



Let AI do the heavy lifting with your outside counsel data.

Do You...

Want to create and manage a law firm panel program based on data?

Need to track institutional knowledge about outside counsel relationships for continuity, rate reviews and other goals?

Need a way to measure outside counsel performance alongside other important data, like DEI metrics?

Then you need **Scout**, our new outside counsel decision-making platform.

Scout leverages artificial intelligence (AI) to structure outside counsel data and help legal teams uncover insights into their trusted firm relationships. Top legal departments use Scout to:

- Centralize knowledge on outside counsel relationships
- Track and review performance alongside other important information like expertise and experience
- Find best-fit firms for new matters
- Create hiring guidelines to streamline decision-making
- Align hiring with goals for your legal department (e.g., cost savings or diversity certifications)

The screenshot shows the Scout application interface. The top navigation bar includes 'Dashboard', 'Search', 'Analytics', 'Legal Statistics', 'Business', 'Law Firm Status', 'My Team', 'Admin Settings', 'My Account', 'Usage & Analytics', and 'Sign Out'. The main content area is titled 'Search' and 'LAW FIRMS'. It features a search bar and several filter tabs: 'Firm', 'PRACTICE AREA', 'RATE', 'LAWYER NAME', 'LAW FIRM TAGS', 'ADD FILTER', 'OFFICES', 'LOCATION', and 'SCOUT CONNECTION STATUS'. Below the filters, there is a table of search results with columns for 'LAWYER', 'MATCH', 'HOURLY RATE', 'SCORE', and '# MATTERS'. The table lists several law firm professionals with their respective details.

LAWYER	MATCH	HOURLY RATE	SCORE	# MATTERS
Jeremy Romero Senior Associate at AnotherLawFirm	High	\$250 - \$400/hr	7.216 (8 reviews)	3
Mariana Bailey Partner at Law Firm LLP	High	\$60 - \$750/hr	8.916 (8 reviews)	12
Charrise Fissal Associate at AnotherLawFirm	High	\$100 - \$120/hr	9.916 (8 reviews)	18
Janet Smith Senior Associate at AnotherLawFirm	High	\$62/hr	—	1
David McDonald Senior Associate at Big Law Firm	High	\$250 - \$400/hr	4.216 (8 reviews)	4
Shirley Parks Senior Associate at AnotherLawFirm	High	\$40 - \$100/hr	8.916 (8 reviews)	11
Dang Wen Senior Associate at Law Firm LLP	High	—	—	0
Therese Chade Partner at AnotherLawFirm	High	\$60 - \$750/hr	5.516 (8 reviews)	4

HOW DOES IT WORK?

Scout uses AI to collect and organize data from disparate sources and make it easily searchable, putting all of the key information corporate legal departments need to make outside counsel decisions at their fingertips.

Legal departments as large as the Fortune 10 use Scout to:



Identify the best fit lawyers from their outside firms for new matters



Share department-wide knowledge about law firm performance and relationships



Create hiring guidelines to streamline decision-making and align hiring with department goals (e.g., cost savings or diversity certifications)

USERS SAY ...



Scout is like a **flashlight** — it's not necessarily creating new information but **highlighting things that might otherwise be hidden** in the shadows.

— Farrah Pepper, Chief Legal Innovation Counsel,
Marsh McLennan in **Business Insider**



Scout is a **game changer** for the legal industry. It creates a new category of legal department software that **broadens and deepens** in-house teams' relationships with their external counsel. Scout is **setting a new standard** for how corporate legal departments and law firms communicate.

— An Trotter, Senior Director of Operations,
Office of the General Counsel, Hearst