



# IMS Press Kit



[imslegal.com](https://www.imslegal.com)

ADVISORY | EXPERT WITNESS | LITIGATION CONSULTING | VISUAL ADVOCACY | PRESENTATION TECHNOLOGY  
contactus@imslegal.com | 877.838.8464

# Contact IMS

## Press

If you are a member of the press and would like to speak with someone at IMS Legal Strategies, please contact Tiffany Thompson, Director of Marketing & Communications, at [press@imslegal.com](mailto:press@imslegal.com). This inbox is regularly monitored, and responses to press requests will be sent as soon as possible.

## Client & Experts

If you are interested in our expert witness or litigation consulting services, or serving as an expert through IMS, please reach out at [contactus@imslegal.com](mailto:contactus@imslegal.com) or (877) 838-8464. You may also visit [imslegal.com](http://imslegal.com) for additional information.

## Executive Team



### James Crane, JD, Chief Executive Officer

CEO James Crane drives the strategy and growth of IMS, with a proven track record of solving complex strategic, financial, and organizational challenges while focusing on the impact of short- and long-term strategic plans and initiatives. As CEO, he developed and executed a growth strategy that positioned IMS as the dominant provider of litigation and expert witness services within the highly competitive legal industry. He is a servant leader whose passion is to inspire and elevate those he leads. He applies leadership principles outlined in the IMS Core Values to create a culture that aspires to personal excellence, inclusion, and service to others. Crane is a former commercial litigator who worked on significantly high-risk and enterprise-level litigation for Fortune 50 clients.



### Steven Hickson, Chief Financial Officer

CFO Steven Hickson heads all financial and merger/acquisition activities at IMS, supporting key company initiatives such as expanding the company's position in the litigation and legal services market and growing value for all stakeholders. He led the completion of six acquisitions and a merger that has significantly increased IMS' enterprise value. Hickman has an extensive leadership background as a senior financial leader for high-growth, middle-market, and private equity-owned companies on an international scale.



### Phil Kenney, Chief Operations Officer

COO Phil Kenney leads IMS's core infrastructure departments to ensure seamless client service. He offers extensive experience in process improvement, training, technology enablement, compliance, risk management, and scaling business units. Kenney spearheaded the launch of new CRM and ERP software programs and created a business project management office that has become a center of excellence for IMS. Kenney is a seasoned executive with a proven track record of successfully managing strategy and operational excellence to increase market share and revenue growth for organizations across multiple industries.



### Vivian Taylor, Chief People Officer

CPO Vivian Taylor oversees Human Resources at IMS, backed by years of experience in establishing cultures centered around high performance, recognition, and rewards. As Chief People Officer for IMS, she created its HRBP team function from the ground up that drives the company's talent strategy and strategic business initiatives. She is a compassionate and supportive leader, emphasizes the EVP, and demonstrates an unwavering focus on driving high-impact results.

# IMS Services

IMS provides the full suite of consulting services needed to solve complex challenges and win bet-the-company disputes.

We offer seamless access to specialists in expert witness recruitment, litigation strategy, jury research, visual communication, and courtroom technology, as well as expert advisors and data analysts in niche disciplines. Our world-class consultants and expert witness partners have worked on thousands of the most consequential civil and commercial disputes across every industry and discipline.



**ADVISORY**



**EXPERT WITNESSES**



**LITIGATION CONSULTING**



**VISUAL ADVOCACY**



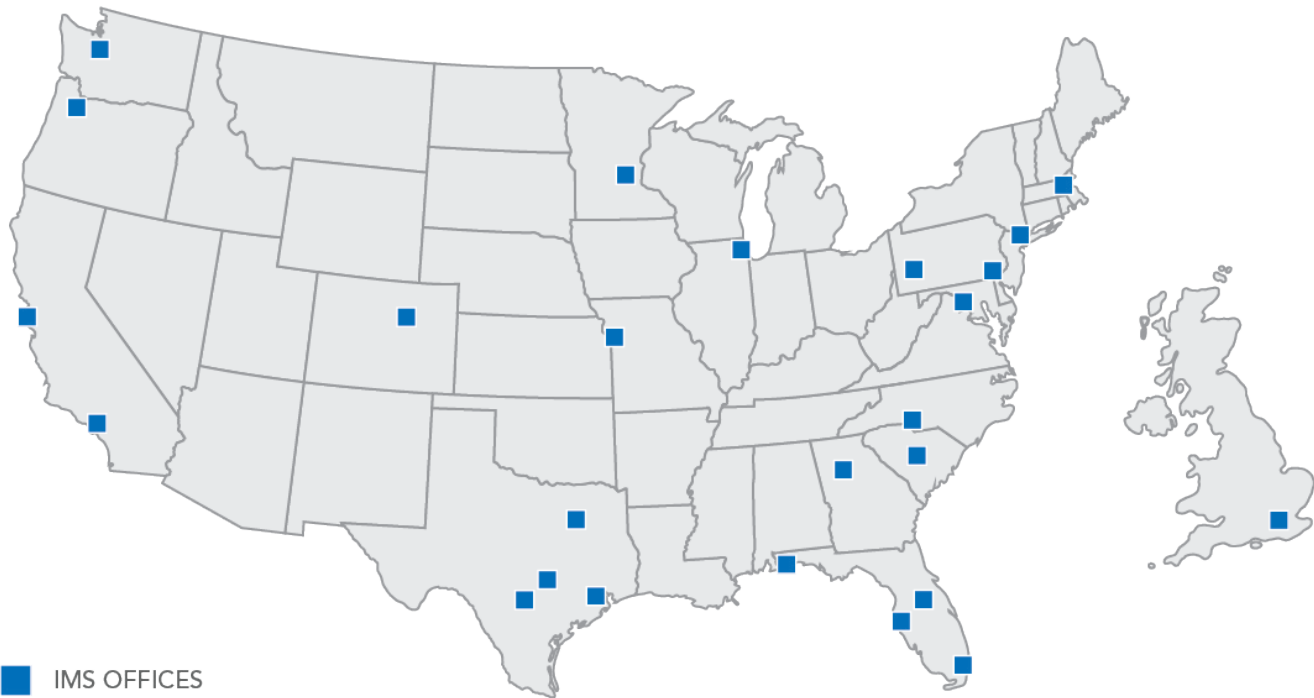
**PRESENTATION TECHNOLOGY**

## IMS Locations

With strategic locations in major US and UK markets, the IMS team is primed to expertly support in-person and remote litigation needs across the globe.

### Corporate Office:

4400 Bayou Boulevard, Suite 4  
Pensacola, FL 32503



# IMS Company History

IMS pioneered the executive-recruiting approach to connect lawyers with leading experts in every industry. Today, we position clients for success throughout the lifecycle of high-stakes dispute resolution.

## The Founding of IMS

IMS has evolved alongside our clients' needs. In the early '90s, we began as Media Management Resources and Intelligent Management Solutions, founded by Mike and Bill Wein to provide high-end executive search services to the telecommunications industry. The transformation to the organization we are today was born from a desire to accommodate the expert witness needs of major corporations. In response to growing requests, Mike and Bill had the foresight to create IMS Expert Services.

IMS pioneered the executive-recruiting approach to align our law firm and corporate clients with the very best subject matter experts across every industry. After nearly 30 years, we knew clients would benefit from a collaborative approach to connect the tools and services needed at every phase of complex litigation. We were inspired to evolve even further, leading to strategic acquisitions that have resulted in an innovative, integrated approach to legal consultation and an unmatched level of personalized service and tailored methodologies.

Today, IMS positions clients for success across the full lifecycle of high-stakes dispute resolution. We help the world's most formidable lawyers achieve optimal outcomes through best-in-class advisory support, expert witness services, litigation consulting, visual advocacy, and presentation technology for on-site and online proceedings. Together, we win.

**6,500+**

Completed Trials

**45,000+**

Cases Spanning Practices

**READ MORE ABOUT OUR  
COMPANY'S HISTORY AND  
GROWTH IN OUR PRESS CENTER:**



# IMS Across the Years

## 2024

- Announces a new corporate identity, IMS Legal Strategies, to represent the company's diversified client offerings and position the firm for further expansion in the legal industry
- Announces Juris Medicus merger, uniting complementary expert witness services to support clients in complex medical cases
- Recognized as a leading provider of online jury research services in The National Law Journal "Best of 2024" awards
- Named a top Texas-Based Expert Witness Provider (Houston) by Texas Lawyer Awarded in the categories of "Best Digital Forensic Company" and "Best Demonstrative Evidence Provider" by The Legal Intelligencer
- Named a leading online jury research provider in the New York Law Journal's "Best of 2024" awards
- Acquires MacKenzie Life Care Planning, expanding services beyond its well-established expert witness search services into in-house advisory services

## 2023

- Acquires MMG Jury Consulting, bringing nationally recognized jury consultants and a vast wealth of educational resources and CLE programs to benefit IMS clients
- Acquires Analytic Focus, a quantitative consulting firm providing financial, economic, and statistical analytics, predictive modeling, data mining services, and in-house direct experts
- Recognized as a leading provider of online jury research services in The National Law Journal "Best of 2023" awards
- Named Top Expert Witness Referral Firm in The Recorder's "Best of 2023" awards
- Acquires Tsongas Litigation Consulting, adding exceptional talent and expertise to the jury consulting team and expanding IMS's footprint into the Pacific Northwest
- Recognized as a top provider of corporate investigations and jury consultants by The Legal Intelligencer
- Named Best Texas-based Expert Witness provider in the Texas Lawyer's "Best of 2023" awards
- Received top 3 rankings in the Expert Witness (Technology/Computer Forensics) and Trial Technology categories by the New Jersey Law Journal
- Grows to more than 300 employees across the US and UK
- Acquires Teklicon, a premier Silicon Valley-based expert witness firm, strengthening abilities to deliver precise expert search services in technology-driven cases

## 2022

- Recognized by the National Law Review as a "Go-To Thought Leader" in the business of law and jury trial preparation
- Acquires Z-Axis, an international visual communications firm with a strong history of success in complex legal actions, and expands to the UK
- Named a leading expert witness provider in The Recorder, The Legal Intelligencer, and Texas Lawyer
- Recognized in The National Law Journal "Best of the Midwest" awards for remote trial services and litigation dispute advisory services consulting
- Named a top online jury research provider in New York Law Journal's "Best of 2022" awards
- Acquires the trial division of Precise, Inc. to further serve the trial presentation and technology needs of IMS clients in the Northeast US

2021

- Named to The National Law Journal's Hall of Fame as Best Expert Witness Provider and Best Litigation Dispute Advisory Services Consulting
- Launches Trial Link™, a remote trial presentation platform
- Acquires nationally recognized firm Litigation Insights, increasing IMS's depth and leadership in jury research, visual communication, and presentation strategy

2020

- Launches COVID-19 Client Resource Hub and conducts in-depth jury research and industry analysis, publishing extensively on pandemic-related topics relevant to litigators
- Named by the National Law Review as a "Go-To Thought Leader" for COVID-related coverage
- Recognized in New York Law Journal's "Best of 2020" awards for Best Trial Presentation/Hot Seat Consulting
- Company name changes to IMS Consulting & Expert Services to reflect new suite of offerings

2019

- Acquires The Focal Point, a respected trial consulting firm, and expands beyond expert witness services to include end-to-end litigation consulting
- Grows to more than 150 employees across four offices in the US
- Recognized by the National Law Review as a "Go-To Thought Leader" for litigation strategy
- Launches comprehensive, evidence-based Diversity, Equity, Inclusion & Belonging (DEIB) program company-wide
- Named national winner in eight categories of Corporate Counsel's "Best of 2019" reader favorite awards

2018

- Recognized by the National Law Review as a "Go-To Thought Leader" for the firm's work on intellectual property issues
- Named "Top Company to Work for in Florida" by Florida Trend magazine, ranking 12th among medium-sized businesses

2017

- Trinity Hunt Partners, a private equity firm based in Dallas, acquires majority interest in IMS

2012

- Received "Best Expert Witness Provider" recognition in The National Law Journal

2011

- Grows to more than 50 employees

2008

- Recognized in "Northwest Florida's Top Companies for Working Families" by Northwest Florida Business Climate Magazine

2006

- Named by Inc. Magazine in the Inc. 5000 list of Fastest Growing Private Companies

2001

- ExpertServices is born; first search and placement

1992

- Intelligent Management Solutions founded by Mike Wein, Bill Wein, and Ted Gorder



“Together, we win” is an internal company motto and a very real philosophy. It reflects the profound way we support clients—and each other—in pursuit of a successful outcome.



## IMS Company Culture

Culture comes first at IMS because we know a strong foundation leads to a highly engaged team able to fuel exceptional client service and deliver an impeccable work product. Our culture is one of respect, growth, care, and excellence.

We firmly believe our people are our greatest asset and that diverse points of view lead to a stronger and more creative organization. From entry-level to executive, each IMS employee operates as one and demonstrates ownership thinking in support of client, colleague, and company success.

99

Am Law 100  
Client Firms

95%

Repeat Client  
Firm Business

## IMS Core Values



**OWNERSHIP  
THINKING**



**HUMBLE  
CONFIDENCE**



**QUALITY &  
EXCELLENCE**



**HONOR THE  
RELATIONSHIP**



**OPERATE AS ONE**

# IMS Insights

IMS is dedicated to keeping clients ahead of the curve. We deliver timely industry insights and best practices from experts in litigation strategy, juror decision-making, visual communication, trial technology, and much more. Visit [imslegal.com/insights](https://imslegal.com/insights) or scan the QR codes below.



## Articles



## Podcasts



## Case Studies



## Industry Publications

IMS frequently contributes thought leadership to such outlets as ABA Journal, ALM | Law.com and its publications, In Defense Quarterly, JD Supra, Law360, and USLAW Magazine. Our experienced consultants are also available to present at litigation industry events.

## IMS Social Media





# The IMS Logo

Our logo is a powerful representation of everything that we are and do.

Given our logo's role in the overall expression of our brand, it's crucial to protect the logo's integrity and maximize its visual impact.

The primary logo is the preferred choice for all communications across all media. When space constraints prevent using the preferred logo, the logo icon or horizontal logo should be the next choice.

## Primary Logo (Preferred)



## Secondary Logo (Icon)



## Logo Variations

Correct use of our logo is critical. Use the IMS logo on the appropriate backgrounds. Our logo variations must always be used on the appropriate backgrounds. When using the logo on photography, use the following guidelines to ensure enough contrast between the logo and photography so that the logo and brand mark are legible.

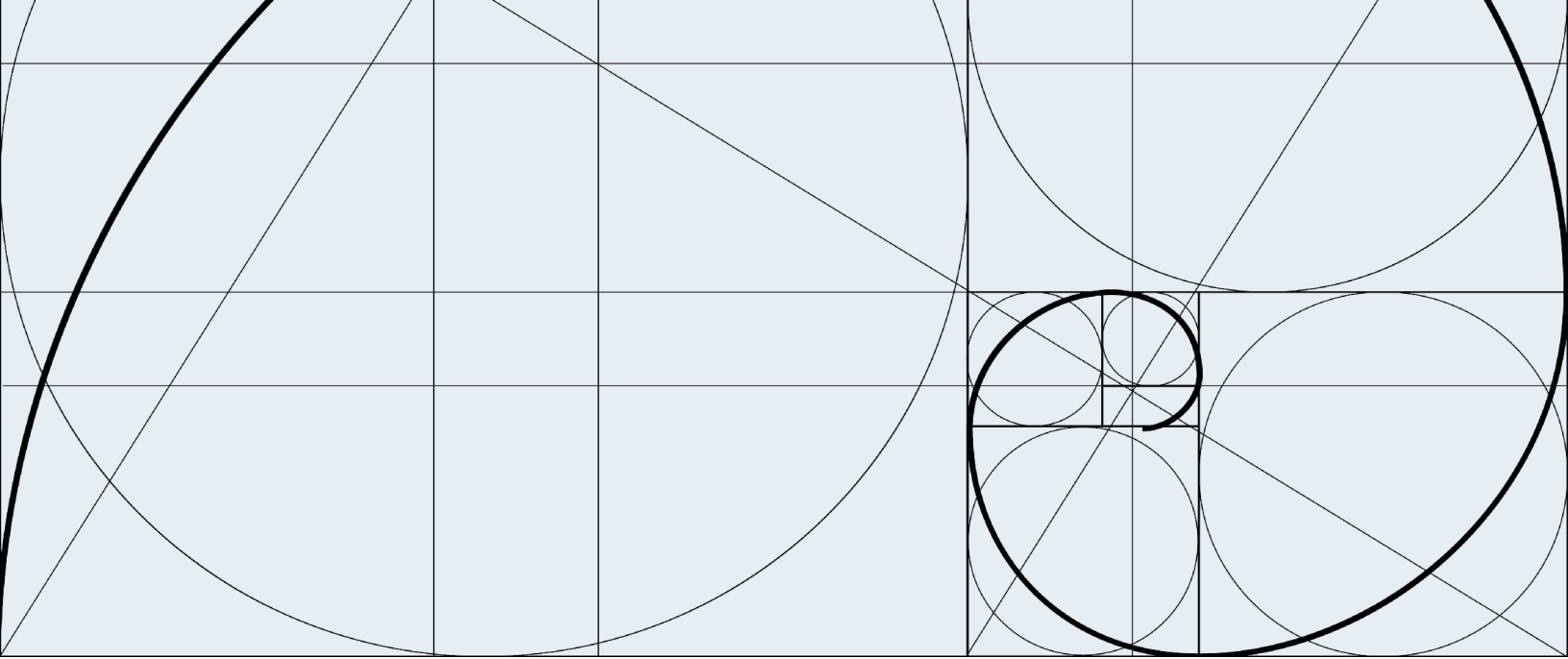
### Solid Logo



### Reverse Logo



**Note:** In written form the company should be written as IMS Legal Strategies.



# Logo Guidelines

## Scaling and Proportion/Clear Space

The IMS logo contains details that could be compromised at smaller sizes. When reproducing our logo, be conscious of its size and legibility. A logo that is too small or dominated by another logo (e.g., co-brand or product) ceases to serve its brand awareness and communication function. Always use the appropriate version.

The clear space rule says minimum spaces must be clear of any text or graphics at all times.

## Clear Space

Clear space frames the logo, separating it from other elements such as headlines, text, photography and the outside edge of printed materials.

A minimum amount of clear space must surround the logo at all times. This space equals the size of half of the IMS icon (i.e., the two intersecting diamonds) as shown.

### Print Minimum Size



1in wide

### Digital Minimum Size



72px wide

### Clear Space



# Logo Background Colors

Our logo variations must always be used on the appropriate background colors.

Our preferred full color logo can only be used on white or a 20% IMS light/dark gray background or 20% IMS cyan background. You can also use this logo over light photography where sufficient contrast makes the name legible.

Our reverse logo uses only white and may be used over a dark, solid-color background. The logo can also be used over dark photography.

## Placement on lighter backgrounds (Solid Logo)



## Placement on dark backgrounds (Reverse Logo)



## IMS Boilerplate

**IMS Legal Strategies** serves trusted law firms and corporations worldwide to elevate strategies and protect reputations. IMS provides comprehensive solutions for complex legal and business matters, including specialized advisory and analytical support, global expert witness services, data-driven litigation consulting, powerful visual advocacy, and flawless presentation technology. As a strategic partner for the full case lifecycle, we work collaboratively with clients to uncover and analyze core arguments, develop a strong story around key themes, and deliver compelling presentations that reinforce the narrative.

IMS offers a fully integrated international team with decades of practical experience in more than 45,000 cases and 6,500 trials. We are driven to help clients overcome challenges and achieve the best possible results. Visit [imslegal.com](https://imslegal.com) for more.

# Together, we win.<sup>TM</sup>