

## In The News

# Akerman Partner Elan Hersh Quoted in *Law.com* Article on the Evolving Demand for E-Discovery

June 15, 2022

Partner and Director of e-Discovery Services [Elan Hersh](#) was quoted in an American Lawyer Media article on e-discovery, sharing that he has found the market for e-discovery services to be growing due to the increasing volume of electronically stored information (ESI).

“ESI is the lifeblood of discovery. So, with the growth of ESI, the demand for e-discovery services continues,” said Hersh.

Hersh also noted that there is added value in a full-service law firm retaining all phases of a legal matter under one roof.

“We’ve found that our clients really love the seamlessness of having their law firm handle the entire matter—including the e-discovery—rather than outsourcing an important part of the work to an outside provider,” said Hersh, adding that an internal e-discovery offering also affords Akerman lawyers the opportunity to have “better supervision” over what is being done with client data.

The result, said Hersh, has been that Akerman has been able to compete with outside providers in terms of pricing on the technology fees.

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[Elan Hersh](#)

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“That’s really been a win-win for our clients and for us,” said Hersh.