



1 CREDIT 1 HOUR LIVE FORMAT

*The discovery process, not the courtroom, is where most cases are won or lost. Understanding and managing all the evidence – both digital and analog – can have a major impact on your next case's outcome.*

## Total Evidence Management™

*A winning approach to complex litigation in the digital age*

### How to save time and money on the discovery process

In today's complex electronic world, litigation expenses are increasing dramatically, yet attorneys are bringing fewer cases to trial, largely because the digital age has made the discovery process far more complex and expensive. Total Evidence Management™ (TEM) can ensure a thorough yet cost-effective discovery solution.

### What you'll learn

This presentation provides attorneys in law firms or corporate legal departments with an overview of TEM – the concept of using a single entity as a full-service solution in litigation support AND case management. Attendees will learn the following:

- The impact of automation on business and government from the legal perspective.
- How to deal with the change to, and the growth of, electronically stored information (ESI).
- How the government's increased focus on corporate records management impacts law firms that represent corporations.
- The various types of ESI, where they reside and how to manage them.
- The value of TEM in all phases of the litigation life cycle.
- Sanctions – and strategies to minimize your risk.
- What is your firm's or company's duty to preserve and disclose.
- The danger and resulting cost of spoliation.
- The definition of TEM and the four steps to developing an effective TEM solution.
- How to work effectively with your TEM vendor.

All CLE courses are delivered in an educational, completely sales-free format.

### Additional resources

Schedule a CLE today. To learn more about Merrill's CLE courses and other knowledge resources, go to [www.merrillcorp.com/knowledge](http://www.merrillcorp.com/knowledge) or contact your Merrill sales representative.

#### Corporate Headquarters

One Merrill Circle  
St. Paul, MN 55108  
800.688.4400  
[cle@merrillcorp.com](mailto:cle@merrillcorp.com)

[www.merrillcorp.com/knowledge](http://www.merrillcorp.com/knowledge)

© Merrill Corporation. All rights reserved. MLS0139\_1