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Gould & Ratner Featured in SurePoint Case Study on Data-Driven Growth



Michael Hill



Daniel Minjock

Gould & Ratner is the focus of a new SurePoint case study highlighting how the firm is using data-driven decision-making to support multiple strategic initiatives. The case study features insights from Chief Financial Officer [Michael Hill](#) and Director of Talent Acquisition [Daniel Minjock](#), who discuss how the firm's use of SurePoint Legal Insights and SurePoint Finance Enterprise has transformed the way Gould & Ratner approaches hiring, financial planning, and long-term growth.

Among the outcomes highlighted in the case study are a 68% reduction in third-party recruiting costs, faster financial modeling to support hiring decisions, and the firm's ability to expand into Denver while reaching profitability years ahead of projections. The case study also explores how real-time financial data helps firm leadership evaluate opportunities with greater confidence and demonstrate long-term value to attorney candidates.

"Gould & Ratner has always believed that good decisions start with good information," Michael said. "Having timely, transparent financial data allows us to evaluate opportunities strategically, invest confidently in growth, and better serve both our clients and our people."

The case study also examines how Daniel has leveraged SurePoint Legal Insights to enhance the firm's recruiting strategy by identifying highly targeted candidates and reducing reliance on external recruiters, helping Gould & Ratner continue to attract top legal talent in a competitive market.

[Read the full SurePoint case study](#) to learn more about how Gould & Ratner is leveraging data to support continued, profitable growth.