CASE STUDY

DamagesAdvocate

#1 Best-Selling Damage Calculation Software

Damages Advocate increases profitability and responsiveness

Jeff Harwell, Managing Principal of Harwell & Company

A professional business valuator and damages specialist with over 35 years of experience. Prior to starting Harwell & Company, Jeff served as a public company financial executive, turnaround and operations consultant, private company president, and owner of a successful start-up manufacturing and distribution company.

Challenges

- Accuracy & availability of data
- Avoiding errors & save time
- Keeping legacy spreadsheets current
- Generating court-tested reports
- Changing assumptions means having to re-do the calculation

The Need

You may already have a damages calculations practice (but need to be more efficient), or you may be a valuator who wants to expand into damages calculations. Either way, you may be called upon to defend against claimed damages in court. Helping restore clients to the financial position they would have enjoyed “but for” the event that harmed them can be a time consuming and contentious process. This is a process Jeff Harwell knows intimately.

“Back then, I did my calculations with an Osborne computer with SuperCalc and WordStar.” Jeff explained that, before the internet, “you had to get the mortality tables from the public library; you had to go to the bureau of library statistics to determine what the value was for the dollar.” Later, even though the gradual popularity of the internet made getting information easier, the hand-created Excel spreadsheets could still be daunting. According to Jeff, “Obtaining the data, keeping it current, making sure that the calculations are in line with what the judge wants or what an opposing counsel is asking his or her expert witness to do can be overwhelming.

While confident his model was sound, Jeff nevertheless had concerns about the process. It was time consuming and he worried about the accuracy of the data. This became a bigger concern when he was testifying as an expert witness in damages cases.

"You needed a strong résumé to be able to stand behind your own data and calculations," says Harwell. "Depending on which approach I was using, I had to choose statistics carefully for each model. Then I had to do my own narrative in Word by cutting and pasting charts and numbers."

Jeff realized he needed to make the process of calculating damages faster, easier, and more accurate. Ultimately, he knew that this would make his practice both more responsive and profitable.

The Solution: Damages Advocate

Jeff heard about using software instead of spreadsheets and then decided to check out *Damages Advocate, the #1 Best-Selling Damage Calculation Software* to see if it would help. It didn't take long for Jeff to get up to speed with Damages Advocate or to realize that it saved time.

Jeff likes *Damages Advocate* because it:

- Is a web based application and can easily export to Excel & Word
- Contains current damage calculation data
- Allows the user to select the correct approach
- Has an easy to follow, step-by-step process
- Uses markers to indicate which data is missing

Benefits

- Unbeatable accuracy
- Saves time and resources
- Does the grunt work for you
- Makes valuators more responsive
- Follows a logical process
- Uses the most current data
- Extremely reliable
- Generates report in a court-tested format

To set up a case, Jeff could input the data variables, indicate the approach, and Damage Advocate would do the rest. Later, should assumptions change, Jeff could easily make changes and generate a supplementary report.

"Each time I use web-based Damages Advocate, I know that the latest laws and conditions have been incorporated to ensure that calculations are accurate and reflect the current economic climate," says Harwell. "With the heavy lifting done, I can focus on applying my expertise and case specific research to wrap things up."

Since Damages Advocate takes a very systematic approach there is little room for error and the time saving it represents is significant. "I recouped my investment in Damages Advocate after the first case," says Harwell. "It also increased revenue and made my practice more profitable because of the time saving and the increased number cases I can take on."

"Choosing to use Damages Advocate is not only the smart choice," says Harwell. "It just makes sense; why re-invent the wheel?"

About Damages Advocate

ValuSource's Damages Advocate for Personal Injury, Wrongful Death and Employment Law are web-based applications that automate the entire process including: data entry, data integration, and calculation and report generation. Whether novice or expert, with proven professional strength damages software, there is no longer a reason to perform this analysis manually.