

Law Offices of Joseph L. Kashi

Overview

Location: Soldotna, Alaska
(Southcentral Alaska, about 150 road miles southwest of Anchorage)

Industry: Legal Services

Customer Profile:

Kashi is a solo practitioner specializing in personal injury matters.

Business Situation:

Achieving personal injury settlements can be a time- and fact-intensive process. The settlement proposals Kashi develops often reference hundreds of documents—medical bills, medical chart notations and expert facts.

Solution:

Kashi turned to CaseMap® and TimeMap®, two of the LexisNexis® Total Practice Solutions, to organize and present the facts clearly and concisely so insurance adjusters can see the totality of the case quickly—and settle early.

Benefits:

- Increased effectiveness
- Reduced time and efforts needed to produce reports, settlement packages, etc.
- Close integration with leading software applications

Product Summary

LexisNexis® Total Practice Solutions

Litigation Services

- CaseMap®
- TimeMap®

Solo practitioner settles complex personal injury claims with LexisNexis® CaseMap® software's unique spreadsheet of facts

Those who survive serious automobile accidents or airplane crashes are often confronted with months, maybe years, of recovery. They also face a mountain of medical bills, insurance company scrutiny and denials, and perhaps along with it, complex discovery, pretrial and litigation processes. Joseph Kashi, a personal injury litigator in Soldotna, Alaska, guides his clients through these difficult times. He often analyzes years of medical recovery, sorts out the objective factual information and organizes the massive collection of accident reports, medical documents and expert opinions. Then he represents the clients' position to insurance companies, opposing attorneys, judges and juries to achieve a just resolution. Kashi has discovered software that helps him do his job much more effectively ... CaseMap and TimeMap.

The Situation:

The insurance adjuster just wasn't seeing the big picture, Kashi realized immediately.

Kashi was trying to settle a personal injury case for injuries sustained in an automobile accident. The damages were in excess of the insurance policy limits. There were extensive medical records and bills from various providers—doctors plus specialists, physical therapists, pathologists, laboratories, etc.

It was a long paper trail. How did the injuries documented by the medical charts of many practitioners relate to the billings and to any pre-existing conditions? Even though Kashi believed that the medical documentation was clearly in his client's favor, the insurance adjuster was already taking strong exception to whether the entire stack of medical bills was related to injuries sustained in the accident or to unrelated ongoing medical problems. "We could have been looking at a long, expensive trial," Kashi says.

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Attorney Joseph Kashi

This wasn't new territory for Kashi, though, who handles about two dozen similar cases in his solo practice each year. Personal injury cases such as auto accidents, plane crashes and serious slip-and-fall incidents tend to be extremely fact intensive. “Facts are king,” says Kashi. “The facts determine which legal principles are most applicable.”

However, compiling the facts into a readily understandable “total picture” that makes the right facts obvious and persuasive is extremely time consuming.

Kashi had been working to streamline this process for years. In fact, in 2002, he and his office staff converted to a paperless working environment using Adobe® Acrobat® Professional and Photoshop®. All case documentation, including medical records and provider invoices, was scanned, indexed and electronically filed with Acrobat Professional to ensure no piece of valuable information slipped through the cracks. Finding specific facts—even minute details—took much less time.

Now, Kashi decided, it was time to take it to the next level by integrating and linking CaseMap and TimeMap with his existing Acrobat-based records.

The Solution:

CaseMap and TimeMap software from LexisNexis had been part of Kashi's practice since 2000. CaseMap gives litigators a centralized online repository for storing a case's key facts, documents, cast of characters, legal issues and even pertinent case law. Vital e-mail, intake interview data and other electronic data can be imported in bulk from a variety of programs. But that's only part of value CaseMap offers. CaseMap case-analysis software also helps litigators identify and link facts, documents, legal issues and parties involved in any case, filtering facts and creating relational spreadsheets that show the vital connections and facts that support or contradict your client's objectives. Create polished reports and trial documentation in the form of a ReportBooks® or word-processing document. Export facts and dates from CaseMap into TimeMap timeline-graphing software and to create a visual timeline that makes a prolonged medical treatment process graphically clear. It only takes a couple of mouse clicks.

“CaseMap makes facts more readily available, more obvious and more persuasive. There’s nothing else like it.”

Attorney Joseph Kashi

Through its flexible filtering, CaseMap helped Kashi analyze cases, revealing vital factual links in complex case information that otherwise might not be fully developed. “It provides clarity,” he says. “CaseMap makes facts more readily available, more obvious and more persuasive. There’s nothing else like it.”

But what about more than 150 different medical bills covering one hundred or more medical and physical therapy patient visits? Through CaseMap, Kashi started linking facts—every medical visit by provider, symptom, charge, etc. With the point-and-click linking features, he could cross reference medical bills and medical chart information instantly. Now vital information was aligned for analysis. Details could be re-ordered for different views. Was the injury a pre-existing condition? It was easy to go back to CaseMap, re-order the facts by symptom and date, and quickly pinpoint the chart and billing data showing that in the specialist’s opinion the injury likely occurred as a result of the accident. TimeMap time scales put the vital information into a readily absorbed visual perspective.

Instead of Kashi spending hours drafting and typing a summary of all the pertinent information for a settlement package, he was able to quickly develop a short, to-the-point demand letter that included a PDF of his CaseMap reports. He e-mailed it to the insurance company along with all of the most significant records and bills.

“CaseMap and TimeMap pulled it all together into one place so I could lay out the facts more clearly and communicate more clearly,” he notes. “That’s very important for adjusters and their upper-level management in bigger cases like this.”

Within a few days of receiving the CaseMap summary, the insurance company paid out policy limits on the initial third-party liability claim at which they had originally balked and also paid out their underinsured motorist coverage as well.

“We were so successful that now all similar cases go into CaseMap immediately,” notes Kashi.

“CaseMap makes me more effective. I value effectiveness. To me, that’s more important than efficiency. You don’t want to lose, even efficiently.”

Attorney Joseph Kashi

Benefits:

Make Case Assessment and Analysis More Effective.

CaseMap enables you to view instantly how any person, fact or issue relates to all the other elements of your case—even minute connections that might go unnoticed otherwise. Save and store these connections in specialized relational spreadsheets for ready access and analysis.

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Dramatically Reduce the Time and Effort Needed to Produce Reports, Settlement Packages and Other Documents.

CaseMap helps you quickly produce polished reports and charts that prove your point, Kashi says. “You can communicate more visually and clearly. You still have to do your job right. But CaseMap definitely helps your edge.”

Close Integration with Leading Software Applications.

With CaseMap and TimeMap you’ll find sharing and using data is much simpler. You can utilize scanned documents or import and export data between CaseMap and more than 25 other applications, including Adobe Acrobat, Concordance®, CourtLink®, *lexis.com*®, LexisNexis Total Practice Advantage™, Time Matters® practice management software and more. Chances are, one or more of the resources your organization uses links seamlessly with CaseMap.

**Download and use the full version of CaseMap—
no cost for 30 days!**

Go to <http://law.lexisnexis.com/casemap>

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LexisNexis Total Practice Solutions deliver integrated tools and resources that help you achieve excellence in the business and practice of law.

Client Development—Industry-leading networking and marketing resources to grow your practice

Research Solutions—Exclusive sources vital to your client success

Practice Management—Services and tools proven to improve firm productivity and profitability

Litigation Services—Strategic insight and greater control; throughout the litigation process

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