



General Liability

Over the last few decades the business world has faced the harsh reality of ever increasing litigation costs and ever more unpredictable outcomes. This economic tsunami has forced the business community to look at ways to lower their litigation costs while ensuring some level of predictability. Various approaches from flat rates to reduced hourly fees and hybrids have produced limited results.

Eckert Seamans partnered with their clients to solve this problem. What we discovered was that there was no alignment of interests either internally or externally and third parties often generated more confusion, adding to the costs. There were too many divergent voices, no access to real time data, and there were no metrics. Strategies were often reactive, looking in the rear view mirror while trying to predict the future. It was time consuming, expensive and extremely risk averse.

Eckert Seamans has been a leader in resolving the ever increasing litigation costs combined with the growing problem of unpredictable outcomes. Eckert Seamans combines innovative technology with data analytics and decades of real world litigation experience to reduce a client's litigation costs and provide a more predictable outcome. Eckert Seamans achieves these results by creating a unique crisis response team focused on early assessment and lawsuit prevention. Eckert Seamans utilizes these tools to reduce the lifespan of a lawsuit and thereby reduce counsel fees and litigation support costs. This in turn drives greater predictability. The benefits of the partnership with Eckert Seamans goes beyond the mere cost savings, in addition it aligns the interests of the corporation with Eckert, it provides consistency and reliable and predictable financial forecasting as well as "on call" advice and early identification of trends. Our focus is driven by results, not activity.

REPRESENTATIVE MATTERS

- Assisting multinational companies with proper data collection designed to measure performance.
- Improved reporting designed to make client decision making easy and predictable.
- Aligning the interests of the client and the law firm.
- Creating performance based metrics designed with the client to reduce costs and provide uniformity and consistency.



To learn more about Eckert Seamans' General Liability capabilities, please contact:

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DAVID B. WILLIS
Eckert Seamans Cherin & Mellott, LLC
Two International Place, 16th Floor
Boston, MA 02110
(617) 342.6809
dwillis@eckertseamans.com

ABOUT ECKERT SEAMANS

Eckert Seamans is a national, full-service law firm with a strong reputation and history of success that spans nearly 60 years. With more than 375 lawyers and government relations professionals across the northeast and mid-Atlantic regions, including a network of 15 offices in the states of Connecticut, Delaware, Massachusetts, Michigan, New Jersey, New York, Pennsylvania, Rhode Island, Virginia, Washington, DC, and West Virginia, the firm provides clients with proactive, solution-oriented business and litigation counsel.

Eckert Seamans was established in 1958 to meet the needs of some of the then leading businesses in the country, such as Alcoa and Westinghouse. Although our practice was limited to only 10 clients at the time, our founders formed key and enduring client partnerships and the firm still serves seven of those original clients today. This commitment to building lasting relationships with our clients remains one of the hallmarks of our firm.

Our client base is representative of nearly every facet of the economy, including multinational corporations, small businesses, nonprofit institutions, municipalities, government agencies and individuals. The needs of our national and international clients involve us in virtually every area of the law and most industries.

Our clients trust us to guide them through their most challenging legal issues, most significant business transactions, and most critical disputes, which often cross practices and jurisdictions. Eckert Seamans is also involved in cutting edge issues affecting our clients, such as counseling and helping to respond expeditiously to over 70 data breaches in the past few years, thereby reducing clients' legal exposure and business risk.

Whether a Fortune 500 company, nonprofit, family-owned business, start-up, government entity, or individual, our clients receive the attention of highly skilled attorneys through our coordinated, multi-disciplinary team approach. This "one firm" principle allows us to bring the right mix of firm-wide skill and local-market presence to deliver the legal advice necessary to help our clients achieve their goals. And in our most successful relationships, our involvement has extended well beyond the law. We've become a part of our clients' risk and project management teams, helping plan the strategies necessary to achieve their objectives and assisting in implementing their strategic plans successfully and cost-effectively.

Partnering with our clients in this way—learning about their businesses and operations, and by extension, the dynamics that impact their industries—is a key component of our client service philosophy, which drives everything we do at Eckert Seamans and is a core element of our culture.

Additionally, through our partnerships with the international legal networks of SCG Legal and NextLaw Global, our alliance firms assist us in seamlessly handling our clients' cross-border transactions and disputes, as well as access to evolving legislation and real-time business developments anywhere in the world.

To learn more, visit us at eckertseamans.com or contact:

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