



DISCOVERY THROUGH TRIAL

How 10 Plaintiff Firms Are Using AI in Litigation

On closing the discovery gap, moving faster on motions, and staying ready for anything at trial — from practitioners, in their own words.



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The Playing Field Has Changed

The defense didn't see Hershey Law coming. The plaintiff employment firm out of Encino, California was walking into the courtroom for its first trial.

The case involved a Chief Nursing Officer wrongfully terminated after raising patient safety concerns. The defense was a large healthcare system with every institutional advantage.

But Brennan Hershey had rebuilt his practice around AI, including real-time use in court. He pulled up deposition transcripts during trial and fed proceedings back into AI overnight to shape the next morning's strategy.

The jury returned a \$27.5 million verdict, the largest single-plaintiff employment verdict in California.

The defense had more people, more resources, and more time. It didn't matter. AI is changing the math.



"The defense could just really outwork us by putting 20 people on a set of medical records that would take me weeks to go through. Now with AI, I can use the tools to be as efficient as 20 people."

— Dawn Smith, Managing Partner, Smith Clinesmith

Litigation runs on documents: the complaint, the discovery, the medical records, the depositions. AI can hold all of it in working memory at once and work with it the way an attorney would, except across the entire case file simultaneously, without forgetting what is on page 847.

Read on to learn what this shift looks like in practice, showing how plaintiff firms across the country are using legal AI in litigation — and changing who holds the advantage.

It's drawn from the case studies, webinars, and published accounts of ten plaintiff firms that have made AI central to how they litigate. You'll hear directly from:



Brennan Hershey,
Founder and Managing
Partner



Santiago Nunez,
Operations Manager



Casey Geiger,
Managing Attorney



Sharif Gray,
Partner and Trial
Lawyer



Dawn Smith,
Managing Partner



Erik Montana,
Chief Strategy Officer



JP McConnell,
Attorney



Christy Granieri,
Founding Partner



Manny Starr,
Managing Partner



Josh White,
CEO



Cliff Bell,
Sr. Director of Legal
Operations



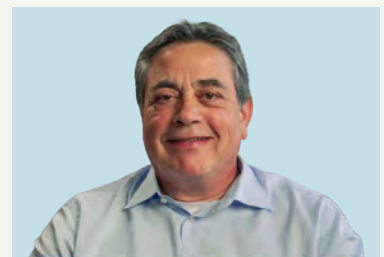
Leann Gerlach,
Attorney



Jennifer Horn,
Operations Analyst and
Lead Paralegal



Bob Naumes,
Partner



Michael D'Isola,
Partner

A NOTE ON AI TOOLS

When this guide says “AI,” it does not mean ChatGPT.

General-purpose tools can draft an email or summarize an article. They are not built for legal work. They have no access to your case file, and many consumer-tier tools default to using your conversations to improve their models — a serious problem when you are handling privileged client information and protected health records.

What to look for in a legal AI platform:

- Client data that stays within the platform and is not used for model training
- Security standards (SOC 2, HIPAA) that match the sensitivity of the files you work with
- Case-file integration, meaning the platform works from your actual documents (like intake notes, medical records, deposition transcripts, etc.) rather than generating plausible-sounding answers from nothing.

Josh White, founder of Laurel Employment Law, describes working with a legal AI platform as having a senior associate with “encyclopedic knowledge of everything that happens in our case, accessible in a blink of an eye.”

That said, AI isn’t the right tool for every part of the job. It can analyze deposition transcripts in detail but can’t tell you whether a witness will hold under cross-examination. It can prepare you thoroughly for mediation but can’t tell you when the other side is bluffing, whether the mediator is nudging toward settlement, or when to make the first move. It can surface everything in the case file but it can’t make the threshold call: whether this client, this fact pattern, and this defendant add up to a case worth fighting.

Those judgments belong to the attorney. They are not replaceable by a better prompt.

Every example in this guide involves plaintiff firms working inside a purpose-built legal AI platform with their actual case files.

Moving Faster from the Start

The complaint is the first document that puts a case on record, and it's where most plaintiff firms lose their first 25 to 30 hours. At Freeburg & Granieri, that dropped to under four with AI.

Speed isn't the only gain. Founding partner Christy Granieri tells a story about her law partner, who decided to rewrite a complaint from scratch rather than start in AI. He finished it, ran it through their legal AI platform, and came back, "kind of tail between his legs," to report: "The Eve one is way better."

Erik Montana, Chief Strategy Officer at Smith Clinesmith, remembers when it clicked for one of his attorneys: "I had an attorney message me with crying emojis — 'I got my first draft of a complaint out in an hour.' Her complaints typically took four to five hours. She saved three hours. And that's three more complaints if she needed to, or that's drafting a demand, or that's client communication."

At Smith Clinesmith, attorney JP McConnell calls medical chronologies "probably the biggest gift" AI has given his firm: "This used to take us days. We have a 78,000-page medical report that you have to go through. Now when we can plug that into Eve and get a result in 20 minutes, that's insane." When records that used to sit on a desk for weeks can be synthesized in an afternoon, cases move from pre-litigation to active litigation faster.

At Laurel Employment Law, every complaint starts in AI as firm policy. Founder Josh White calls it "removing optionality": if the attorney has the choice of whether to start in AI, some will and some won't. Taking away the choice locks in the time savings across the whole practice.

The Time You Get Back

Task	Before AI	After AI	Time Saved
Medical chronologies (78k pages)	Days/weeks	20-60 minutes	~95-99%
Discovery responses	10 hours	30 minutes	~95%
Demand letter drafting	2-4 hours	< 5 minutes	~97%
Demand package turnaround	2-3 weeks	1 week	~50-67%
Meet-and-confer letters	2-3 hours	10 minutes	~95%
Deposition prep	2-3 days	15min-3 hours	~90%-95%
Complaint drafting (employment)	25-30 hours	Under 4 hours	~85%
Average case timeline	14 months	12 months	~15%

All statistics are drawn from interviews with plaintiff firms currently using AI in their practices.

TRY THIS

Once you have a trusted legal AI platform, upload a full intake file (client documents, notes, timeline, any relevant records), and ask AI to generate a first draft of the complaint from those facts. Review and sharpen the output rather than building from a template. Most firms that start here never go back.

Written Discovery

Ten days after serving a complaint, Laurel Employment Law serves full discovery on every defendant. Responses come back months later, full of deficiencies. A twelve-page meet-and-confer letter hits opposing counsel's desk the next morning. While the other side asks for extensions, Laurel schedules depositions.



“We just turn on the pain machine, and that thing’s not turning off until we make it stop.”

— Josh White, CEO, Laurel Employment Law

Laurel can sustain that pace because none of the volume lands on an attorney’s desk. Discovery drafts, document summaries, deficiency analyses — all the work that used to take days gets done in minutes. The attorneys can focus on strategy and stay on the attack. Without AI, says White, “there’s no way we’d be moving at the pace that we are currently working at.”

Most plaintiff firms can’t work that way. Discovery is where the structural disadvantage hits hardest. Defense teams can staff up, but a plaintiff firm with two attorneys and a paralegal faces the same volume of paper with a fraction of the capacity. And for the client who filed, every month spent grinding through discovery is another month the underlying wrong goes unaddressed.

Christy Granieri, Founding Partner at Freeburg & Granieri, puts it plainly: “Discovery is a time suck that no one wants to do. It’s the worst part of the practice of law, and the most important part.”

Propounding Discovery

The traditional approach to propounding discovery is to start from a template and customize. AI inverts that. When every question is drawn from the case file with specific names, specific dates, specific facts, boilerplate objections are harder to sustain.

Manny Starr, Managing Partner at Frontier Law Center, describes the shift: before AI, the firm worked from a set of template discovery questions and picked which ones fit the case. Now every question is drawn from specific facts.



“Our discovery is taken more seriously now than it was before.”

— Manny Starr, Managing Partner at Frontier Law Center

At Freeburg & Granieri, Christy Granieri uses AI to generate follow-up rounds of discovery based on what the defense has already produced. “Okay, they’ve answered. What’s my next round of interrogatories? What should I ask them next?” She feeds the responses back in and gets a new set that drills into the gaps. “I love to propound like rounds 5, 6, and 7 to the defense.”

TRY THIS

After receiving the defense’s first round of responses, upload those responses alongside the original requests and your case file. Ask AI: “What did they fail to answer? What follow-up interrogatories should I propound based on these gaps?” Use the output as your next round of discovery.

Responding to Discovery

On the response side, the workload is just as demanding: reviewing each request, identifying applicable objections, drafting fact-specific answers, and citing to the right documents. AI can compress what used to be a full day of work into under an hour.

Manny Starr from Frontier Law describes the change: “Before Eve, responding to discovery was kind of a nightmare. It was one of those things that paralegals absolutely hated to do. Now, we can probably respond to a set of discovery in something like 30 minutes.”

The strategic effect runs deeper than speed. When responding to discovery takes six hours, attorneys think twice before propounding aggressively, because they know the retaliatory set will land on their desk in thirty days. AI removes that calculus entirely. Josh White describes Laurel's posture: "Great, serve us with a bunch of discovery. Awesome. It's sort of irrelevant to me. Maybe it takes me an hour to respond to it."

When the cost of incoming discovery drops to almost nothing, there is no reason to hold back on outgoing discovery. The firm that can absorb unlimited volume without breaking stride dictates the pace of litigation.

TRY THIS

Work in small batches — three or four interrogatories at a time, not 20 at once. Feed in the requests alongside relevant case law or a practice guide. Ask AI to draft fact-specific responses with applicable objections. Review, adjust, and move to the next batch.

Document Production and Review

When defendants produce documents, the first challenge is knowing what you have. AI can generate a document index organized by Bates number and matched to the original requests instead of manual sorting.



"I need every piece of paper my client has ever had — put in order, identified by Bates numbers. Those are the sort of things where Eve has become super helpful."

— Christy Granieri, Founding Partner, Freeburg & Granieri

Medical records present a version of that problem, at a much larger scale. For personal injury and workers' compensation firms, they can run into thousands of pages of dense clinical language that takes days to work through by hand. AI generates chronological summaries, identifies key findings, and can compare records across time to surface changes the defense will try to attribute to preexisting conditions.

Leann Gerlach, a workers' compensation attorney at Ricci Law Firm, received 1,200 pages of records the week before trial. "Without AI, I probably would have had to spend two full days just reviewing those records. Because AI was able to review and digest the records in about 45 minutes and create a detailed summary, I was able to sift through in about three hours what I needed and what I didn't."

Bob Naumes, a partner at Jeffrey Glassman Injury Lawyers, has pushed this further — using AI to compare MRIs across time. "Insurance companies are going to say it's preexisting. But getting that MRI-by-MRI analysis has been awesome to get ahead of the game."

Once you know what the production contains, the next step is identifying what's missing. A meet-and-confer letter requires a line-by-line comparison of what was requested against what was produced — every deficiency identified, every evasive answer called out. Christy Granieri puts a number on it: "An act that used to take an attorney maybe two, three hours to come up with a meet and confer letter is now something that's down to a draft in maybe 10 minutes."

TRY THIS

Before you read a single page of medical records, upload the full set and ask AI for a chronological summary. You'll see which pages matter and where to focus. Then upload the original discovery requests, the responses, and the production log, and ask AI to identify every deficiency and draft a meet-and-confer letter citing each one. The first draft should get you 80–90% of the way there.

Depositions & Pre-Trial Motions

Michael D’Isola has been trying cases for forty years. When a wrongful death case at Jeffrey Glassman Injury Lawyers came with ten to twelve depositions, he used AI throughout. What would normally take a week, he did alone in one afternoon.

“Using AI made me more confident because I knew the product I was creating was the best I could do,” he says. The case settled for \$9 million.

Speed matters. But in deposition prep, the confidence that nothing was missed is what actually changes how you walk into the room.

Deposition Preparation

Instead of starting from a blank legal pad and a stack of records, you can start from a structured draft you can push, reshape, and sharpen.

Before a deposition, AI reviews the full case file and produces a first-draft outline organized around the key issues. It can suggest exhibits for each line of questioning, flag inconsistencies across prior statements, and surface potential follow-up questions based on what the witness has already said in discovery.

Dawn Smith, Managing Partner at Smith Clinesmith, has made AI a standard part of preparing for every deposition and hearing — using it to pressure-test her thinking, anticipate the defense’s position, and surface what she might have missed.

Leann Gerlach, a workers’ compensation attorney at Ricci Law Firm, describes exactly that process: “Eve really helped me identify what questions were redundant, what questions could be phrased more clearly, helped me identify holes in my line of questioning that I hadn’t thought of, and also helped me anticipate what the defense attorney might say or ask my client on cross-examination.”

Jennifer Horn, Operations Analyst and Lead Paralegal at Law Offices of James Scott Farrin, describes the time impact: “Deposition outlines where attorneys would spend days reviewing records? They’re knocking it out in 15, 20 minutes.”

The refinement process matters as much as the speed. With AI, iteration is the point. The attorney refines, pushes back, and reshapes until the outline matches the strategy in their head.

Josh White, founder of Laurel Employment Law, describes the difference: “You keep going back and having this iterative conversation until you get the work product you like. That is not the case with an associate.” Asking a junior attorney to redo their outline three times because your thinking evolved is, as White puts it, “wildly inefficient and kind of cruel.”

TRY THIS

Upload the case file, the witness’s interrogatory answers, any prior deposition transcripts, and the key documents you plan to use. Ask AI to draft a deposition outline organized by topic, with suggested exhibits for each line of questioning. Then push back by asking it to go deeper on the areas that matter most to your case theory.

In The Room

Deposition preparation gives attorneys a plan, but what happens in the room rarely follows it. Witnesses give unexpected answers. Opposing counsel shifts the conversation. A question opens a new line of inquiry that wasn’t anticipated. AI’s value in the room is the ability to respond to those moments in real time, without calling a break, without hoping a paralegal can find the right record.



“If you’re sitting and taking a deposition and you get a load of baloney from a witness, you can call them on it instantly. Before, you’d have to take a break, pull out the records, find the pages.”

— Dawn Smith, Managing Partner, Smith Clinesmith

Cross-referencing discovery against live testimony is where that advantage compounds. Jennifer Horn has seen it at James Scott Farrin: “Defendants will give you their story in interrogatories, then you take their deposition, and within a click you can see where they’re not being accurate. It gives you an advantage over every defense attorney who isn’t using it.”

Once the deposition is over, the transcript becomes a working document. AI summarizes it, extracts key admissions and timeline details, and cross-references the testimony against discovery responses and other depositions in the case. The contradictions it surfaces become impeachment material at trial; the specific quotes it pulls go directly into motions, mediation statements, and briefs.

TRY THIS

Before the deposition starts, make sure your full case file is loaded and accessible on a laptop in the room. When a witness says something that conflicts with prior statements, query the case file in real time: “Did this witness say anything different about [topic] in their interrogatory responses or prior deposition?” The citation comes back in seconds.

Motions Practice

Responding to motions under time pressure is one of the most demanding tasks in litigation. AI changes the equation by processing the full case file and producing a structured first draft: facts marshaled, timeline built from the defendant’s own documents, arguments identified on each side.

Christy Granieri at Freeburg & Granieri recently opposed a summary judgment motion involving over 1,400 pages of documents:



“This is my first time opposing a summary judgment motion while utilizing Eve, and it’s been absolutely life changing. Eve really helped me focus in a sea of documents to figure out what is important and what I need to put on that paper.”

— Christy Granieri, Founding Partner, Freeburg & Granieri

Granieri estimates AI saved her at least ten hours on that single motion. She used AI to build the timeline of events from the defendant’s own documents and moved that directly into the opposition brief. “Was it perfect? No, but she got me 80, 90% of the way there.”

JP McConnell, an attorney at Smith Clinesmith, describes a pattern familiar to every plaintiff attorney: the defense filing a barrage of motions designed to overwhelm. “There’s no more lag time between the defense hitting us with 15 motions and us having to respond to each one of those. The defense is on the back foot saying, well, where did you come from with all of this?”

TRY THIS

When you receive the opposing motion, upload it alongside your full case file. Ask AI to identify every factual claim in their motion and whether your record supports or contradicts it. Then ask for a chronological timeline of events from the defendant’s own documents. Use both outputs as the scaffolding for your opposition brief.

Trial

Trial is where the resource gap between plaintiff firms and defense teams has historically been widest. A large defense team walks into trial with associates assigned to track exhibits, a paralegal indexing every document, someone monitoring the transcript in real time. A plaintiff attorney may walk in with a single paralegal and their own preparation.

AI changes that equation. It gives a small team the ability to search the full case file in real time, cross-reference testimony against prior statements as it happens, and process each day's proceedings overnight to prepare for the next morning.



"If a defense lawyer throws up a case, I pull it down, feed it in, and ask for a summary. That's seconds, as opposed to 5, 10, 15, 20 minutes."

— Dawn Smith, Managing Partner, Smith Clinesmith

HERSHEY LAW: FIRST TRIAL, FULL PREPARATION



Brennan Hershey walked into his first trial — the wrongful termination case from the opening of this guide — with a practice rebuilt around legal AI.

During trial, he accessed deposition transcripts in real time to prepare impeachment on the fly. He tracked the court's rulings on motions in limine as they came in. Each night, he had Eve summarize the day's trial briefings and used the output to craft arguments and examination questions for the next morning.



"Every hour that you're saving during trial is really powerful. I was able to use AI as both a brainstorming tool and a way to direct exactly what I wanted to accomplish much faster than straight manual work."

— Brennan Hershey, Founder and Managing Partner, Hershey Law

“Without Eve, we would not have been able to be as sharp or as quick in responding to last-minute motions,” adds Santiago Nunez, the firm's Operations Manager.

The jury returned a \$27.5 million verdict, the largest single-plaintiff employment verdict in California.

TRY THIS

At the end of each trial day, upload that day's transcript and any new rulings or exhibits. Ask AI to update your examination outlines for the next day's witnesses, flag new impeachment opportunities based on what was said today, and identify any contradictions between today's testimony and prior statements in the record.

GEIGER LEGAL: WHEN THE DEFENSE ABRUPTLY CHANGES ITS THEORY



A drunk driving collision left a 22-year-old college graduate with a brain injury. No surgery. The defense's final offer before trial had been \$350,000.

Then at trial, the defense threw a curveball. During opening arguments, the defense abandoned their Graves disease theory and raised vasculitis — a condition that had never appeared in any of the preservation depositions. Managing attorney Casey Geiger pulled up Eve immediately. What came back was precise: their client had leukocytoclastic vasculitis, inflammation in small blood vessels presenting as a rash on her leg, with no bearing on brain function. Geiger had his counterpoints before their expert took the stand.

For Geiger, having AI in the courtroom is like having a team at the table.



“Before, you'd turn to four associates and say, 'Find something about this.' Now I just type it and it's done.”

— Casey Geiger, Managing Attorney, Geiger Legal Group

Geiger and his trial partner Chris Brown also used AI to develop the central trial theme before trial began — their client was doing the time for the drunk driver's crime — working through ideas in Eve until the narrative clicked.

The theme ran through opening and closing, anchored by a literacy motif: their client, Julia, had been a top student, passionate about reading and language before the crash. Her last words on direct examination: “The things that made me me cause me pain or I can’t do them.”

The visual strategy was equally deliberate. Geiger and Brown used AI-generated images as demonstrative B-roll throughout opening and closing: scenes with characters representing the plaintiff and defendant before the crash, the collision itself. A confidence monitor on the floor showed the next slide while the main screens displayed the full slideshow, freeing both attorneys to move and engage the jury directly rather than reading from the podium. It's an approach they credit to Mark Lanier, and one they plan to use going forward.

The jury gave her \$15.2 million.

After the verdict, nine of the twelve jurors went to Julia. Not to the attorneys — to her. One sat with her for ten minutes, held her hands, and told her her life was going to be fine.

TRY THIS

If the judge allows, use image-generation AI to create demonstrative visuals. Describe the scene, the people, the key moments to generate images that put the jury inside the story. Pair them with a slideshow and a confidence monitor (a small screen facing you with notes and the next slide) so you can move freely and engage the jury directly, rather than reading from notes at the podium.

GRAY BROUGHTON: THE CASE THREE FIRMS TURNED AWAY



Sharif Gray, a Partner and Trial Lawyer at Gray Broughton PLLC in Virginia, tried a case three other law firms had already turned down. Most plaintiff's lawyers, Gray writes, would have valued it at around \$5,000.

Charlie Clark was thirteen and a patient at Grafton's Berryville facility when a residential manager grabbed him, dragged him across a dormitory floor, and shoved him alone into a hallway. The entire course of medical treatment was a single packet of Neosporin. The defense's last offer during trial was \$250,000.

Gray's team centered the trial on trust and institutional betrayal — their first words to the jury: “Every one of us has taken a loved one to a school, a treatment center, a nursing home, a hospital... And ultimately, we trusted that when we walked away, our loved one would be safe.” They opened with Grafton's own promotional video and turned the COO's testimony about the facility's de-escalation program against them: trained staff were present during the incident; none intervened.

Through discovery, they established that Grafton had hallway camera footage and chose not to preserve it. Through their own witnesses, they established what it showed: Charlie screaming, looking for help, trying to strangle himself, alone for forty-two seconds.

With no medical bills and no expert witness, the case ran entirely on records.

“We used Eve to move through thousands of pages of records quickly — deciphering information, putting together briefing, and building our presentations in a way that would have taken far longer without it,” Gray recalls. “These tools were a force multiplier.”



“AI was firepower for us.”

— Sharif Gray, Partner and Trial Lawyer,
Gray Broughton PLLC

The jury came back at \$20 million — and jurors told Gray's team that several of them had wanted to give more.

What these verdicts share isn't AI. It's preparation — the kind that, for a small plaintiff firm, AI makes possible.

Getting Better Results with AI

The attorneys who get the most from AI treat it like a capable new associate: it needs direction, examples, and oversight.

Build from actual samples and your firm's best practices.

Christy Granieri, Founding Partner at Freeburg & Granieri, describes her approach: "Find your sample — the piece of discovery you are proud of. This is what you train everyone off of. Have a couple of those, and then start working." The quality of AI-generated work rises dramatically when it has a standard to match rather than generating from scratch.

How you prompt matters.

Granieri puts it directly: "Bad questions, bad prompts, equal bad results." The fix is straightforward: be specific, break complex requests into steps, give context.

Nothing leaves the office without human review.

At Smith Clinesmith, Chief Strategy Officer, Erik Montana describes the firm's standard: "There are specific criteria that we have set in our firm — human review has to happen on these things. It has to be reviewed by a human to make sure there was no misinterpretation, miscitations, or misquoting. That human touch component is very important when it comes to things that are going to be filed in court."

The obligation is the same one that applies to any work product before it goes out the door. When AI includes citations to source documents — as purpose-built legal platforms typically do — verification goes faster. But it still has to happen.

Ethics and Risk

The obligations are not new. **ABA Formal Opinion 512** (2024) makes clear that existing Model Rules already govern AI use — competence (Rule 1.1), confidentiality (Rule 1.6), supervision (Rule 5.3), and candor to the tribunal (Rule 3.3). The duties attorneys have always had extend to the tools they use to fulfill them.

Verification is non-negotiable.

Mata v. Avianca is the reference point most attorneys already know: AI-generated briefs cited six fabricated cases, sanctions followed, and the opinion was published. The consistent message from judges is that the gatekeeping obligation to verify the accuracy of filings is not new, and AI does not change it. Legal citations require independent confirmation. Factual assertions in filings require the same scrutiny you would give an associate's first draft.

Court disclosure requirements are jurisdiction-specific.

The variation is significant. No federal rule mandates AI disclosure universally — individual judges have issued **standing orders** on their own initiative, with **requirements ranging** from disclosure and certification of human review to outright prohibition of AI-generated content in submissions.

At the **state level**, a growing number of bar associations have issued formal ethics opinions on AI use — including Florida, Texas, North Carolina, Oregon, Pennsylvania, and Washington D.C. — though these address competence, confidentiality, and supervision broadly rather than court-filing disclosure specifically.

Before filing in any new court or before a new judge, **confirm whether a standing order applies**. Absence of a requirement does not substitute for checking.

Confidentiality turns on the tool.

Consumer AI tools may retain your inputs and use them for model training. Entering confidential client information into those tools without client consent creates a Rule 1.6 exposure. A purpose-built legal platform operates under contractual protections: client data stays within the platform and is not used for training. That is the distinction that matters.

Supervision means the work is still yours.

Rule 5.3 requires oversight of AI output the same way it requires oversight of a paralegal or associate. AI does not evaluate credibility, make the trial decision, read a jury, or replace the judgment call when something unexpected surfaces in a deposition. What it does is compress the time between information and understanding — so attorneys can spend more of their judgment on the work that actually requires it.

The Firms That Move First

There is a version of this guide that is about efficiency: saving hours on demand letters, cutting deposition prep from days to minutes, getting medical chronologies done in the time it used to take to pour a cup of coffee. That version is true, but it misses what the attorneys in this guide are actually saying.

Dawn Smith, Managing Partner at Smith Clinesmith, practices nursing home litigation. Her clients are families trying to hold facilities accountable for the deaths and injuries of people they loved. She describes AI's impact not in terms of hours saved but in terms of justice. Plaintiff's lawyers have always been outgunned by the defense. AI is how you stop being outgunned.

Josh White built Laurel Employment Law from scratch with AI at the center of every workflow. He wakes up at 4 AM before a mediation on a case he hasn't been living with. He doesn't message an associate. He opens Eve and walks through the theory of liability, the witness documents, the gaps in the defense's written responses. "I put on a pot of coffee, and by the time the coffee is done, I have my answer." By the time mediation starts, he has "picture-perfect factual knowledge of our case, despite not knowing much about it an hour before the mediation started."



"The way we work is fundamentally different. Our workflows, our speed, our ability to surface case intelligence in real time. AI makes all of that possible."

— Josh White, CEO, Laurel Employment Law

Laurel's clients are workers who have been wrongfully terminated, discriminated against, retaliated against. Cliff Bell, Laurel's Senior Director of Legal Operations, describes what the pace means in practice: "We have had clients whom we have saved from homelessness by a matter of days because of the speed at which we operate. Every day matters to our clients."

And then there are the people doing the work. Nearly half of all lawyers — 48%, according to Bloomberg Law's Attorney Workload and Hours Survey — report experiencing burnout. The document review, the discovery responses, the six-hour medical chronology that has to be done before Monday. That labor falls hardest on paralegals and junior associates, the people least able to push back on it.

When AI takes the most grinding work off their plates — not the strategy, not the judgment calls, but the hours of manual review that no one went to law school for — it changes what it feels like to work at a plaintiff firm. People stay longer. The work gets better. And the firms that figure this out first will have an easier time attracting the people who make the work possible.

The competitive framing in this guide has a shelf life. Defense firms will adopt AI. And when both sides have AI, the advantage doesn't disappear — it shifts to who uses it better. Defense firms with more resources can always do more. But plaintiff firms that are truly embedded in AI can close that gap.

The firms that move first, respond fastest, and keep pressure on the other side change the dynamic of what plaintiff work can look like. It's not about being cutting-edge. Plaintiff law has always been about fighting for people with less power, less money, and less time than the other side. AI is how you close that gap.



Ready to start?

See how plaintiff firms are winning at trial with Eve.

Visit eve.legal/demo

Featuring attorneys and operations leaders from:

Freeburg & Granieri · Frontier Law Center · Geiger Legal · Gray Broughton PLLC · Hershey Law
James Scott Farrin · Jeffrey Glassman Injury Lawyers · Laurel Employment Law · Ricci Law Firm · Smith
Clinesmith