

# Outsourcing can cut your legal bills

## Corporate law

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Ray Bayley, the founder of Novus Law, another outsourcing firm, says that his industry is not just about paying lawyers less. It is also about doing the job more efficiently, for example when looking for needles of evidence in a haystack of documents: rather than relying on a single brilliant mind, Novus Law deploys teams of lawyers using technology and a process involving hundreds of small steps. Mr Bayley is not a lawyer—he spent much of his career at PWC, an accountancy and consulting firm, figuring out how to make companies leaner. He brings the same approach to the legal business. His firm’s revenues are doubling yearly.

William Henderson of Indiana University praises Novus Law’s ability to find patterns in mountains of material. He believes it allows clients to build novel factual theories to win cases. “It’s great lawyering,” he says.