technical Officer*

My experience with LSG has been nothing short of exceptional from the first Sales call to the current relationship management they employ. Even though this was the first time we had asked our panel counsel to submit their invoices through an electronic system for review prior to payment, we were able to take the program from the planning phase to fully functional in less than two weeks due to their efficient on-boarding processes. **Overall, I could not be happier with LSG** and their team and would not hesitate to recommend them for your electronic billing needs.



**Justin Barth**

*General Counsel*

**Thank you for your time.**

*Gary Markham*

info@lsg.com