SID NEWBY

INNOVATION EXECUTIVE | TRANSFORMATION ARCHITECT | TECHNOLOGY EVANGELIST

> Legal technology and operations executive with 25 years optimizing the economics of legal service delivery. Deep expertise in vendor management, cost modeling, and data-driven decision making from managing relationships with Am Law 100 firms. Proven track record developing innovative pricing models that reduced legal spend by 40%+ while maintaining quality. Expert at identifying hidden inefficiencies in legal vendor relationships and building systems that scale.

CORE COMPETENCIES

Legal Vendor Management | Alternative Fee Arrangements (AFAs) | Spend Analytics | P&L Management | Rate Negotiations | Budget Forecasting | Team Leadership | Data Analysis & Reporting | Google Cloud Platform | Strategic Sourcing | Legal Project Management | Cost Modeling & Negotiation

PROFESSIONAL EXPERIENCE

Chief Technology Officer / VP of Technology Integration

JULY 2026 — PRESENT

Array • Dallas / Austin, TX (Hybrid)

Array acquired Platinum IDS on July 1, 2026. Directing enterprise technology integration, forensic operations, and transitioning three proprietary software platforms into Array's nationwide litigation support services through December 2026.

POST-ACQUISITION INTEGRATION & DILIGENCE

- Directing post-acquisition integration of Platinum IDS digital infrastructure, forensic workflows, and proprietary software into Array's nationwide litigation support offering
- Transitioning enterprise technical due diligence across 34 audit categories covering security posture, data governance, intellectual property, and litigation infrastructure
- Consulting national litigation practices on high-stakes ESI workflows, forensic data collections, and structured database migrations across Relativity and custom hosting environments

Chief Technology Officer

JULY 2008 — JULY 2026

Platinum IDS • Dallas/Austin, TX

Executive responsible for the entire digital services offering, including forensic data harvesting, data science, eDiscovery operations, contractor-based review initiatives, infrastructure, innovation, product launches, marketing, content creation, compliance, and management of all 3rd party vendor relationships. Held full P&L accountability for a $10M+ legal-technology provider until its acquisition by Array on July 1, 2026.

VENDOR MANAGEMENT & COST OPTIMIZATION

- Developed revolutionary fixed-cost pricing model adopted by 30+ law firms, creating predictable budgets for matters previously billed hourly

- Managed relationships with major law firms, negotiating rates, scopes, and service levels for complex litigation matters
- Built comprehensive vendor scorecards tracking performance across quality, timeliness, and cost metrics
- Reduced average matter costs by 40% through strategic sourcing and process optimization

DATA ANALYTICS & TECHNOLOGY INNOVATION

- Implemented comprehensive BI solutions using Looker (Google Cloud), Tableau, Power BI, Domo, and Qlik for spend analytics
- Extended dashboards and worked directly with teams behind law firm firewalls to build real-time cost KPIs for budget and workflow insights
- Built custom React-based dashboards with Recharts and Chart.js for real-time vendor performance monitoring
- Third enterprise customer for Google Cloud Vision, achieving ~95% to 100% accuracy in document processing
- Influencer for document_text_detection model when Google Vision only supported object-based images

FINANCIAL & OPERATIONAL LEADERSHIP

- P&L responsibility for $10M+ annual revenue with complex vendor payment structures
- Managed cash flow with 90-120+ day payment cycles typical in legal industry
- Led team of 25+ professionals across technology, operations, and vendor management
- Achieved 95% customer retention

Senior Litigation Support Analyst

FEBRUARY 2006 — JULY 2008

Akin Gump Strauss Hauer & Feld • Dallas, TX

Technology and operations leadership role at premier Am Law 100 firm. Gained deep understanding of how large law firms operate, price services, and manage vendor relationships from the inside.

- Managed vendor relationships for litigation support services across multiple practice areas
- Analyzed and optimized legal technology spend across the firm
- Developed cost allocation models for client billing and matter budgeting
- Translated complex technical concepts (ESI, HIPAA, OCR, forensic protocols) into clear cost justifications for Fortune 500 clients
- Created reporting frameworks for partner visibility into matter costs
- Built client-facing presentations explaining eDiscovery costs and technical requirements

Director of Technology Services

2002 — 2006

Platinum Litigation Solutions • Dallas, TX

Led technology services division, establishing foundational systems and processes for legal technology service delivery.

Franchise Owner & President

2000 — 2002

Universal Document Solutions • Dallas, TX

Owned and operated document services franchise, developing business acumen and client relationship management skills.

STRATEGIC INITIATIVES

Capricorn
2026

Live workspace for switching among four AI collaborators during a call, sharing a whiteboard, a browser-based lab, and an agentic development workspace

Interface
2026

Generative UI for a coding agent that composes interactive answers, saves them as versioned artifacts, and puts its code changes in front of the reviewer

Prismatic
2026

Automatic document tagging that scores a defendant's documents against each subpoena request with semantic search and System 1 decision models to prepare a first-pass production set

Hex
2026

Local workspace where Claude, Codex, and other agents plan, build, and review software together, running approved tasks in dependency order

Caser
2026

Automated federal court docket acquisition and AI case classifier surfacing actionable litigation leads and trial calendars

Deposition Engine
2025

Legal deposition enrichment and semantic search platform adding natural language cross-transcript querying and automated testimony indexing (Acquired by Array)

Finra Navigator
2025

Navigator's first spinoff with a focus on Broker/Dealers encountering Finra Arbitration

Navigator Platform
2024

AI-powered legal analysis system with custom React dashboards reducing research time from weeks to minutes

AI Force Multiplier
2024

Autonomous living agentic agent for initial stakeholder engagement, demonstrating practical AI for scaling operations

Cullable
2020

Cloud-based eDiscovery platform with integrated Looker analytics for spend tracking

Fixed-Cost Innovation
2015

Industry's first predictable pricing model with Power BI reporting for matter cost visibility

KEY ACHIEVEMENTS

- Transformed 50+ law firm relationships from hourly to fixed-fee arrangements
- Reduced legal spend by 40% through innovative pricing models
- Built comprehensive dashboards using BigQuery and Google Cloud tools
- Managed team of 25+ professionals in fast-paced legal environments
- Presented to boards, C-suite, and senior partners regularly
- 25 years deep expertise in legal services pricing and delivery models
- Deep understanding of operations (corporation, firm and vendor) and realistic grasp of cost-over-time

EDUCATION & CERTIFICATIONS

- Computer Hacking Forensic Investigator (CHFI) (EC-Council)
- iConect Certified
- Relativity training
- ACEDS training (Association of Certified E-Discovery Specialists)
- Legal Project Management training
- Specialist training in leadership, negotiation, security and forensics

TECHNICAL PROFICIENCIES

DATA & ANALYTICS

- BigQuery
- Looker (Google Cloud)
- SQL
- Google Data Studio
- Tableau
- Power BI
- Domo
- Qlik
- Python for Data Analysis

VISUALIZATION

- Recharts
- Chart.js
- Custom React Dashboards

CLOUD PLATFORMS

- Google Cloud Platform
- AWS
- Azure

LEGAL TECH

- Enterprise Legal Management (ELM)
- Matter Management Platforms
- eDiscovery Tools

DEVELOPMENT

- React
- JavaScript/TypeScript
- API Architecture
- System Integration
- Full-Stack Development

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