

Manthan Legal – Labor & Employment (L&E) Case Study - 1

Creating FIXED FEE LITIGATION SOLUTIONS for Single Plaintiff cases

ISSUE AT THE LAW FIRM

- The Law Firm saw that there is increasing demand for fixed fee solutions from customers, even in areas of litigation
- Single plaintiff cases under Title VII were ideal to create a alternate pricing model for customers so that can give bulk mandate to the law firm.

MANTHAN SOLUTION

- Manthan and the law firm trained a crack team of 5 lawyers for delivering first drafts of motion for summary judgments, discovery analysis and legal research.
- Manthan team delivers first draft of 'statement of facts' and 'memorandum of law'. The attorney at the law firm spent 10 hours now instead of earlier 50 hours to finalize each case and deliver value to customers.

BENEFITS

- The law firm has received enthusiastic response from customers for having helped them manage their litigation spend.
- The law firm received bulk mandates to handle all single plaintiff litigation cases in LE from its customers
- Each attorney now has the capacity to handle 3 times more cases resulting in very high productivity. This firm expects to add an estimated USD 2 million to the topline due to additional work commitments from clients.

The law firm is being aggressive in unveiling more of fixed fee solutions to its customers, with the strong delivery support from Manthan.