Embracing Innovation in Law Firms and Beyond
30+ Titles to Keep You on Top of Innovation in Legal Tech

Conferences

• ABA Tech Show
• International Legal Technology Association - ILTACON
• Legalweek
• Clio Cloud Conference
• CodeX FutureLaw
• SXSW – Entrepreneurship & Startups Track
Be Calm

• No one knows what anyone is talking about.
• Get beyond the buzz word/jargon problem
• Will robots replace lawyers is not the question.
• AI (robots) may not replace lawyers but lawyers who know AI will replace those who do not.
Duty of Competency – ABA Model Rules of Professional Conduct

Comment 8 of Rule 1.1
To maintain the requisite knowledge and skill, a lawyer should keep abreast of changes in the law and its practice, including the benefits and risks associated with relevant technology, engage in continuing study and education and comply with all continuing legal education requirements to which the lawyer is subject.

Does not require lawyers to be experts but to be competent – which demands they must know their limits and ask questions.
E-discovery, security, social media, tech in courts, tech in law firms, etc.
Data Analysis
29.5% think they are experts now, and 43.5% plan to further develop these skills by 2021

AI/Machine Learning
8.6% think they are experts now, and 56.3% plan to further develop these skills by 2021

Data Visualization
15.5% think they are experts now, and 36.3% plan to further develop these skills by 2021
Future Ready Lawyer Survey

- More than one-half of lawyers expect to see some impact from transformational technologies already here today, such as artificial intelligence (AI), big data, predictive analytics and machine learning – but fewer than 24% say they understand them.

- About 1/3 of lawyers (34%) believe their organization is very prepared to keep pace with changes in the legal market

Less than one-quarter of respondents overall are using AI or machine learning, which could reflect a knowledge gap and an underuse of clearly valuable technology.

- 54% NO
- 23% YES
- 24% NOT SURE
It’s Official: 40% of AI startups don’t use AI

Legal IT Insider

Altman Weil 2019 Flash Survey

Which of the following best characterizes your personal reaction to the term “innovation”?

- A shorthand term for critical and necessary change to ensure our firm’s future success. 56.6%
- An overused buzzword that has lost all meaning. 21.1%
- A label for any new initiative, regardless of how new it actually is. 19.6%
- A corporate idea that doesn’t fit how law firms operate. 2.8%

Rise of the Law Firm Chief Innovation Officer

New Breed of Law Firm Execs Drive Innovation to Next Level
Sam Sokolik - Bloomberg Law
Jan. 16, 2019

- Consultant says 50-plus major firms now have chief innovation officers
- Firms taking differing approaches to "CIMO" teams and client billing

In late 2018, one of the first tasks of the new chief innovation and value officer at
What do they do?

- Michele DeStefano’s book *Legal Upheaval – A Guide to Creativity, Collaboration & Innovation in the Law*

Now works at Harvard

- Promote innovation for marketing – seems gimmicky but law firms have not always been good at differentiating themselves.

- Create a culture of innovation – a big sea change.

- Delight the customer – keeping it externally focused on the customer.

- Foster and curate new ideas.

- Analyze technology.

- Network
Hogan Lovells Innovation Partner Aims to Go Beyond Buzzwords

When it comes to innovation, "too many firms make too many assumptions about what their clients want," says D.C. partner Mark Brennan.

Mark Brennan, Hogan Lovells' lead innovation partner.

Law Firms Mentioned

Baker McKenzie

Hogan Lovells

Trending Stories

Survival of the Fittest: As Baby Boomers Retire, NY Bar Associations Face Harsh Realities

NEW YORK LAW JOURNAL

Did a Roger Stone Filing Just Reveal a Cellphone Number for President Trump?

NATIONAL LAW JOURNAL

'Trial-By-Combat' Attorney 'Sustained In A Year'
The Rise of Law Firm Incubators

Denton’s NextLab
Baker McKenzie – Whitespace Legal Collab (Toronto)
Mischcon de Reya (Spanish) – MDR Lab
Allen & Overy – Fuse
Linklaters – nakhoda
Slaughter and May – Collaborate cohort and Fast Forward
Clifford Chance - Create+65
Law Firm Products

Allen & Overy AOSphere

Launched back in 2011
11 products – sells to clients on a subscription basis.
450 clients
More Law Firm Products

- Orrick – CCPA Readiness Assessment Tool - evaluate your organization’s readiness for compliance with the CCPA.

- Clifford Chance – CCDr@ft - automated complex legal and business templates for clients such as financial institutions, asset managers and large corporations.

- Crowell & Moring – GovCon App and Legal Resource Center - find industry and government resources across the government contracts marketplace from applicable regulations, security clearance requirements, and extensive information about protests and claims.
More Law Firm Apps/Portals

• Davis Polk – Cyber Portal - is a secure online suite of tools designed to help companies maintain robust cybersecurity programs and prepare for a possible cybersecurity event.

• Willie Farr & Gallagher - Compliance Concourse - Identify risks • Understand compliance • Manage investigations • One central destination

• Harris Beach – Cymetric - a regulatory compliance tool that drafts policies and controls for companies to meet the variety of regulations
Almost the last one!

- **Baker McKenzie** – Dawn Raid App - provides practical assistance and peace of mind for in-house legal teams and individuals on the ground handling unannounced inspections.
More Law Firm products – “App Stores”?

• Travers Smith – MatMail an innovative new matter-centric email filing tool, which significantly reduces time spent on filing emails.

• Siskind Susser for Visalaw.ai – immigration firm in Memphis, both routine & complex apps created using Neota Logic’s AI systems, recently signed an agreement with American Immigration Lawyers Association to market the apps with their 16,000 members. Apps include a 50-state advisor that assists rural and inner-city hospitals trying to recruit international physicians, one that advises people born abroad as to whether they are considered citizens at birth, ones in Spanish and English. Rolls out Oct. 24, 2019.
Reynen Court

Big law firms coming together - “platformization”

Beta now with 5 law firms, approximately 50 apps with another 50 “in the works”

January 2020 – commercial release

Bob Ambrogi interview with Andrew Klein

Legal Tech App Platform Reynen Court Adds Six New Big Law Firms

Sam Skolnik - Bloomberg Law
April 1, 2019

- New firms include Simpson Thacher, Davis Polk
- Reynen Court “on target” to launch platform this year, CEO says

Legal tech app platform Reynen Court has signed on six new law firms, including Davis, Polk & Wardwell and Simpson Thacher, to its growing list of Big Law backers as it prepares to launch the first version of its “app store” later this year.

Reynen Court, which now has 18 firms backing it, up from its original dozen, is building a platform to allow law firms streamlined access to legal tech tools, including artificial intelligence-infused apps that can design smart contracts, among other tasks.
More Reynen Court and Platformization

Accelerating law firm and general counsel’s adoption of third party technology

1. Find technology/apps easily.
2. Standard operating systems, law firms can control access, software to the data not vice-versa.
3. Full-service automation, licensing on one platform.
4. Loads of data to facilitate billing, practice management systems.
5. Interoperability between applications.
Law School programs
Hmmm, sounds like they are teaching more librarian/information management skills!
Database management, knowledge management, data analytics, project management

Law Schools

Offering LLMs in Legal Tech

Seattle University School of Law – LLM in Technology & Innovation
Cornell Law School – LLM in Law, Technology & Entrepreneurship
UC Berkeley – LLM in Law & Technology
ITT Chicago-Kent College of Law – LLM in Legal Innovation Technology
starts this fall
Law Schools – Collaborative Programs

IIT Chicago-Kent College of Law – Center for Access to Justice & Technology - justice more accessible to the public by promoting the use of the Internet in the teaching, practice, and public access to the law. The Center conducts research, builds software tools, and teaches classes and supports faculty, staff and student projects on access to justice and technology. Dan Katz a person to follow.

Harvard Law – Law, Science & Tech Program - build a community of students and professors interested in the intersections between law and technology. The Program sponsors substantive talks and study groups, organizes events for faculty and student fellows to answer questions about career options.

Stanford – CodeX - researchers, lawyers, entrepreneurs and technologists work side-by-side to advance the frontier of legal technology, bringing new levels of legal efficiency, transparency, and access to legal systems around the world. of legal analysis.

University of Oklahoma College of Law – Center for Technology and Innovation in Practice - engages with academics, policymakers and industry experts to research and implement the use of technology in legal education and law practice.

Georgetown Law - Technology, Innovation and Law Practice practicum — in which students collaborate with legal non-profits to design and develop apps — culminates in the Iron Tech Lawyer competition, now a nationally recognized event.
Law Schools - more Collaboration

• New York University Law School – NYU Law Venture Fund – empowering law students and alumni from the past 10 years can apply for $50,000 to start new technology businesses or intern for them. Andrew Weissman holding classes on “big data” and criminal justice.

• Duke Law School – Duke Center for Science and Justice – bringing together law, public policy, and medical/psychiatric researchers in the area of criminal justice.

• Northwestern University Pritzker School of Law – Dan Linna now Director of Law and Technology Initiatives which is a joint program with the law school and the engineering school. 2 initiatives – Technology for Law and Law of Technology. Law Firm Innovation Catalog and the Law School Innovation Catalog.
Finding Legal Tech Companies

• Artificial Lawyer – **AL 100 Directory** – subscribe to the blog!
• Stanford CodeX - **Techindex** - a curated list of 1,146 legal technology companies. Searchable but also in categories like Marketplace, Document Automation, Legal Research, Online Dispute Resolution, Analytics, Compliance.
• Bob Ambrogi’s list of **Legal Tech Start-Ups**
• LawGeek – **Legal Tech Buyer’s Guide**
More Legal Tech Companies

- **AngelList Companies** -
  Search “Legal Tech” – 1,227 companies, “Legal Market” – 2, 348 companies as of 10/8/2019

- **Crunchbase** need subscription for full access
  “Legal Tech” – 725 companies, categories such as Artificial Intelligence, Analytics, Predictive Analytics, Text Analytics, Machine Learning, Big Data, Compliance, Data Integration, etc.

Many are point solutions designed to solve only one problem.
How to Spot a Machine Learning Opportunity, Even If You Aren’t a Data Scientist

Is it a regular activity that has become second nature?
Does it include predicting something or bucketing something into categories?
If 10 colleagues in your organization performed the task, would they all agree on the answer?
If humans can’t agree something is true or false, computers can’t reliably transform judgment calls into statistical patterns.
Questions for Vendors every lawyer (or librarian) should ask

• Where is your data from? Are there known flaws in the data? How do you work with that?
• What are your algorithms? How were they developed?
• Do I have a trusted point of contact? Service Agreements
• Will I get improvements from continuous learning? How does it continue to learn?
• Is there an upgrade path?
• Do you have demonstrable ROI figures?

http://www.nysba.org/Journal/2019/Mar/7_Questions_Lawyers_Should_Ask_Vendors_About_Their_AI_Products/
Training lawyers on new products

• Sending out an email with “MUST READ” might not work!
• Fear can work! 😊 Stick v. Carrot
• Buy-in from practice heads, etc.
• Showcase the solution, not a product.
• Consider the every part of the “lifecycle” of a case and where the tools fit in. Teach that!
• Tell them they are doing “secret beta testing” – even though you sent it to everyone.
• Recognize “platform fatigue”
• “7 Touches of Marketing”
More training or maybe more marketing?

• Explain how the lawyer can market what they know to their client.
• Your training is teaching them marketing!
• So their clients know they are getting efficiencies, better results. The clients may demand more technology but they will be awed by better results that cost less or more service at a comparable price.
• Automating so they can focus on more high-value work.
The Glorified Reference Interview

Is what tech adoption is all about!
Finding the pain point (or question) and helping to solve it.

Sometimes they come to you with it.
Sometimes you have to help them articulate it.

Know the technology and scan for new ones.
Be slightly ahead of the problem.

Exactly what all excellent librarians already do!
Law Librarians as Change Agents

• Align yourself with the change agents. Even if they are separate from you. Be the supporter in your branch of the firm
• Embrace the resistance.
• Promote “Culture of Innovation” – evangelist, coach, consultant, empowering others.
• Use “business speak” and understand the business challenges – you must understand the business before you can change it.
• Create a track record.
Contact me!

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Thank you to my KS Team collaborators!
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