DODD DELCOLLO

MORE VALUE. BY DESIGN.

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Dodd DelCollo is a unique, process driven, technology-enabled law firm that was created—literally designed and built from the ground up—in response to demands by clients for greater value.

Our belief from the outset was that by empowering a team of skilled legal professionals with the right tools, technology and training, our firm would provide legal services to our clients with greater efficiency, improved quality, enhanced transparency, and more actionable insight.

We're Different. On Purpose.

We set out to be different, right from the start.

Why? For years sophisticated purchasers of legal services have asked their outside counsel to deliver more value. They would like to reduce their legal spend and cycle time without compromising quality, have better communication from outside counsel and more insight into their legal matters, and, more recently, be assured that information and data entrusted to outside counsel is secure.

Understanding the solution gap in the legal industry, we committed ourselves to engineering a law firm specifically designed to deliver the enhanced value clients want. We were convinced that the result would be long-term, mutually beneficial relationships with our clients. We view this as the ultimate win-win outcome. Today, we are even more convinced.

OUR APPROACH TO DELIVERING VALUE

Our approach is straightforward: We combine a team of seasoned, skilled legal professionals who have adopted and embraced highly refined processes and innovative technologies that benefit our clients.

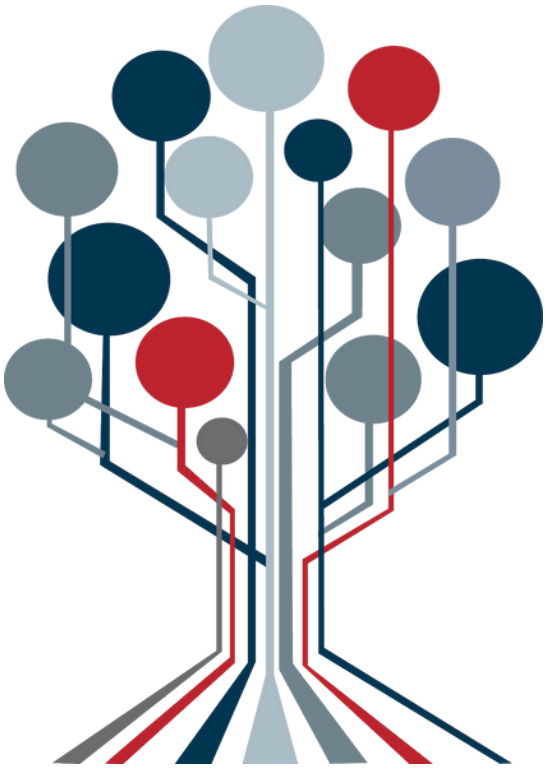
It Begins With Talent

We understand that experience and legal expertise is critically important when selecting a law firm to assist with your legal matters. However, talent alone is not enough to drive value. Our team of skilled legal professionals is committed to providing exceptional legal services *and* to utilizing proven processes and enabling technologies to enhance quality, reduce costs, provide greater insight, and deliver more value than the traditional law firm.

We Believe In Process

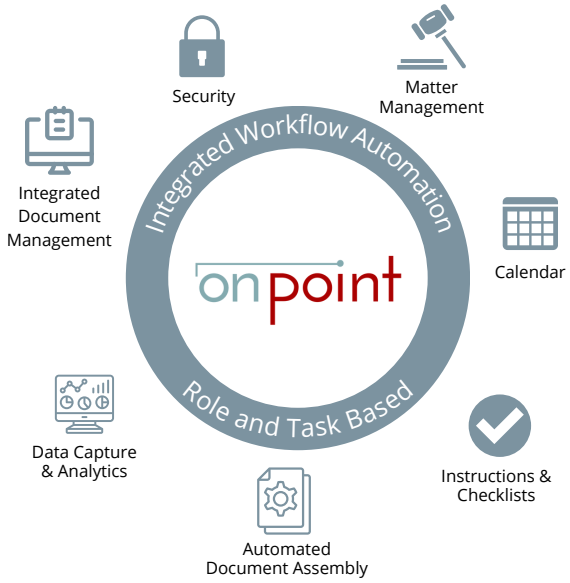
It is an oft-repeated mantra amongst legal professionals that each matter is unique. Of course, no two legal matters are identical, but many aspects of legal work amount to a series of repeatable activities. Consequently, a great deal of legal work lends itself to a process-driven approach.

We have deconstructed and refined traditional legal processes to reduce time on task and the potential for error (which can result in costly rework). Further, we have built into our processes specific steps to systematically collect data that can provide actionable insight. The result, a proprietary, expansive library of workflows, templates (which utilize automated document assembly technology), checklists and data capture methodologies that automates, simplifies and streamlines the legal process.



We Embrace Technology

We believe that clients are best-served when their outside counsel focus their time and energy on case assessment, analysis and strategy. onPoint™, a matter management platform we assembled specifically to support our law firm model, is designed to ensure that higher value (and higher priced) assets, such as attorneys and paralegals, are not saddled with lower value tasks, and to facilitate the completion of tasks at each value level (i.e., basic administrative work through high end legal work) in a more efficient manner.



onPoint™ combines integrated, best-of-breed technology solutions with our proprietary library of custom workflows, checklists, and templates to streamline legal processes, automate routine tasks, and simplify matter management. It is specifically designed to drive consistency and productivity, thereby lowering costs while improving quality.

Our Focus On Data

There are often numerous opportunities to capture data throughout the life cycle a legal matter. The systematic capture and proper analysis of this data often results in internal process improvement for our firm as well as more insight and better risk assessment for our clients. Consequently, we have a strong focus on data capture, analysis and reporting.

Security Matters To Us, A Lot

An integral part of our value proposition is that Dodd DelCollo was designed with information security in mind, from its inception. The firm employs a best-practices approach, including comprehensive policies and controls, to support a strong information security posture. Dodd DelCollo's commitment to information security is another way the firm delivers greater value to its clients.

SUCCESS STORY
Outsourced Staff Counsel Program

The North American division of one of the 20 largest general insurance and reinsurance companies worldwide believed that a well-executed internal staff counsel program typically results in lower legal spend and shorter cycle times as compared to the engagement of retained counsel, while at the same time providing comparable, or better, outcomes for the claims litigated.

However, creating an internal staff counsel program often requires a significant up-front investment of time, money and other resources. The carrier established an "Outsourced Staff Counsel Pilot Program" to assess whether an internal staff counsel model can be successfully "outsourced" to an outside (non-captive) law firm.

Solution

The carrier selected Dodd DelCollo as the law firm participant of the pilot program for a high volume of personal and commercial lines cases in its Northeast Region, which included New York, New Jersey, Pennsylvania, and Connecticut.

From the outset of the pilot, it was clear that the carrier's objectives were to shorten cycle times and reduce legal spend without sacrificing quality of the legal representation. Dodd DelCollo committed to achieving these objectives by assembling a team of experienced legal professionals and training them to fully leverage onPoint, the firm's proprietary matter management platform.

Results

At the end of the pilot period, Dodd DelCollo's performance—in terms of legal spend and cycle time—was found to be comparable to that typically found only in a staff counsel model. Further, case outcomes remained at or below the evaluated range of the carrier's claims professionals, resulting in an overall reduction in costs to resolve claims.

Upon completion of the pilot, the carrier named Dodd DelCollo as its preferred law firm in the Northeast Region. Further, the carrier has expanded the program with Dodd DelCollo to other regions throughout the country.

For several years, Dodd DelCollo has consistently delivered the results of significantly reduced cycle time and legal spend without sacrificing quality. The firm has resolved hundreds of matters assigned by the carrier and still the carrier's legal spend, cycle time and indemnity metrics remain comparable to those of a staff counsel model.

REPRESENTATIVE CLIENTS

We represent clients and insureds (referred to us by insurance companies and third-party administrators) who conduct business in a variety of industries including, among others, banking, construction, hospitality, insurance, manufacturing, real estate, retail, technology, and transportation. Some of our clients and referral sources include:

- ASBESTOS TRANSPORTATION COMPANY
- AVIS RENT A CAR
- BEK MANAGEMENT
- BROOKSTONE STORES, INC.
- BROWARD COACH
- BRUNSWICK DONUTS INC. D/B/A DUNKIN' DONUTS
- BUDGET RENT A CAR
- BUFFALO WILD WINGS
- CENTURY PROPERTIES GROUP INC
- CERTUS CLAIMS ADMINISTRATION
- CHERRY HILL CONSTRUCTION
- CITARELLI GOURMET MARKET
- COLLINS BUILDING SERVICES
- COAST AUTONOMOUS LLC
- COSTCO WHOLESALE CORPORATION
- DI TRUCKING LLC
- DYNASTY LIMOUSINE
- FARBOD REALTY CORP.
- FINKELSTEIN TIMBERGER REAL ESTATE
- GALLAGHER BASSETT SERVICES, INC.
- GANESVOORT HOTEL
- GOLDEN MANGO SUPERMARKETS
- GURNEY'S RESORTS
- GVS PROPERTIES II, LLC
- HARBOR RAIL SERVICES
- HSC MANAGEMENT CORP.
- JURGENSEN TRUCKING, LLC
- KENTUCKY FRIED CHICKEN, INC.
- KEY FOOD STORES
- KMS, INC.
- LAKE ZOAR PROPERTIES, INC.
- MEALY'S FURNITURE COMPANY
- METRO COMMERCIAL REAL ESTATE & MANAGEMENT
- OLIPHANT HALTOM GOLF, LLC
- P & S TRANSPORTATION LLC
- PARK AVENUE APARTMENTS, LLC
- PETSMART, INC.
- PRIME INSURANCE COMPANY
- PURDY BROTHERS TRUCKING LLC
- QBE INSURANCE
- SEDGWICK CLAIMS MANAGEMENT SERVICES, INC.
- SCHILLI TRANSPORTATION INC.
- STELLAR MANAGEMENT
- SOUTH EAST BRONX COMMUNITY ORGANIZATION (SEBCO)
- SUPREMO FOOD MARKET
- THE BETSY
- THE MARK HOTEL
- THE MORGAN GROUP LLC
- THE RELATED COMPANIES, INC.
- TKR PROPERTY SERVICES, INC.
- TRACEY TOWERS HOUSING CO., INC.
- TRADE FAIR SUPERMARKET
- TREECO REALTY
- VITAMIN SHOPPE
- WEB.COM GROUP INC.
- WELLS FARGO BANK N.A.
- WESTCHESTER MOTOR GROUP II
- YORK RISK SERVICES GROUP, INC.
- 9300 REALTY MANAGEMENT, INC.

PRACTICE AREAS

- APPELLATE
- BUSINESS FORMATION & GOVERNANCE
- BUSINESS & COMMERCIAL LITIGATION
- CLASS ACTION DEFENSE
- COMMERCIAL & VENDOR CONTRACTS
- CONSTRUCTION DEFECT/ACCIDENT
- DISCRIMINATION CLAIMS (AGE, RACE, GENDER, DISABILITY, RELIGIOUS BELIEFS)
- ELECTRONIC DISCOVERY & DIGITAL EVIDENCE COUNSELING
- EMPLOYEE THEFT
- EMPLOYMENT LAW
- GENERAL LIABILITY CLAIMS
  - BUILDING COLLAPSE
  - COMMERCIAL PREMISES LIABILITY
  - DOG BITE & KNOCK DOWN
  - DRAM SHOP
  - ELEVATOR FAILURE
  - FOOD POISONING
  - MECHANICAL FAILURE
  - NEGLIGENT SECURITY
  - RODENT/INSECT INFESTATION
- INSURANCE COVERAGE DISPUTES
- INTELLECTUAL PROPERTY COUNSELING & LITIGATION
- LABOR LAW
- MUNICIPAL LIABILITY

Dodd DelCollo's interdisciplinary team has the depth and breadth of experience to handle the most challenging cases in a variety of complex areas.

- NURSING HOME NEGLIGENCE
- PRODUCTS LIABILITY
- PROFESSIONAL LIABILITY (ERRORS AND OMISSIONS CLAIMS)
- PROFESSIONAL MALPRACTICE (MEDICAL AND LEGAL)
- PROPERTY DAMAGE
- SUBROGATION
- TOXIC TORT CLASS ACTIONS
- TRANSPORTATION
  - MOTOR VEHICLE ACCIDENT LITIGATION: COMMERCIAL AND PERSONAL LINES
  - PERSONAL INJURY PROTECTION (PIP)
  - TRUCKING AND COMMERCIAL TRANSPORTATION
  - UNINSURED/UNDERINSURED MOTORIST
- WORKERS COMPENSATION