

## John Rosenthal Discusses Winston's eDiscovery Practice Growth with *The Washington Post*

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Winston & Strawn partner [John Rosenthal](#), who serves as chair of the firm's eDiscovery and electronic information practice, was quoted in *The Washington Post* article "[A Law Firm Cashes In on the Management of Data](#)."

Published on July 20, 2014, the article profiles Winston's rapidly growing eDiscovery department, which has posted double-digit revenue growth over the past three years. While it accounted for a relatively small percentage of the firm's overall revenue in 2013, the eDiscovery group is among the firm's fastest growing practices.

"From a dollar standpoint, it's not that significant," Mr. Rosenthal said. "But as a differentiator to our clients, it's huge."

Winston separates itself from the Am Law 100 pack by keeping eDiscovery in-house rather than outsourcing to third-party document management companies. With discovery being the most expensive aspect of litigation (about 60% of litigation revenue), Winston's in-house eDiscovery group allows clients to minimize costs while increasing efficiency through its "predictive coding" technology which electronically scans documents for relevancy.

Winston's in-house eDiscovery service has grown to the point where the firm is now directly competing with eDiscovery vendors to handle eDiscovery for cases litigated by other law firms.

"We're getting hired to just do the eDiscovery and work with other law firms to handle the substance," Mr. Rosenthal said. "For us, I think the growth will continue for quite a while."

Learn more about Winston's integrated approach to eDiscovery by visiting our [Tools & Solutions](#).

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John Rosenthal