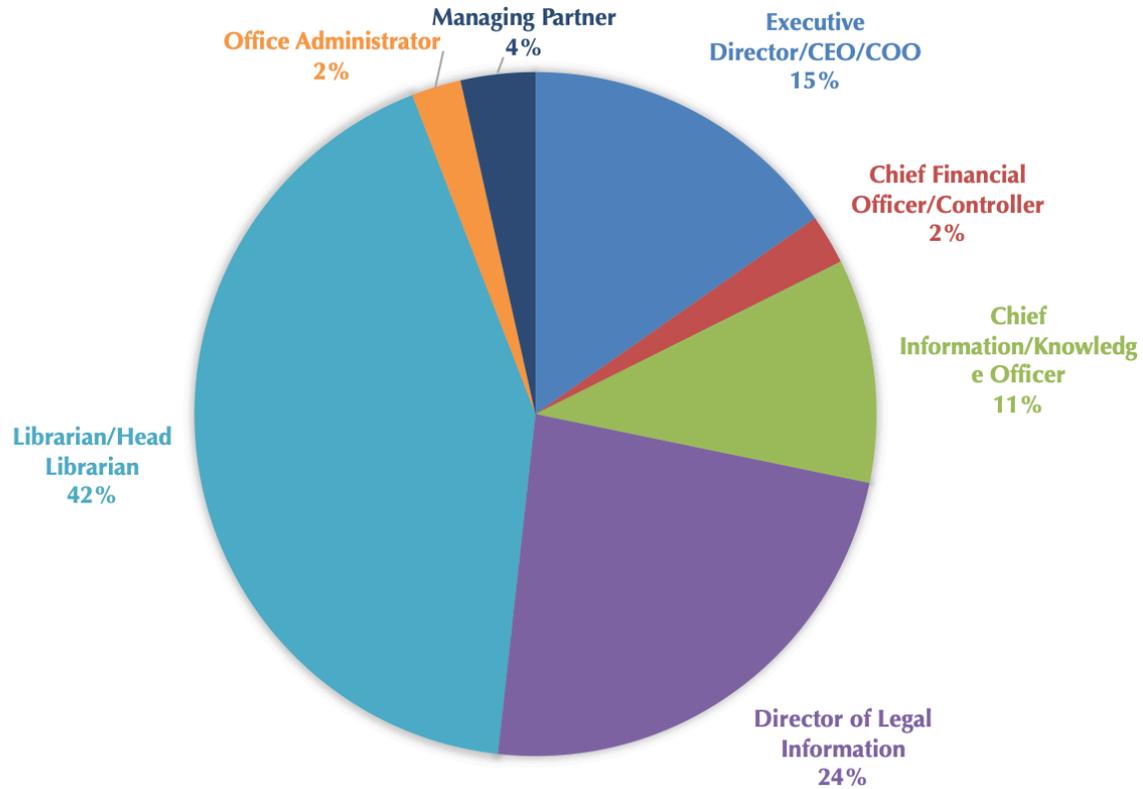


June 2019  
Mini-Survey  
Edge vs. Context

# Mini-Survey Edge vs. Context

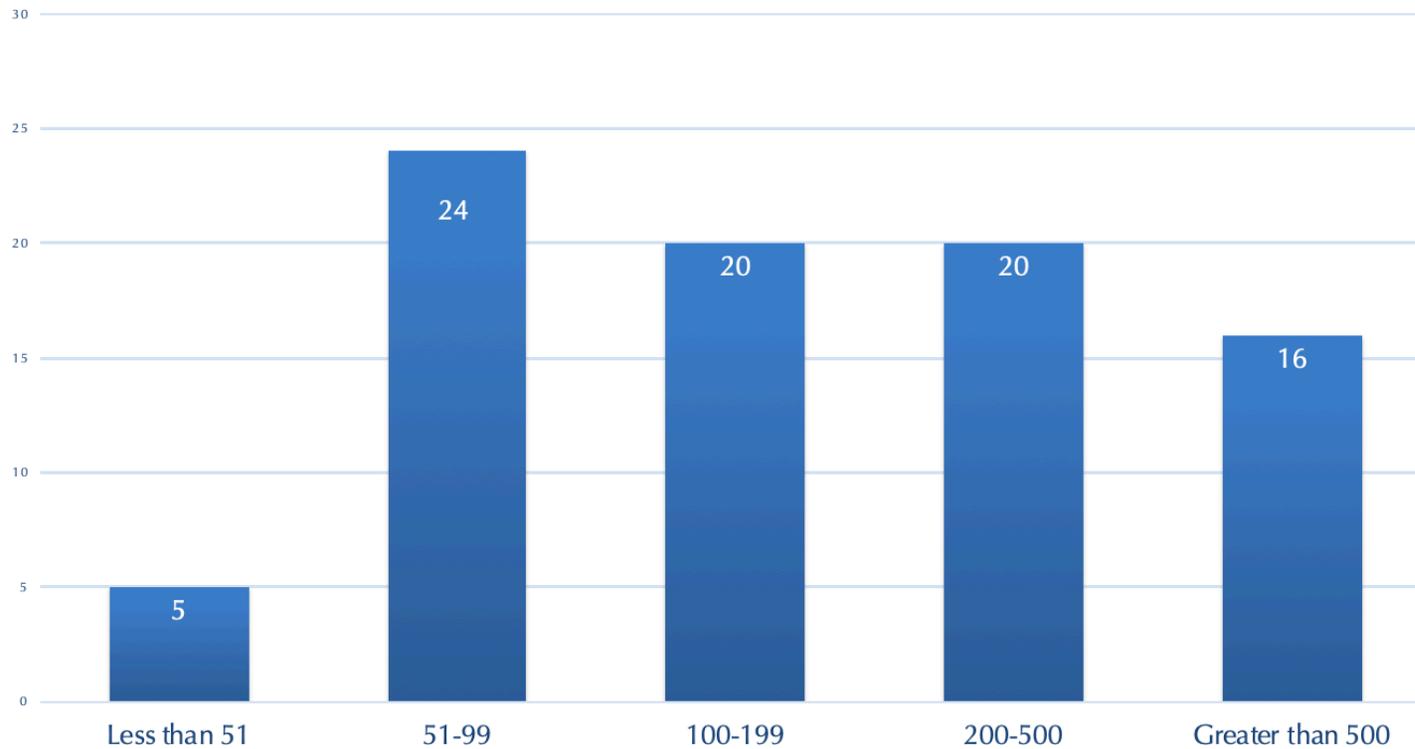
- Survey was conducted from 5/29/2019-6/16/2019.
  - The following survey includes 84 responses.
  - 46 participants with Lexis. 72 participants with Westlaw.

# Which of the following titles most closely matches your current position?



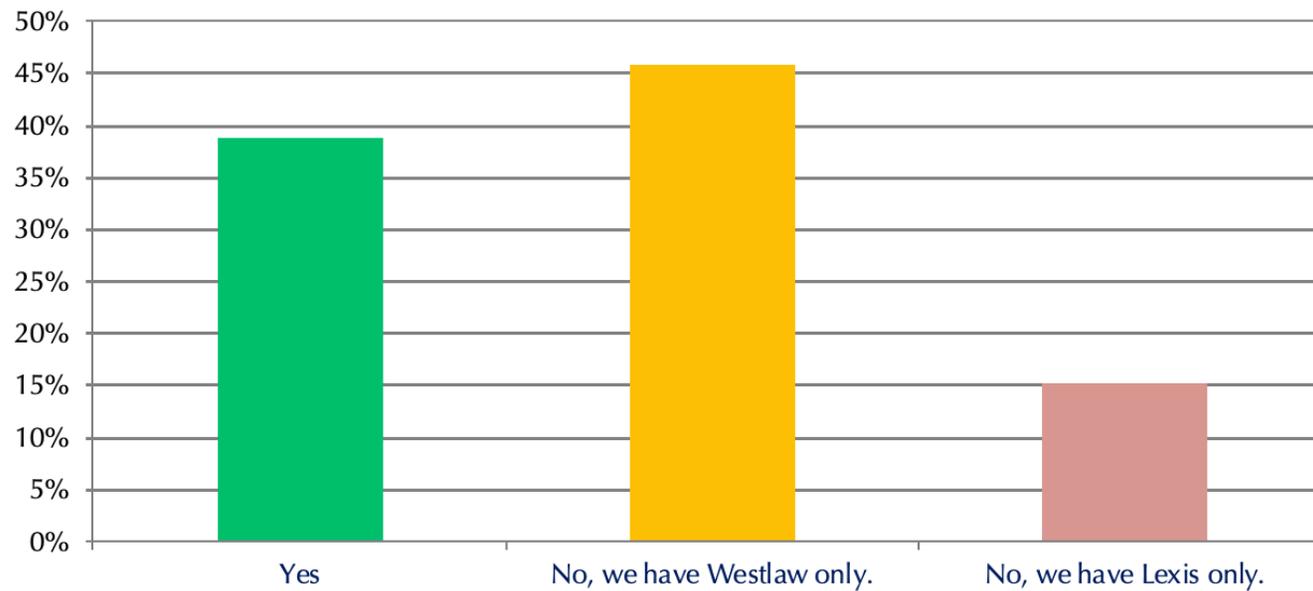
From Mini Survey: Edge/Context

## How many attorneys are currently at your firm?



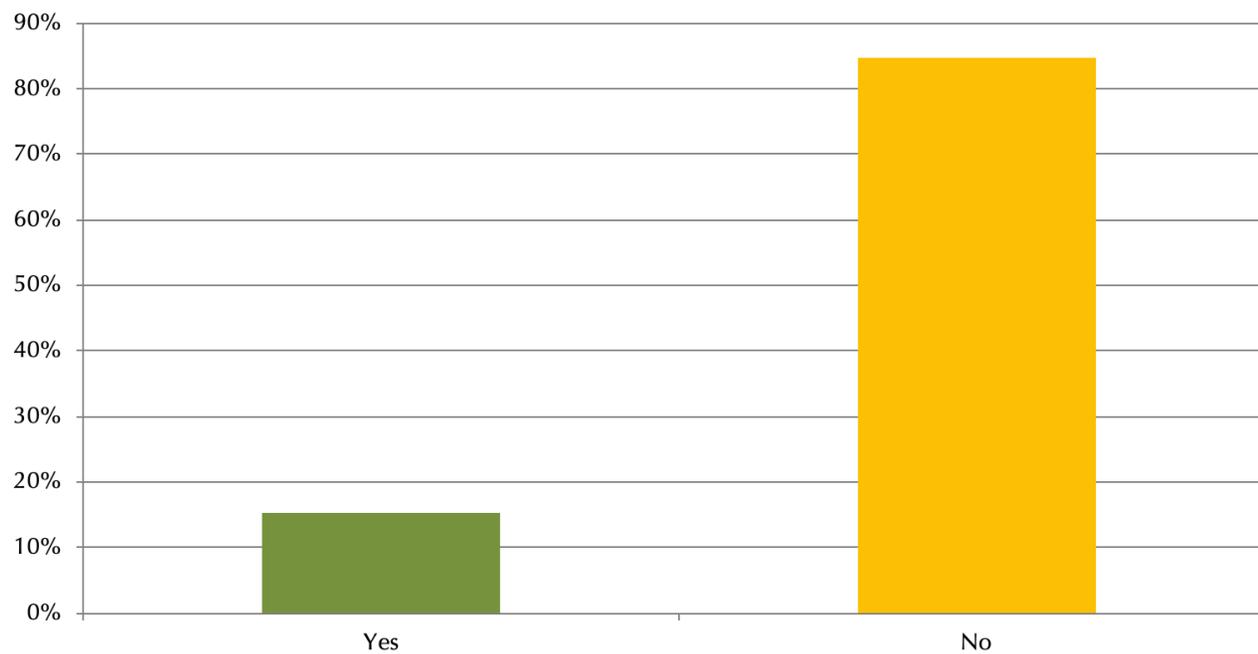
From Mini Survey: Edge/Context

## Does your firm have both Westlaw and Lexis?



From Mini Survey: Edge/Context

## If your firm has Westlaw, did you buy Edge?

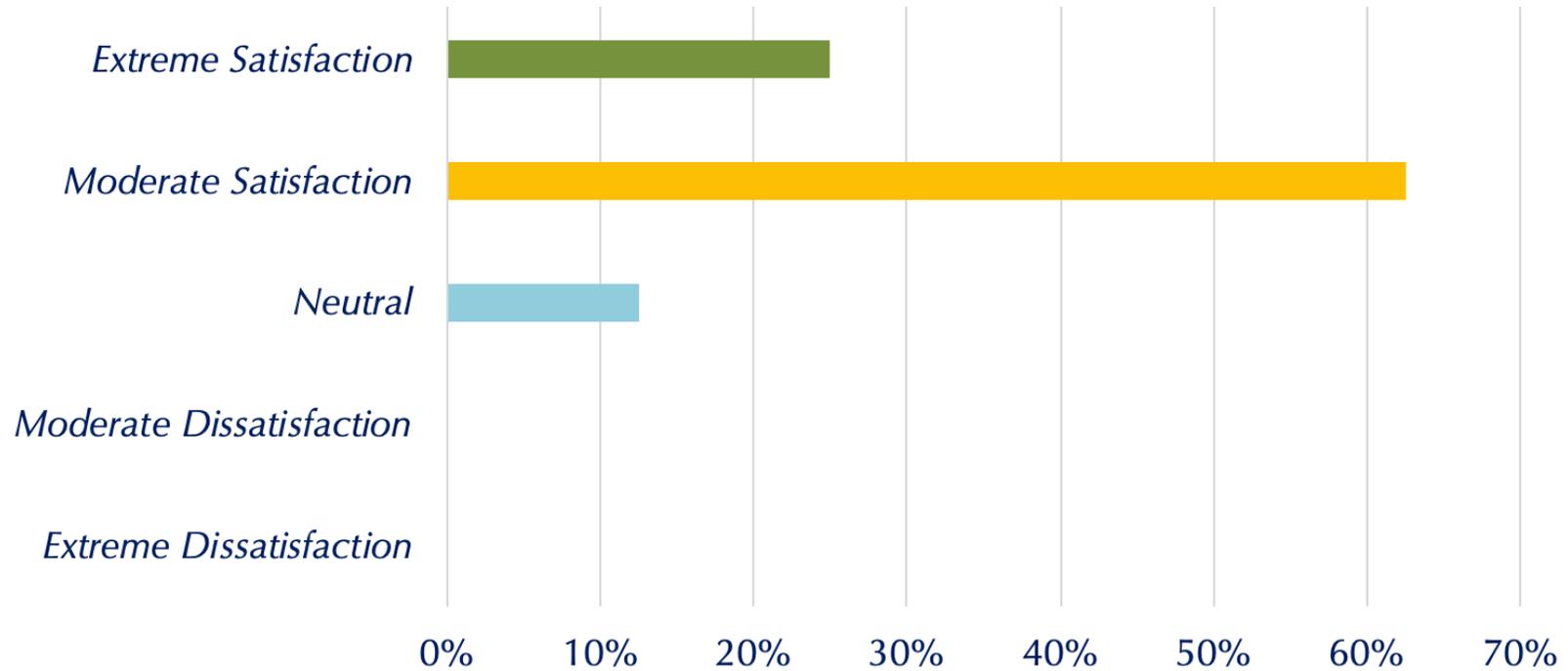


From Mini Survey: Edge/Context

## What was your percentage increase for Edge?

<i>Includes firms adding Edge during Westlaw negotiations, and mid-contract</i>	5%
<i>Removing firms that were included Edge in their Westlaw negotiations</i>	9%

## Do you like Edge?



*Note: Small Base, of the 72 participants with Westlaw, 10 responders (14%) answered this question.  
From Mini Survey: Edge/Context*

## Do you like Edge?

- It has helped us answer complex research and analytics questions in a faster, more comprehensive manner. While still in its early stages, it has proven valuable on numerous occasions, and attorneys and research analysts have a number of success stories.
- The users here really did not see this as a platform switch but as a general update. The attorneys did not find anything new about their results except a difficulty in printing reports such as analytics in order to pass on to others they are working with in the firm.
- Yes and No. Its keycite capability is a great improvement over WestlawNext. Also the new litigation analytics component is very useful in figuring out case statistics as well as attorney and judge profiles. However, it seems to be less robust from a performance standpoint (i.e. slower in search response time).
- Functionality is nice, reporting ability is currently lacking.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- We are looking at Edge currently. I don't have a price.
- Evaluating
- we have not plans to purchase Edge. We would at least consider it if Westlaw came to us with a price we felt was fair.
- We are considering.
- We are considering upgrading to Edge when our current contract expires.
- Possibly and would hope to get it at a nominal price increase.
- We will start looking at in 2020 when our current contract is up. Do not know anything about pricing at this time.
- We hope to purchase Edge at our next contract renewal -- in 2020. Price is unknown.
- Not for a couple of years. We need the price to fall more in line with what we current pay for Next.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- Not within the next year
- Possibly when we renew our contract next year. Depends on the terms.
- we did not buy Edge but may in 2-3 years. Not sure of the price. Maybe something similar to WL Next? Was it \$XX/month?
- We would like to purchase in 2020 or 2021 but at a much lower price than was offered.
- If we add Edge, it would likely happen either this month (currently considering an offer), or one year from now.
- We are considering it. Not sure yet on pricing yet although initial estimate is approximately \$Xk per month.
- We are interested but have not been given a price, which is interesting because their reps told me one week ago that they were going to provide it immediately.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- We are considering. Quoted price works out to approximately \$XXX per lawyer per year.
- Looking to see if we can get a deal with an early renewal. Will not purchase at current price point. No increase would be ideal.
- We are looking at the product this year. It is expensive so we are seeing whether the product is worth the expense.
- between 6 months and 3 years, price not yet known
- We will consider it at our next contract renewal if the cost has decreased.
- When pricing is more reasonable. They were offering no concessions with the roll out.
- yes. Hoping to get it very inexpensively or free in the future. Willing to wait for good pricing.
- Probably at renewal, with a very low or zero increase. Our West cost is getting too high.
- When it is the only option offered.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- When the current platform sunsets
- No plans as of now to upgrade to Edge
- Not until forced migration or until compelling pricing is offered. Pricing in single-digit percentage increase.
- As late as possible, because even the price of at 25% of our current Westlaw contract it is too much. If it becomes a 10% or less surcharge I'll think about it. We pay a comparable amount to the latter percentage for Practical Law and actually get new content instead of just technical enhancements.
- No, we do not plan on purchasing Edge in the foreseeable future.
- No, unless it's cheap and we have significant push from attorneys. To date, only one attorney has expressed mild interest in Edge.
- I suspect we will not have a choice but to go with Edge when our contract renews at the end of 2020. I think TR will not be supporting regular Westlaw much longer.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- Not determined at this time.
- I'm not sure if we'll purchase it before it becomes the only option, when it replaces the current Westlaw. That would depend on future negotiations.
- unsure at this time; price is a concern.
- We will not purchase it until our current contract ends, and we will consider pricing then. Ideally, less than current contract.
- unknown at this time.
- Unsure
- unknown
- Not sure and the price will be confidential.

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

- We have no plans to purchase Edge, at least until Westlaw gives us no choice.
- Not anytime soon...it's too pricey.
- Would want the price to remain the same as for Westlawnext. No plans as of now.
- When they make us move, I'll move to Edge. I can't justify the cost increase as a predominantly transactional-focused firm.
- No
- Never. None
- Unknown
- No plan to purchase at this time.
- No

## If you have not purchased Edge yet, when do you plan to purchase and at what price?

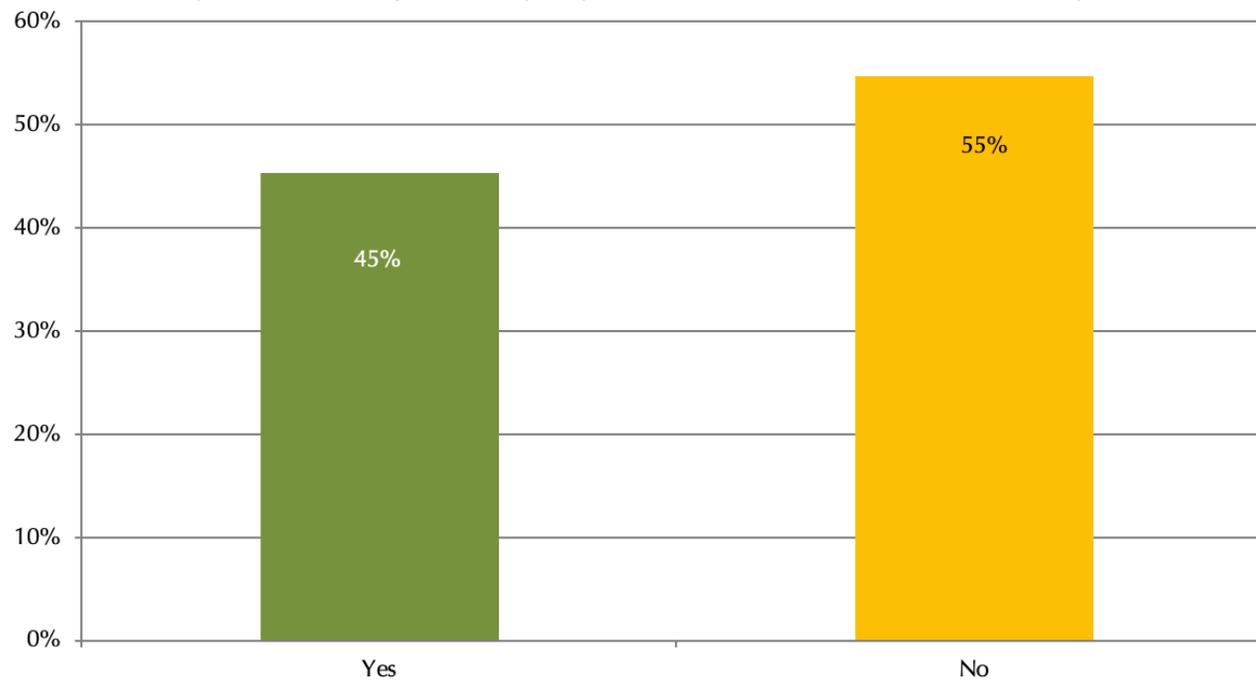
- Not sure, they have not actually offered it to me or given me any price proposals.
- don't know. I'm not involved in the purchasing decision.
- No decision made one way or the other.
- Possible
- unknown
- We don't have immediate plans to purchase.
- Have not yet decided
- May consider it when the contract renews.

## When will you purchase Westlaw Edge?

<b><i>Answers</i></b>	<b><i>Actual</i></b>	<b><i>Percentage</i></b>
<i>Considering within a year</i>	6	11%
<i>Considering within 2 years</i>	7	12%
<i>Considering, no time frame</i>	11	19%
<i>No, only when forced</i>	15	26%
<i>Unknown</i>	18	32%

From Mini Survey: Edge/Context

## Are you considering or have you purchased Context or similar AI/Analytics?

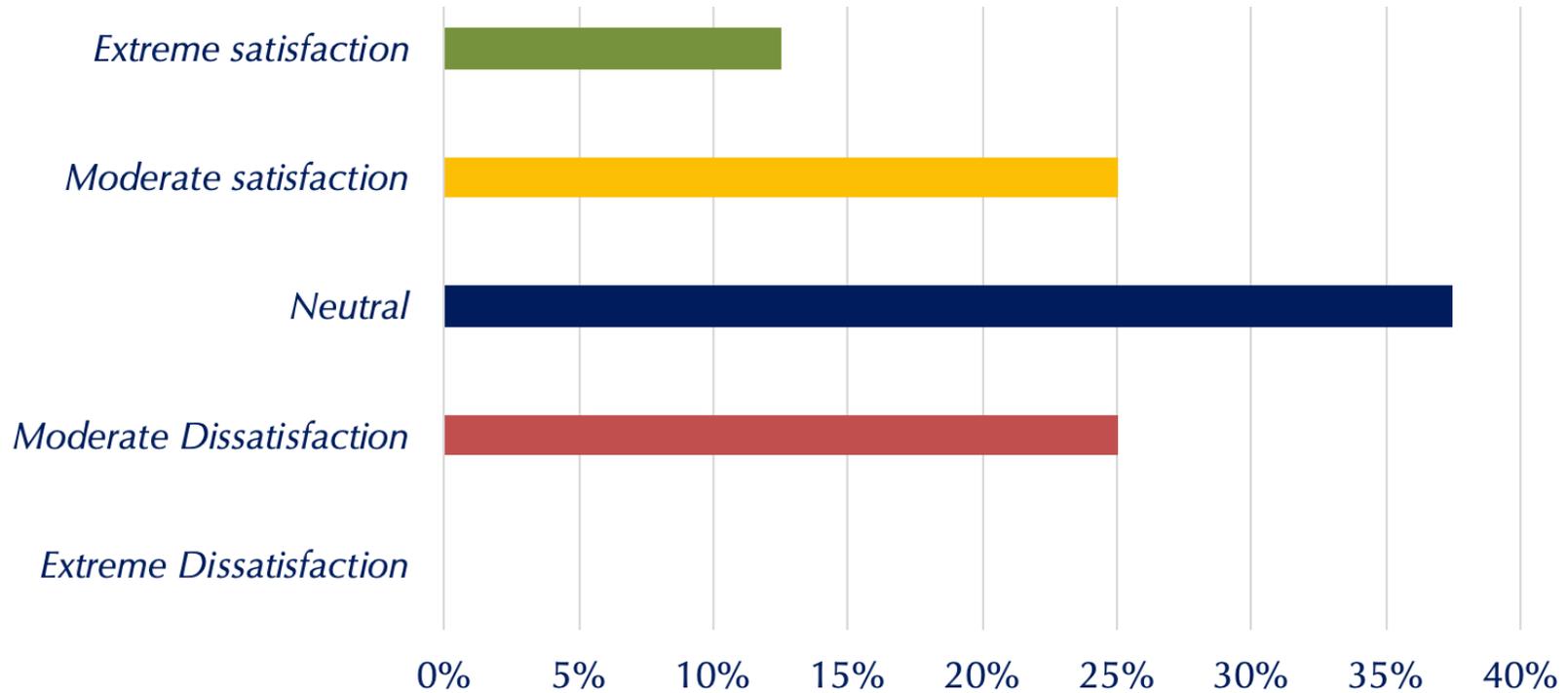


From Mini Survey: Edge/Context

## What was your percentage increase for Context?

<i>Includes firms adding Context during Lexis negotiations, and mid-contract</i>	2%
<i>Removing firms that included Context in their Lexis negotiations</i>	4%

## Do you like Context?



Note: Small Base, of the 46 participants with Lexis, 8 responders (17%) answered this question.  
From Mini Survey: Edge/Context

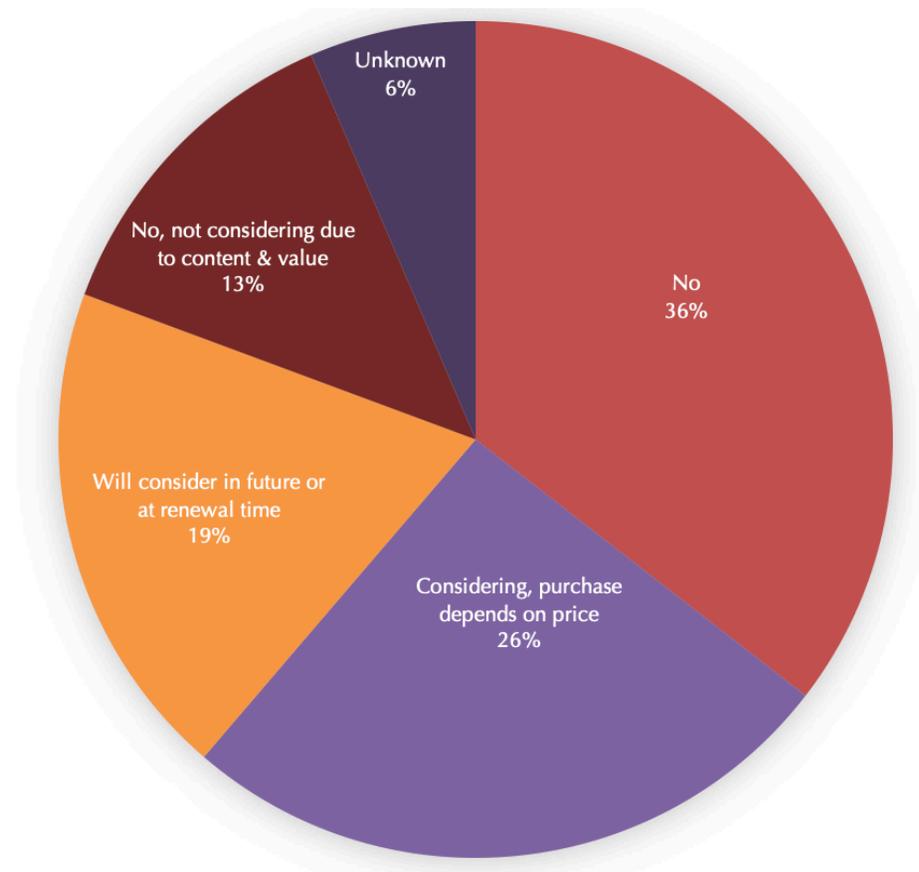
## Do you like Context?

- Context was added to our existing Lexis subscription at no additional cost. I have limited experience with Context so far, but it seems to have great analytics on judges and expert witnesses.
- I think it needs more development to be truly effective. They are making strides but I don't think it is there yet. It has a lot of promise but presently there is a very narrow use scenario. If they can broaden the equivalent of motion analytics to the appellate judges it be really quite nice.
- We are just now being forced to purchase Context since our contract is renewing. I haven't used it much because the price per report is extremely high.
- Have yet to fully integrate
- I do not like the way Context reports are currently formatted. There is no option to download a neat report containing both the analytics portion as well as related materials.
- Several research analysts have requested Context, but I have said no due to a proposed price increase of roughly 8%. (We did/do not have Ravel.)
- N/A purchased Gavelytics. Did a trial but we've mainly focused in the trial courts.
- As with almost all AI research tools today, Context is still in development and evolving. The new platform builds on data/functionality on Ravel and easily discoverable insights on Judges and Experts.

From Mini Survey: Edge/Context

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## If you have not purchased Context yet, do you plan to purchase and, if so, when?



From Mini Survey: Edge/Context

## If you have not purchased Context yet, do you plan to purchase and, if so, when?

- Likely, still negotiating.
- We may at our next renewal and I cannot tell you the price.
- Possibly, depending on pricing, when we renew our contracts at the end of 2020.
- We are hoping to evaluate within the next year.
- We're still waiting to see more of it
- We are planning CONTEXT trial in the near future
- I'm not very familiar with this product. Our Lexis renewal is approaching so it could be considered in a package deal if it were under \$XXK.
- Possible future purchase. No pricing available
- We have no plans to purchase at this time. If Lexis comes to us with a reasonable price offer, we will consider purchase at that time.
- We would like to purchase this in 2021, but the price is unknown to us.
- We found that the price was too high for the content provided. So we'll re-evaluate in another 1 1/2 years
- Yes, if it is offered at under 3% price increase
- Possibly at the right price.
- Some like it and use it. Will take time. Still negotiating price.
- No current plans to purchase.

From Mini Survey: Edge/Context

## If you have not purchased Context yet, do you plan to purchase and, if so, when?

- No
- Not currently.
- Not looking at Contest at the moment but at other AI products.
- Not an explicit part of our thinking right now.
- no plans on purchasing at this point in time
- Probably will not purchase Context
- No
- No.
- I do not have plans to purchase context.
- No.
- We do not have enough users on Lexis Advance to justify any increase in cost.
- We also believe that Edge is better than Context.
- We do not plan to purchase Context until it covers a significant number of California state courts.
- Again, not anytime soon. I'm not sure there's enough value-added.
- See above. Maybe once the data is beefed up more...
- don't know. I'm not involved in the purchasing decision.
- not sure

From Mini Survey: Edge/Context

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## Percentage of firms who have already purchased

<i>Context: of 46 participants with Lexis, 8 responders</i>	<b>17.4%</b>
<i>Edge: of 72 participants with Westlaw, 10 responders</i>	<b>13.8%</b>

From Mini Survey: Edge/Context