Innovation Insurance Group, LLC is a premier consulting firm to the insurance industry. Here, read an interview with Corporate USA Today – Law Award's Best Advisor of the Year – USA, Ty Sagalow.

Ty, congratulations on being named our Best Advisor of the Year – USA. I must start off by saying that after a review of your work I'm intrigued and interested. You have an unusual practice for a lawyer?

Ty: Yes, I do and thank-you for this prestigious award. I see my job as a lawyer as helping the insurance industry do creative and innovative things which improve the life of its customers as well as itself.

So, it is not "practicing law" in the traditional sense at all! I can see why our editorial staff picked you for the award. Now, one company you are involved in as Chief Insurance Officer is called Premonition. Can you tell our readers a little about Premonition.

Ty: Premonition is an incredibly exciting company. It has two fundamental value propositions. One, Premonition has the largest litigation database. 87% of all cases in the United States and in many other countries as well are in this database, which includes the judge, the plaintiff's attorney, the defendant's attorney, the venue, the duration of the case and the type of case. Simply put, it has more data than all of the competitors combined, really phenomenal.

The second value proposition is its artificial intelligence. It is the algorithm that takes this massive database and calculates "win rates", which attorneys against which attorneys in which courthouses against which judges, in which types of cases are more likely to win. It is the Moneyball method of outside counsel selection based on data not instinct.

I've read that they just came out with a new product called LitigationScan. What is that about?

Ty: LitigationScan is a simple but powerful tool which answers on a per claim basis four crucial questions:

1. What is the Plaintiff win rate for this case type in front of this judge?
2. What is the success rate of the plaintiff lawyer for this case type in front of this judge?
3. What is the success rate of the defense lawyer for this case type in front of this judge?
4. Who are the top 10 lawyers (performance outliers) for this case type in front of this judge?

Who would most benefit from having a tool like this?

Ty: The most common user is claims personnel who use the tool to choose the best available lawyer for their cases and, at minimum, note those lawyers who we call "outliers" (for better or evil) that might work in their favor or against them and leverage that information in a way that could improve their odds of winning their case.

Thank-you for joining us today, Ty

Your Welcome. It was my pleasure.

Ty Sagalow

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