

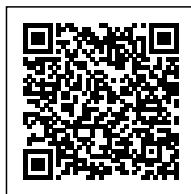
# LAWYERS NEED TO MAKE 'DATA-DRIVEN' DECISIONS

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Eduardo Ruiz Montoya, vice president and associate general counsel at HP Spain, says lawyers need to use data to make decisions, rather than making choices based on intuition - he explains that using scorecards and quarterly metrics is an effective way of doing this.