

WESTLAW & LEXIS: PATH TO COMMODITIZATION

Section II Report Process/Methodology

To provide a comprehensive and detailed view of the current market, Feit Consulting collected and analyzed data from midsize and large law firms.

Market Research Approaches

Data was collected through the following methods:

- *Phone Interviews:* Conducted from March 2015 through April 2016, with 179 firms. These interviews revolved around the firm's current legal information strategy and sentiments toward vendors.
- *Surveys:*
 - *Associate Westlaw/Lexis Preference Survey* - Conducted in April 2016, with 238 respondents. Survey responses are located in Appendix I.
 - *Westlaw/Lexis Sentiment Survey* - Conducted from March 2016 through April 2016, with 127 firms responding, including 46 Am Law 200 firms. Survey questions and responses are located in Appendix II.

Via the combination of methods described above, Feit Consulting was able to collect data on roughly 98% of the large law firm market. Additionally, data was collected from 141 midsize firms.

Accuracy

In the table above, the 'Firms in Segment'* was captured from Leadership Directories¹ and has been updated with changes in firm size that Feit Consulting has been able to track. The number of 'Firms in Report'** represents the number of firms on which Feit Consulting has captured data through the various methods described above.

Feit Consulting has taken additional steps to ensure accuracy through random verification checks. In the *verification*, Feit Consulting followed up with firms who had previously been interviewed or surveyed. Any discrepancy was reviewed and corrected.

The legal information market is in a state of constant flux. With new contracts being negotiated monthly, data will change continually over time. Allowing for these changes in contracts and other inconsistencies in survey results, the data provided in this report, as it relates to firms that have chosen a sole provider, is as accurate as possible.

Confidentiality of Clients

To protect the confidentiality of all our clients, data has only been included using the methods described above. No data was utilized directly from any specific Feit Consulting engagement, although clients of Feit Consulting were offered the opportunity to participate.

¹ Leadership Directories: <https://www.leadershipdirectories.com/>.