



AUTOMATION AND DATA ANALYTIC PROCESS TEAM SUCCESS STORY

LITIGATION SUPPORT ENGAGEMENT PRICING DAMAGE MODEL

Schneider Downs was engaged by a plaintiff who alleged that it suffered damages resulting from the defendant's alleged breach of contract and other violations. Based on a targeted selection of dozens of common vendors, we were asked to calculate the difference in the amount that was paid by the plaintiff for goods purchased and the amount paid by the defendant for the identical items. We designed and implemented a damage model that evaluated the prices paid by each party, integrating millions of inventory transactions, for tens of thousands of unique stock keeping units ("SKUs"). Features of the damage model included:



- The integration of data from thousands of different source files;
- The determination of the best comparable price paid by the defendant using the most recent transaction in relation to the plaintiff's purchase date;
- The identification of plaintiff item SKUs that were not initially matched to defendant SKUs and the capability to adjust the model to standardize item numbers; and
- The incorporation of time period and SKU-specific rebates and discounts for both parties to account for pricing differences outside of the base purchase price.

The detailed analyses and model demonstrated the fact and amount of potential damages in the case and ultimately allowed the litigation to be successfully settled.

About Schneider Downs Business Advisors

Schneider Downs Business Advisors leverages our experience and industry expertise to maximize value and minimize risk during acquisitions, litigation, arbitration, corporate reorganization and other major business transactions and transitions.