

Case Study: Solo Practitioner Takes on Powerful Adversary



Michelle Blankenship Jordan, a self-described “country lawyer,” represented a financially struggling rural hospital in the Florida panhandle. The hospital was duped into believing it would be rescued by a healthcare management company. Instead, the management company allegedly used the hospital to exploit a loophole in lab testing reimbursement rates. To keep rural hospitals open, such rates are far higher than for other labs, \$200 for a test vs. \$1,000, for example, a CBS News investigation found.

Jordan was alerted by hospital employees that huge shipments of testing samples were flowing through the hospital. The management company was eventually removed when it became obvious that insurance companies and policyholders were overpaying. The Campbellton-Graceville hospital filed for bankruptcy and eventually closed its doors in 2017.

“Without Logikcull, there was no way I’d get through as much information as I did. I probably would’ve given up.”



Michelle Blankenship Jordan
Attorney, Chipley, FL

The Challenge: Hundreds of Thousands of Documents With a Small Team

Jordan, a solo practitioner since 2013, was immediately buried in data. The first data dump, as the case hit federal court, exceeded 250,000 emails. Having never conducted eDiscovery before, not uncommon for small law firms, Jordan hired assistants to wade through the data. Using Outlook and Adobe, they worked 40-hour weeks. “I had discovery deadlines I couldn’t meet,” Jordan says. “I had an office full of people working nonstop and we were getting nowhere.” So she decided to research eDiscovery vendors.

Jordan found that she’d need expensive software and have to pay licenses fees, and still have to send data out to the vendor for preparation. When she needed to perform a search, she’d be charged by the word. “I was overwhelmed with how much information I was getting and what it would cost my tiny, little hospital,” which had been a quiet client on a \$500-a-month retainer before this. “I couldn’t even afford one of their licenses,” Jordan says. “I knew there had to be a better way.”

The Solution: Finding a “Better Way” to Tackle Data

In her search for discovery software, Jordan “stumbled upon Logikcull.” With it, “I didn’t have to send records overnight to a vendor and lose control. I could start uploading right away,” Jordan says. Within a few hours of her first upload, Jordan was working in the program. “From the beginning, Logikcull held my hand,” Jordan says. “The training was great.” She didn’t have to lose control of data to a vendor, she didn’t have to wait to get records back from a vendor, and she didn’t have to pay prices her client couldn’t afford

The Benefits: Gaining Instant Insight and Leveling the Playing Field with Logikcull

After a month with Logikcull, Jordan let the legal assistants go. All told, the case amassed 80 bankers’ boxes worth of documents, some 2 million items. During her review, Logikcull identified potentially privileged documents so she didn’t have to do that manually. That sped up and safeguarded her work. Her ability to access metadata—information about the data that reveals things like when a document was created or who authored a file—was critical. “I was able to do the work in hours that (the assistants) were taking days and weeks to do,” Jordan says.

The more Jordan dug into the data, the more connections she found among the hospital, labs and the management company. Her husband installed a whiteboard on one wall of their house to track connections.

“Logikcull is the best thing ever. Without it, I probably would’ve given up,” Jordan says.

“Everything we encounter today is electronic. The days are gone where we have boxes of legal documents to print and manually redact. Clients won’t pay for that anymore.”

What’s more, Logikcull’s pay-as-you-go billing means Jordan can use Logikcull when she needs it and not pay for it when she doesn’t. That levels the playing field for smaller firms embroiled in David and Goliath scenarios. Logikcull “allows people like me to compete with these big firms,” Jordan says. She expects more law firms to take discovery work back in house and use Logikcull to do so.

“The industry has to change and Logikcull is where eDiscovery is going,” Jordan says. “I tell everybody I can about Logikcull.”