Case Study

How Worley Saved $1 Million in a Single Subpoena Response
As a global provider of professional project and asset services in the energy, chemicals, mining, and resources industries, Worley employs over 47,000 people and is present in 49 countries.

With a corporate legal team of over one hundred legal professionals, the Director of Litigation Services, Tammy Thompson, stands out as Worley’s only certified eDiscovery specialist.

Since cost is the number one driver of any decision for Worley’s legal team, she is constantly applying her extensive eDiscovery expertise and innovative spirit towards initiatives to bring down Worley’s outside legal spend.

One of her main goals is to disprove the misconception that third-party costs don’t have a negative impact on the company’s bottom line and that the only option for small legal teams is to engage outside counsel to conduct discovery and give them carte blanche to select vendors and eDiscovery platforms.

By putting the right tools and processes in place, she’s demonstrated that even small teams with limited budgets can run a successful and cost-effective eDiscovery process.

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A Tale of Two Very Similar Matters—with Radically Different Outcomes

For any tale with a happy ending, there’s usually a not-so-pleasant beginning. And there was, in fact, a particularly painful instance that ignited Worley’s change in their approach to eDiscovery.

It all started with two almost identical matters involving subpoenas from regulatory agencies. Although both subpoenas arrived almost simultaneously, the team managed them in completely different ways, leading to two drastically different outcomes:

Outside counsel and a vendor of their choice managed Matter A, with little to no internal intervention.

After several months of six-figure bills and no meaningful results, Thompson got involved—only to realize that the entire process had been a complete mess. She found out that even the search terms employed to find responsive records were too broad, leading OC to review 75% more documents than required.

The total cost of the matter was around one million dollars, an amount the team now describes as “completely unnecessary legal spend.”

In contrast, Worley’s in-house team handled the second subpoena, Matter B, right from the start, working closely with the regulatory agency to refine the scope of the records requested. The team relied on their Logikcull subscription for every aspect of the discovery process, including:

- Issuing the legal hold
- Collecting relevant custodian and non-custodian data
• Ingesting and automatically processing files
• Searching data, developing and refining syntax
• Reviewing for privilege and relevance
• Generating the final production

The result? Since they could manage every part of the process with their existing tool, **responding to this subpoena didn’t cost Worley a penny in additional external spend. The case for managing eDiscovery in-house was made.**

“**Matter B didn’t cost us a penny because every facet of the discovery process was included in our Logikcull subscription.**“

**Tammy Thompson**
Director of Litigation Services, Worley

Watch Tammy Thomson as she describes how Worley saved $1 million in a single subpoena response.
Debunking the “Lack of Bandwidth” Myth: Saving Hundreds of Thousands Per Matter with a Tight Budget

In Worley’s tale, it’s actually valid to say that “they all lived happily ever after.” Ever since the team realized the massive savings they could obtain by in-housing most parts of the discovery process, they’ve continued developing that approach.

Thompson is now saving the company hundreds of thousands of dollars per matter by managing the entire discovery process internally—achieving cull rates on collected data of over 94%.

And while they still engage outside counsel when their expertise is required, they do it sparingly and on their own terms.

According to Thompson, a lack of bandwidth is never a valid argument for any legal team that is serious about bringing down third-party costs. With the right toolbox a proactive approach, even a team of one can run the entire discovery process and avoid surrendering control to outside counsel—all while generating massive savings for the company.

“With Logikcull, any legal team can have the bandwidth to handle eDiscovery in-house. I’m saving Worley hundreds of thousands of dollars per case by managing the entire process internally thanks to its ease of use and powerful technology.”

Tammy Thompson, Director of Litigation Services, Worley
Save thousands per matter with Logikcull

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