



## Tech-forward law firm embraces touch-based collaboration device to win more cases

Law firm Bartlit Beck Herman Palenchar & Scott LLP aggressively adopts new technology to achieve better results both in and out of the courtroom. Now, using Microsoft Surface Hub, the firm is breaking down barriers to collaboration and telling the compelling stories that drive results for its clients.

**Bartlit Beck Herman  
Palenchar & Scott LLP**

[www.bartlit-beck.com](http://www.bartlit-beck.com)

150 employees

United States

Professional services



**BARTLIT BECK HERMAN PALENCHAR & SCOTT LLP**

 **Microsoft Surface Hub**



Few trial law firms are more renowned than Bartlit Beck Herman Palenchar & Scott LLP. Based in Chicago and Denver, the firm maximizes the skill and ingenuity of its attorneys to build strong cases.

## A heritage of innovation

Traditionally, law firms make money billing hours—the more the better. That's not how they do things at award-winning Bartlit Beck Herman Palenchar & Scott LLP. Its founders decided more than 20 years ago to bill based on outcomes, which is still a point of distinction for the firm. The firm gets paid based on whether its attorneys prevail, and they need to make every hour count.

In her role as Chief Operating Officer and Firm Counsel at Bartlit Beck, Alex Buck always looks for ways to improve this model and help the firm deliver the results that power client loyalty and a healthy business. "We want to do the highest-quality work in the most efficient manner possible, rather than simply adding more people to the mix," she says.

According to Buck, a forward-thinking approach to IT is critical. Bartlit Beck makes sure its attorneys have a range of tools to help them work closely together—because even in the office, they're always on the move. "Email, Skype for Business Online, phone meetings, and videoconferences have become essential to our cohesiveness," says Buck.

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Chief Operating Officer  
and Firm Counsel,  
Bartlit Beck

The firm also sees the potential of using technology inside the courtroom, where outcomes often hinge on which side can tell the most compelling story. Bartlit Beck wants solutions that can bring complex evidence and arguments to life for judges and juries.

## Embracing new tools for creative collaboration

The latest innovation embraced by Bartlit Beck is the 84-inch Microsoft Surface Hub, a touch-based collaboration device that integrates videoconferencing, presentation, and digital whiteboard capabilities in an advanced 4K touchscreen. Bartlit Beck attorneys use Surface Hub to maximize teamwork, creativity, and storytelling impact.

In keeping with the firm's technology-forward mindset, Bartlit Beck started incorporating Surface Hub into day-to-day work as part of an early adopter program. Its attorneys and staff will use the latest version, with enhanced videoconferencing and the ability to use Microsoft OneNote and Skype for Business Online right from within Surface Hub.

At all phases of litigation, Bartlit Beck takes advantage of Surface Hub to amplify the creativity, drive, and teamwork that are the firm's competitive differentiators. In meetings, Surface Hub is the center of connected collaboration, bringing in-room and remote counsel and clients together to share information, brainstorm ideas, and build successful cases. And soon, when Bartlit Beck attorneys depose witnesses or argue before juries, they will be able to move fluidly from document to video to audio,

drilling down to the details that can make or break a case and weaving them together into powerful narratives.

## Sparking creative connections

Bartlit Beck has a culture of brainstorming and on-screen whiteboarding, which makes Surface Hub a natural fit and an instant asset to the firm. "We can pick up a pen and start drawing on Surface Hub, save the results in OneNote, and share them with other team members instantly," says Buck.



She also notes how simple it is to get everyone talking, no matter where they are, with a highly personal and productive experience. "Surface Hub is already on, and I can pull up my documents to easily share them with my team. To include colleagues in Denver, for example, we use Surface Hub to connect by Skype for Business Online, see them, and share our screens. It's a seamless integration of the team."

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## Invigorating courtroom practice

Bartlit Beck sees advantages to using Surface Hub in depositions and trials as well. “Often when questioning a witness, the process is very document heavy,” says Buck. “We envision using Surface Hub to clearly show documents, with callouts and highlights. We think it will change the deposition experience by making it easier for the witness and everyone else to see what’s going on.”

The firm plans to use Surface Hub during trials to effortlessly move among documents, images, and videos, helping witnesses, jurors, and judges understand evidence more fully. In anticipation of the Surface Hub release, Bartlit Beck worked with the developer of its trial presentation software to ensure that the software will work smoothly with the device.

“Right now, with paper exhibits and displays via projector, the process feels very formal,” says Buck. That set narrative makes it difficult for attorneys to respond to witness questions and other lines of inquiry in the moment. “With Surface Hub, witnesses will be more comfortable, and it will be easier for juries to engage and follow what’s going on. We want this to be a part of every trial.”

## Microsoft Surface Hub

Surface Hub is a collaboration device designed to unlock the power of the group, powered by Microsoft software and services like Windows 10, OneNote, and Skype for Business.

For more information about Microsoft Surface Hub, go to:  
[www.microsoft.com/surfacehub](http://www.microsoft.com/surfacehub)