

How a Solo Transactional Attorney Uses Litera and Lito to Compete with Big-Firm Teams

PRODUCT

Lito

FIRM SIZE

1 attorney

LOCATION

Miami, FL

Redline accuracy gives the firm an enterprise edge

Lito works inside Microsoft 365 with no new platforms or behavior change required

Portfolio insight his clients can't get elsewhere

AI is compressing billable hours and raising client expectations for value, predictability, and responsiveness across the legal profession. Firms that cannot demonstrate genuine investment in their clients' long-term success risk losing relationships that reputation alone used to protect. That pressure is felt acutely by solo practitioners.

Federico A. Dumenigo runs a solo transactional practice serving businesses in healthcare, hospitality, real estate, and general corporate work. His clients—from restaurant operators managing lease portfolios to medical professionals and real estate developers—depend on him for the full scope of their operational legal needs and expect proactive counsel that protects their interests over time.

Despite working alone, Federico routinely faces large firms with four or five attorneys and enterprise-level technology on the opposing side. He needed a way to match their quality and efficiency without the overhead. At the same time, he was spending significant hours wading through redlines in Microsoft Word, whose formatting noise and limited visibility made it difficult to isolate substantive changes quickly.

Federico discovered Litera after noticing that the large firms across his transactions already relied on it. Trusted by more than 15,000 customers and used by over 1 million users daily, the platform's track record convinced him to commit—and the return became clear quickly.

Litera's comparison technology became the foundation of his daily workflow. Its proprietary redline algorithm, built on 30 years of legal-specific development, cuts through formatting noise to surface the substantive edits that matter. On high-stakes transactional work where a probabilistic answer is too risky, Litera's rules-based engine gives Federico the confidence to move quickly.

"When I come up to review documents, even though I'm a solo, I oftentimes am coming up against massive firms... I said, well, they're using it. I should probably use it. I should be on their level."

Federico A. Dumenigo

For a restaurant client managing multiple commercial leases, Federico used Lito's multi-document review grids to extract and compare terms across documents—per-square-foot rates, deadline provisions, and operational obligations across an entire portfolio. The grid, quality control checks, and cross-document redline capabilities replaced hours of manual review with portfolio-level analysis his clients experience as strategic counsel.

Lito, Litera's Legal AI agent, is available directly inside Microsoft Word, Outlook, web, and mobile. No separate application, new login, or workflow change required. For a solo practitioner, that meant value from day one. Federico also takes a deliberate, clause-by-clause approach to AI, avoiding bulk uploads of sensitive documents. Litera's certifications, including ISO 27001 and SOC II Type 2, give him confidence that security is engineered into the platform, providing a combination of legal-specific depth and enterprise-grade security that newer entrants can't replicate.

Litera and Lito now give Federico access to the same document comparison and review technology enterprise firms use daily, enabling him to review documents with the same precision and efficiency as much larger teams.

"Even if it just compared documents for me, it's so much better than Word... that alone is sufficient. So anything else to me is a bonus."

Federico A. Dumenigo

Beyond comparison, the platform has begun reshaping how his clients see him. By delivering portfolio-level analysis, flagging issues clients didn't know to ask about, and working with the same tools as the largest firms, Federico has moved beyond transactional service delivery. His clients now turn to him for strategic insight that protects and grows their businesses.

He views AI as an evolving second associate. One that handles routine tasks today and will take on more as the technology matures. Lito and Litera require minimal deployment effort, work within his existing environment, and offer more capability ready to activate as his practice grows.