

PREMONITION™



INTELIGENCIA ARTIFICIAL PARA SELECCIÓN DE ABOGADOS

3er. Encuentro de Abogados – EDA 2015
EDICIÓN 2015
EL EVENTO

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¿CÓMO ELEGIMOS ABOGADOS?



PORQUÉ CAMBIAR

- Contratar servicios profesionales es un **acto de fe** (*credence goods*, P. Nelson 1970) → **falla de mercado**
- **Rankings elaborados con criterios subjetivos o poco claros** (percepción de pares, publicidad encubierta, etc.)
- **Sesgos cognitivos** (estereotipos, subirse al carro, heurística de disponibilidad, etc.)
- **Nuestra percepción nos engaña** (oficinas costosas, secretarias agradables y un profesional carismático no son per se garantía de éxito)

PERCEPCIÓN

≠

REALIDAD

I.A. PERMITE ELEGIR ABOGADOS EN BASE A EVIDENCIA

- Casos ganados
- Duración promedio de un litigio
- Costo prorrateado por hora

KNOWLEDGE IS EVERYTHING

- WIN RATE: **80%**
- HOURLY RATE: **\$400**
- AVE. CASE LENGTH:
520 DAYS

- WIN RATE: **20%**
- HOURLY RATE: **\$550**
- AVE. CASE LENGTH:
460 DAYS

- WIN RATE: **100%**
- HOURLY RATE: **\$250**
- AVE. CASE LENGTH:
390 DAYS

- WIN RATE: **55%**
- HOURLY RATE: **\$350**
- AVE. CASE LENGTH:
360 DAYS

¿CÓMO FUNCIONA?

- **INTELIGENCIA ARTIFICIAL** busca, selecciona y analiza información... ¡y aprende a hacer todo eso cada vez mejor!
- **BIG DATA** PREMONITON A.I. cuenta con la mayor base de datos de resultados de pleitos del mundo (EE.UU. y R.U., por el momento)

TODO LO QUE QUISO SABER
SOBRE EL MERCADO
JURÍDICO PERO QUE NUNCA
SE ATREVIÓ A PREGUNTAR...

¿QUIÉN GANA MÁS
PLEITOS: ASOCIADOS,
SOCIOS O ABOGADOS
INDEPENDIENTES?

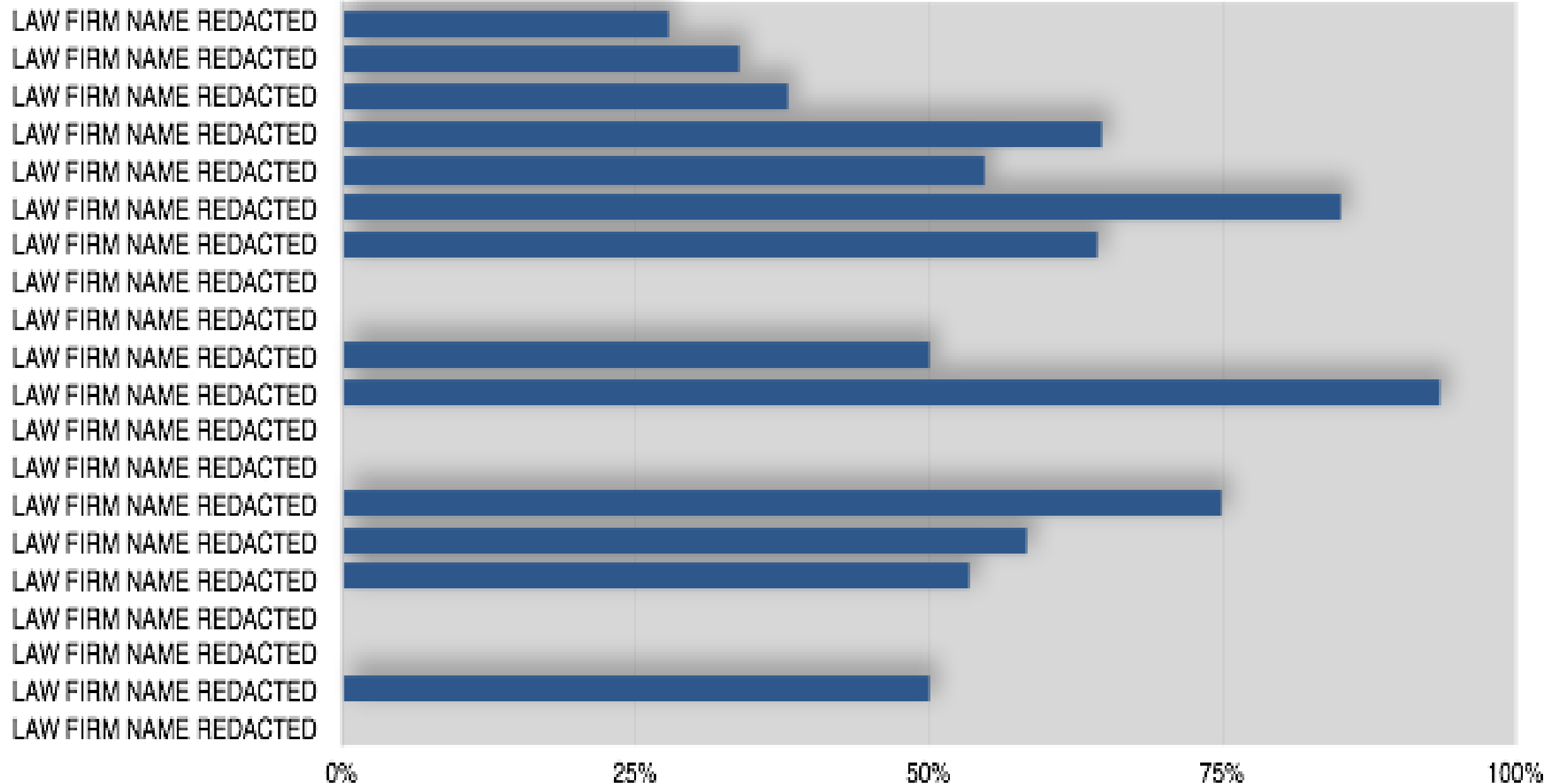
¿LOS ABOGADOS QUE
COBRAN MÁS SON LOS QUE
GANAN MÁS JUICIOS?

¿LOS ESTUDIOS MÁS
PRESTIGIOSOS SON LOS QUE
TIENEN MÁS ABOGADOS DE
LOS QUE GANAN MÁS
JUICIOS?

¿LOS ESTUDIOS MÁS
PRESTIGIOSOS GANAN
PORCENTUALMENTE MÁS
CASOS QUE LOS ESTUDIOS
BOUTIQUE?

DATA NON VERBA

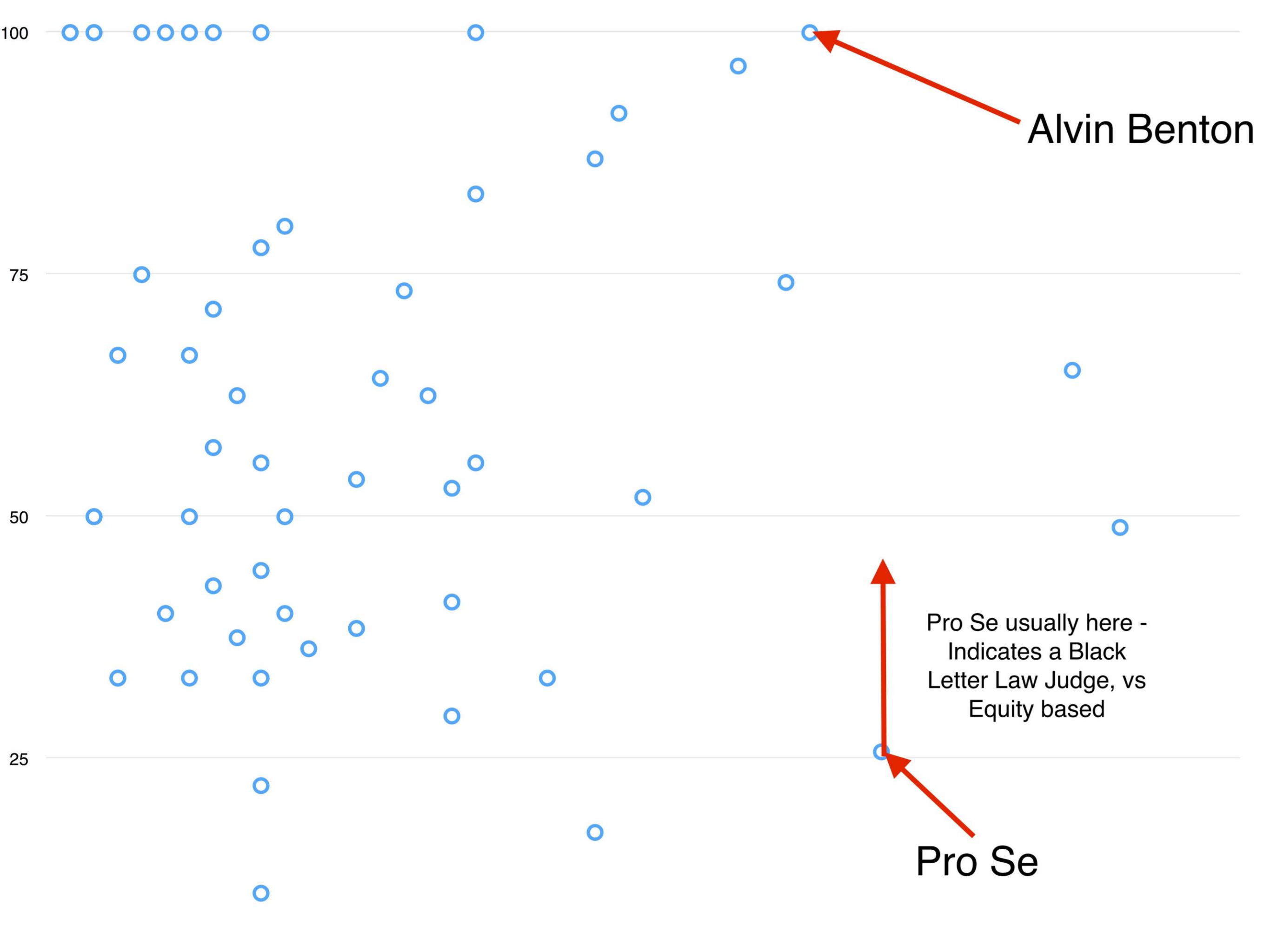
Big Firm Win Rate %

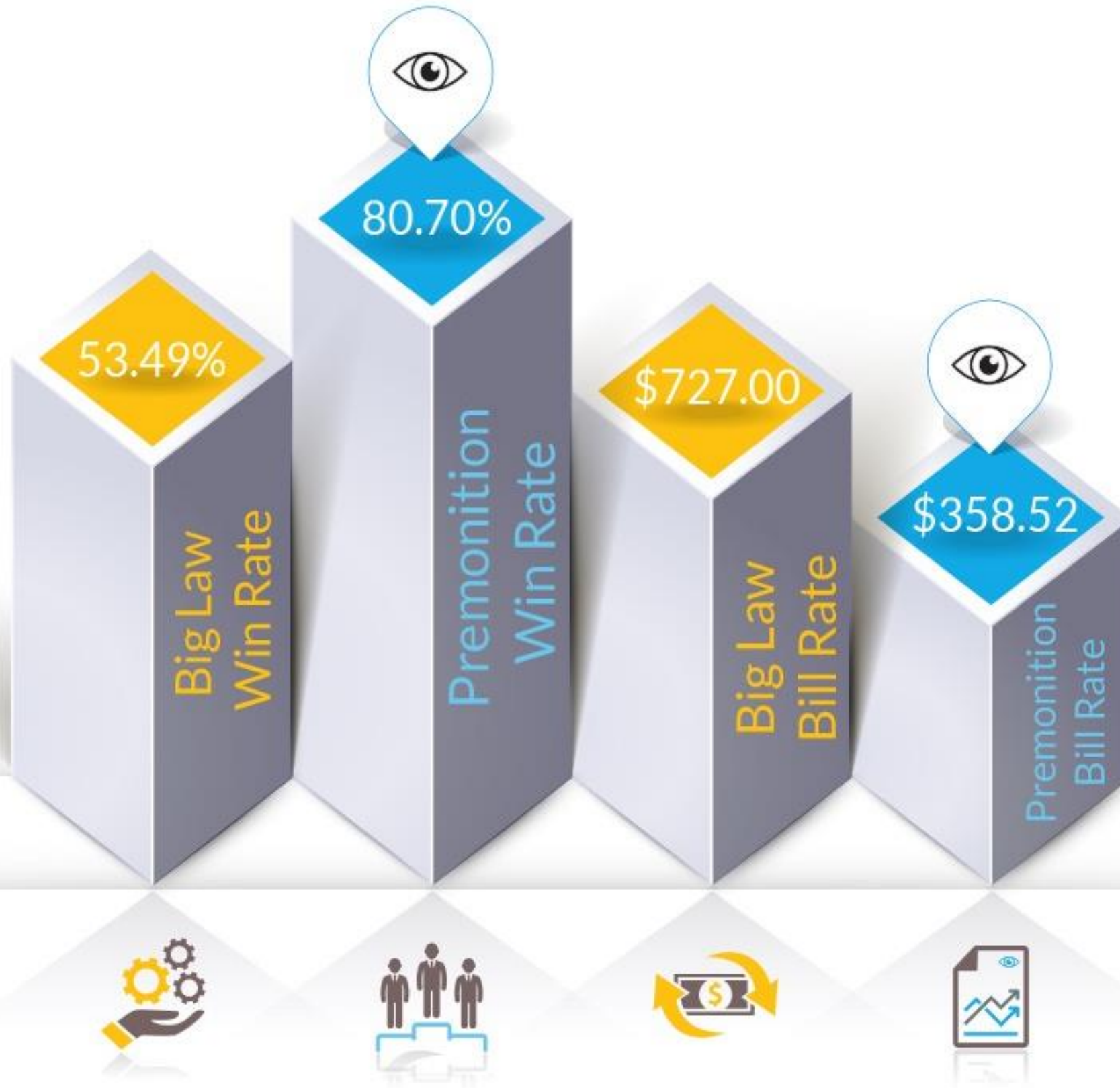


*GRAN DISPARIDAD ENTRE BIG
LAW FIRMS DE ACUERDO AL
PORCENTUAL DE JUICIOS
GANADOS*

**Florida's Largest Law Firms by
number of Attorneys**
Source: Florida Trend

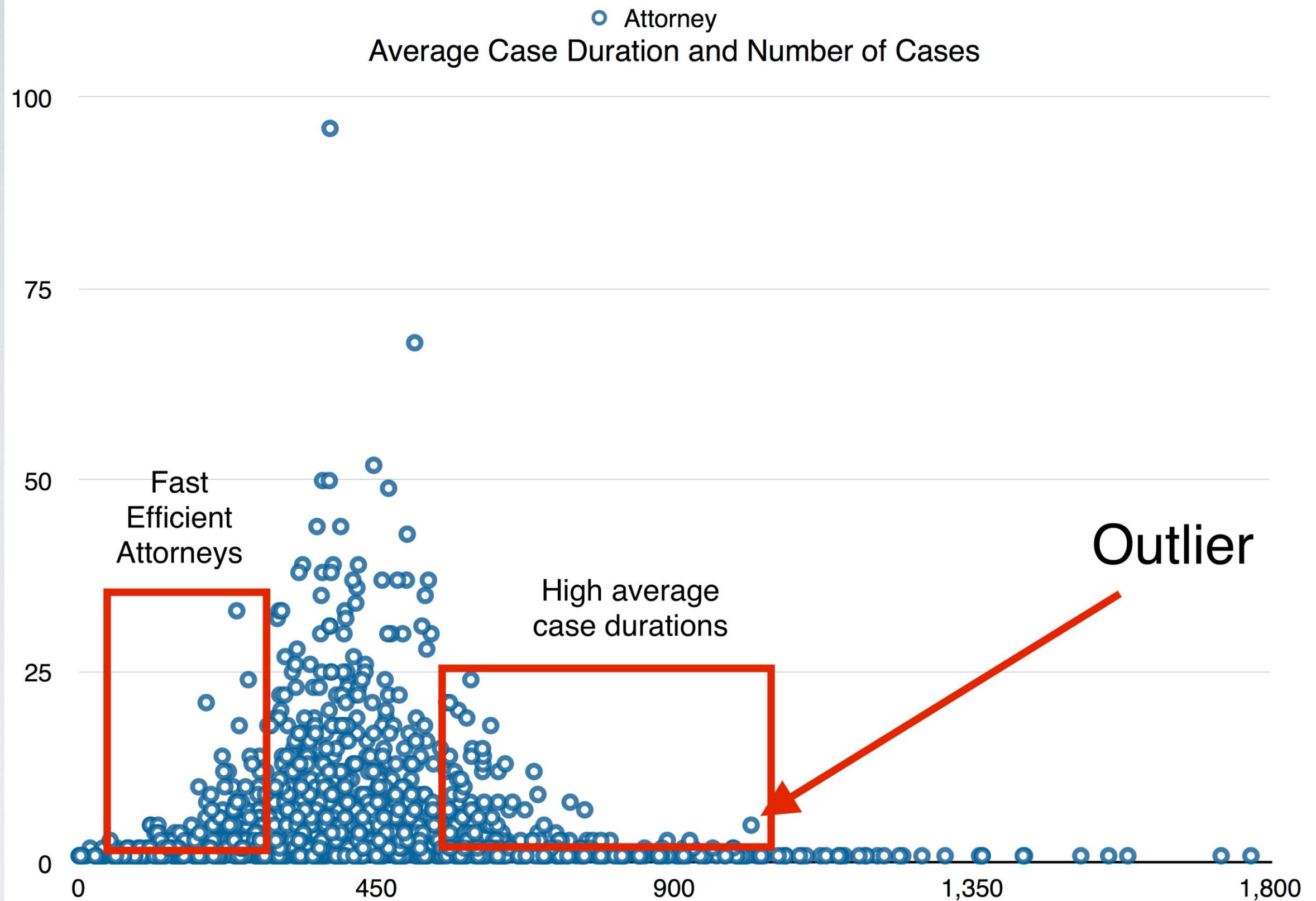
Antonio Arzola CA21  <table> <tr><th>Rank</th><th>Appearances</th><th>Wins</th><th>Losses</th><th>Win Rate %</th></tr> <tr><td>1</td><td>10</td><td>10</td><td></td><td>100.00</td></tr> <tr><td>2</td><td>7</td><td>7</td><td></td><td>100.00</td></tr> <tr><td>3</td><td>7</td><td>7</td><td></td><td>100.00</td></tr> <tr><td>4</td><td>7</td><td>7</td><td></td><td>100.00</td></tr> <tr><td>5</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>6</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>7</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>8</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>9</td><td>8</td><td>8</td><td></td><td>100.00</td></tr> <tr><td>10</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>11</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>12</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>13</td><td>9</td><td>7</td><td>2</td><td>77.78</td></tr> 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Cueto CA25  <table> <tr><th>Rank</th><th>Appearances</th><th>Wins</th><th>Losses</th><th>Win Rate %</th></tr> <tr><td>1</td><td>7</td><td>7</td><td></td><td>100.00</td></tr> <tr><td>2</td><td>7</td><td>7</td><td></td><td>100.00</td></tr> <tr><td>3</td><td>6</td><td>6</td><td></td><td>100.00</td></tr> <tr><td>4</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>5</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>6</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>7</td><td>7</td><td>6</td><td>1</td><td>85.71</td></tr> <tr><td>8</td><td>6</td><td>5</td><td>1</td><td>83.33</td></tr> <tr><td>9</td><td>18</td><td>15</td><td>3</td><td>83.33</td></tr> <tr><td>10</td><td>6</td><td>5</td><td>1</td><td>83.33</td></tr> <tr><td>11</td><td>6</td><td>5</td><td>1</td><td>83.33</td></tr> <tr><td>12</td><td>6</td><td>5</td><td>1</td><td>83.33</td></tr> <tr><td>13</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>14</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>15</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>16</td><td>8</td><td>6</td><td>2</td><td>75.00</td></tr> <tr><td>17</td><td>7</td><td>5</td><td>2</td><td>71.43</td></tr> <tr><td>18</td><td>7</td><td>5</td><td>2</td><td>71.43</td></tr> <tr><td>19</td><td>6</td><td>4</td><td>2</td><td>66.67</td></tr> <tr><td>20</td><td>8</td><td>5</td><td>3</td><td>62.50</td></tr> </table>	Rank	Appearances	Wins	Losses	Win Rate %	1	7	7		100.00	2	7	7		100.00	3	6	6		100.00	4	5	5		100.00	5	5	5		100.00	6	5	5		100.00	7	7	6	1	85.71	8	6	5	1	83.33	9	18	15	3	83.33	10	6	5	1	83.33	11	6	5	1	83.33	12	6	5	1	83.33	13	5	4	1	80.00	14	5	4	1	80.00	15	5	4	1	80.00	16	8	6	2	75.00	17	7	5	2	71.43	18	7	5	2	71.43	19	6	4	2	66.67	20	8	5	3	62.50	Abby Cynamon CA31  <table> <tr><th>Rank</th><th>Appearances</th><th>Wins</th><th>Losses</th><th>Win Rate %</th></tr> <tr><td>1</td><td>6</td><td>6</td><td></td><td>100.00</td></tr> <tr><td>2</td><td>6</td><td>6</td><td></td><td>100.00</td></tr> <tr><td>3</td><td>6</td><td>6</td><td></td><td>100.00</td></tr> <tr><td>4</td><td>6</td><td>6</td><td></td><td>100.00</td></tr> <tr><td>5</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>6</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>7</td><td>5</td><td>5</td><td></td><td>100.00</td></tr> <tr><td>8</td><td>9</td><td>8</td><td>1</td><td>88.89</td></tr> <tr><td>9</td><td>5</td><td>4</td><td>1</td><td>80.00</td></tr> <tr><td>10</td><td>7</td><td>5</td><td>2</td><td>71.43</td></tr> <tr><td>11</td><td>7</td><td>5</td><td>2</td><td>71.43</td></tr> <tr><td>12</td><td>10</td><td>7</td><td>3</td><td>70.00</td></tr> <tr><td>13</td><td>9</td><td>6</td><td>3</td><td>66.67</td></tr> <tr><td>14</td><td>6</td><td>4</td><td>2</td><td>66.67</td></tr> <tr><td>15</td><td>6</td><td>4</td><td>2</td><td>66.67</td></tr> <tr><td>16</td><td>6</td><td>4</td><td>2</td><td>66.67</td></tr> <tr><td>17</td><td>6</td><td>4</td><td>2</td><td>66.67</td></tr> <tr><td>18</td><td>8</td><td>5</td><td>3</td><td>62.50</td></tr> <tr><td>19</td><td>8</td><td>5</td><td>3</td><td>62.50</td></tr> <tr><td>20</td><td>5</td><td>3</td><td>2</td><td>60.00</td></tr> </table>	Rank	Appearances	Wins	Losses	Win Rate %	1	6	6		100.00	2	6	6		100.00	3	6	6		100.00	4	6	6		100.00	5	5	5		100.00	6	5	5		100.00	7	5	5		100.00	8	9	8	1	88.89	9	5	4	1	80.00	10	7	5	2	71.43	11	7	5	2	71.43	12	10	7	3	70.00	13	9	6	3	66.67	14	6	4	2	66.67	15	6	4	2	66.67	16	6	4	2	66.67	17	6	4	2	66.67	18	8	5	3	62.50	19	8	5	3	62.50	20	5	3	2	60.00																																																		
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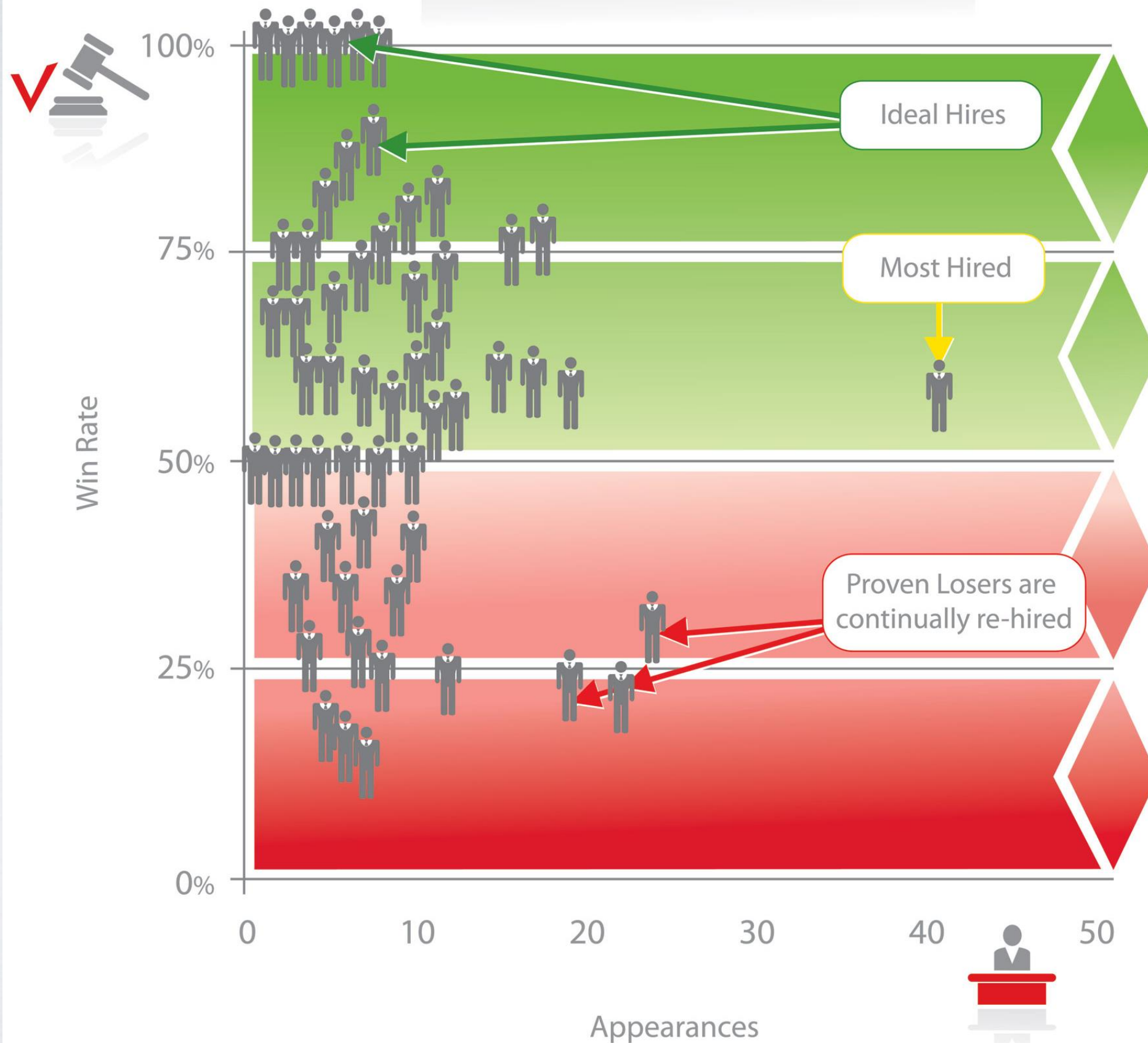
Win Rates

Bill Rates



Orange County, Florida
Divorce cases 2011-2014

UK Court of Appeals - Barristers



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Adiós a los rankings subjetivos, elegir abogados según su historial de éxito ya es posible**

Por Maximiliano Marzetti [1]

https://www.academia.edu/12266146/Inteligencia_Artificial_Big_Data_y_Abogac%C3%ADa

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https://www.academia.edu/12266146/Inteligencia_Artificial_Big_Data_y_Abogac%C3%ADa



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mm@premonition.ai



<https://premonition.ai/team-member/maximiliano-marzetti/>



<https://www.linkedin.com/company/premonition-analytics>



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- Litigation History
- Case Types
- Legal Representation
- Attorney/Firm performance
- Case Duration
(overall, case type, judge, client)

Client Report: Dade County

Case Type Pie Chart

Case Type	Percentage
Comm Premises Liability	62%
Other Negligence	7%
Product Liability	3%
Auto Negligence (Greater Than \$15,000)	2%
Rpmf Homestead (\$50,001 - \$249,999)	2%
Discrimination - Employment Or Other	1%
3 - Contract & Indebtedness	1%
22 - Products Liability	0%
105 - Negl Prem Liab Com	11%
Contract & Indebtedness (Greater Than \$15,000)	4%
107 - Negl Others	2%
10 - Auto Negligence	2%
Rpmf Non-homestead (\$50,001 - \$249,999)	2%
Rpmf Non-homestead (\$250,000 Or More)	1%
Rpmf Homestead (\$250,000 Or More)	1%



- Litigation Experience
- Case Types
- Client Representation
- Performance (overall, case type, judge, client)
- Case Duration (overall, case type, judge, client)

Case Type Report

Case Type	Cases	Closed Cases	Win Count	Loss Count	Average Case Duration	Outcome
109 - Mtg P Corn 550,001 - 524,999	1	0	0	0	0	0%
111 - Mtg P Res 50-550,000	14	0	0	0	0	0%
112 - Mtg P Res 550,001 - 524,999	256	21	2	19	78	10%
113 - Mtg P Res 5250,000 or More	128	6	1	5	37	17%

Judge Report

Judge
Abby Cynamon
Antonio Accolla
Antonio Marto

Top Clients List

Client	Cases	Closed Cases	Win Count	Average Case Duration	Outcome
360 Mortgage Group LLC	1	0	0	0	0%
Alb I LLC	2	0	0	0	0%
Alb II LLC	1	0	0	0	0%
Alb Wnt LLC	1	0	0	0	0%
Alb C-Op LLC	1	0	0	0	0%
Alb ELI OIGONALIER, Olivia J	1	0	0	0	0%

Lawyer Information

Name	Email	Domain	Bar Number	Title	Firm
amazzoni@corleiss.com	j.mazzoni@corleiss.com	corleiss.com	29235		Robertson, Anschutz & Samp, Schneid, P.L.L.C.

Litigation History

Cases	Closed Cases	Win Count	Loss Count	Average Case Duration	Outcome
2129	249	55	185	1508	23%

Plaintiff

Cases	Closed Cases	Win Count	Loss Count	Average Case Duration	Outcome
2129	249	55	185	1508	23%

Analytics

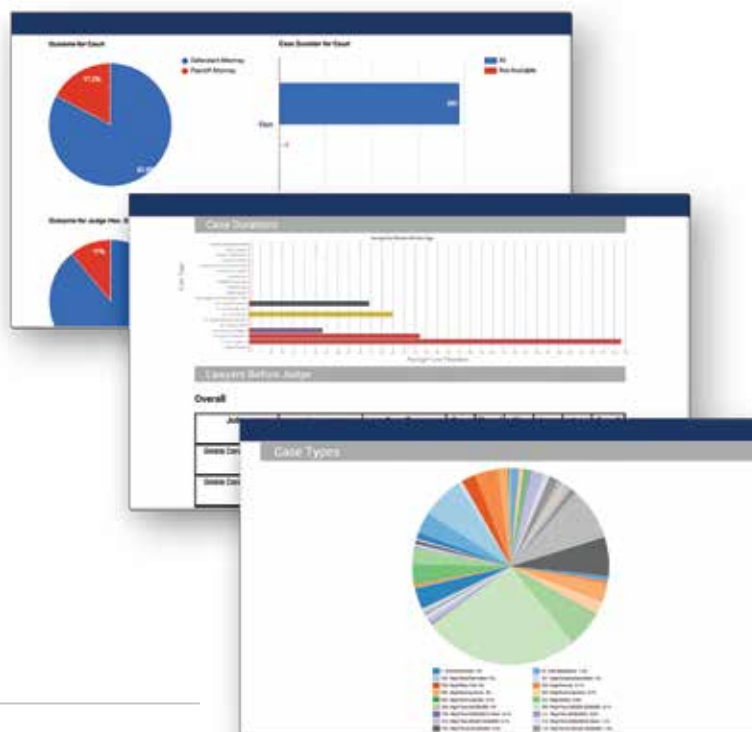


Judge Report

Premonition's Judge Report contains in-depth analytics on the outcomes of attorneys in front of a judge. It is used by General Counsel to identify the most effective and efficient attorneys in front of a judge. Law Firms use this report for gathering judicial intelligence, hiring co-counsel and identifying the strength of opposing counsel.

- Attorney Performance by case type
- Case Durations by case type and attorney
- Plaintiff/Defendant outcomes by case type
- Attorney Experience in front of a judge
- Performance Outliers

Useful for: Law Firms, General Counsel, Claims Managers, Litigation Finance



Law Firm Report

Premonition's Law Firm Report provides in-depth analysis of a Law Firm's performance and efficiency. General Counsel use this during their Panel Counsel Review process to identify top-performing firms. Law Firm's use this report to track their litigation experience/performance and to improve their business development by pitching to their strengths.

- Litigation History and Experience
- Client Representation
- Overall Firm Performance
- Specific Attorney Performance
- Average Case Durations (overall, case type, client)
- Case Types
- Benchmarking to Competitors

Useful for: Law Firms, General Counsel, Claims Managers



Court Report

Premonition's Court Report reveals the quantity of cases and performance of all the lawyers in a particular court. This report is used to identify top performing attorneys or identify potential venues in which to file a case.

- Attorney Experience (Number of Cases in a Court)
- Attorney Performance by Case Type
- Benchmarking to peer performance

Useful for: Law Firms, General Counsel, Claims Managers, Litigation Finance



Top Litigants Report

Premonition's Top Litigants Report ranks companies by volume of litigation in a court, state, or country. Law Firms use this report to identify potential hidden clients. Litigation Finance Firms use this to identify potential leads.

Useful for: Law Firms, General Counsel, Claims Managers, Litigation Finance