



# Legal tech strategy

A GUIDE

**For what comes next**  
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# The challenge

**Technology may not always be the answer to a legal departments problems, but when it is it has the potential to bring huge benefits to what and how you deliver your services to your business.**

- **Contract Automation.**
- **AI-assisted contract review.**
- **eDiscovery.**
- **Low-code, no-code.**
- **eBundling.**

But where to start? With an overwhelming range of options, where do you place your bets and what will bring you most value? How do you future proof your strategy, deliver ROI and bring the business with you?

This short guide offers some practical tips for in-house legal departments who are either looking to get started on a legal tech strategy, or part way along the journey and want to take stock on their direction of travel.





# Where to start

## Start small and iterate

Nobody wants projects to lose momentum. Continuously delivering small changes, that lead to bigger goals allows you to track what is going well (and not so well). Refocus and amend when necessary to reach your goals.

## Benefit from others experience

Many forward-thinking private practice law firms are on this journey too and have been for some time. Draw on their knowledge and experience to support what you want to achieve, whether auditing your current approach, designing a new one or recommending solutions.

## Know what you want

New tech might not always be the best answer, sometimes it's about going back to basics and getting better processes in place. Be clear what you need and be mindful that any new tech should fit your need and not the other way around.

## Success Criteria

If you are going to change the way you do things, be clear on what the tangible returns will be from the start. How will these stack up against the costs, which will go beyond the solution purchase costs and extend into implementation and change management?

## Collate and evaluate your data

Gather and analyse any data you have that can help to highlight, for example, where the work volumes are and what's taking lots of time to deliver.

## Forget the tech

Successful tech strategies are needs-led rather than product-led, so start with a clear understanding of what legal work you currently do across your business, who does it and how it is delivered.

## Be clear on your focus

What work do you want to do in-house and what work do you want the wider legal team or business to do? How can you best facilitate that and what technology or resource do you need in place to deliver?

## Check your risks

Understand what the main risks are in your business and where they sit. Do they relate to business as usual or are they core business?

## Identify your pain points

Work with others in the business to understand where the friction is – what do people find difficult? Look at the process through their feedback. What takes lots of time but adds little value?

## Check what you have already

Do you already have tech in place and is it being used to it's full potential? Is the tech accessible to users and has adequate training been provided? What other issues may pre-existing tech solve? The answer isn't always a new solution but often improving the use of existing services.

# Moving forward

**There are many organisation specific challenges. But, in our experience the three most common concerns raised by in-house teams looking for tech or automation solutions are:**

## Problem

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I don't know where all in the contracts in my business are stored.

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I don't know what those contracts say or commit the business to.

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I am distracted doing business as usual work and unable to focus on more important strategic work.

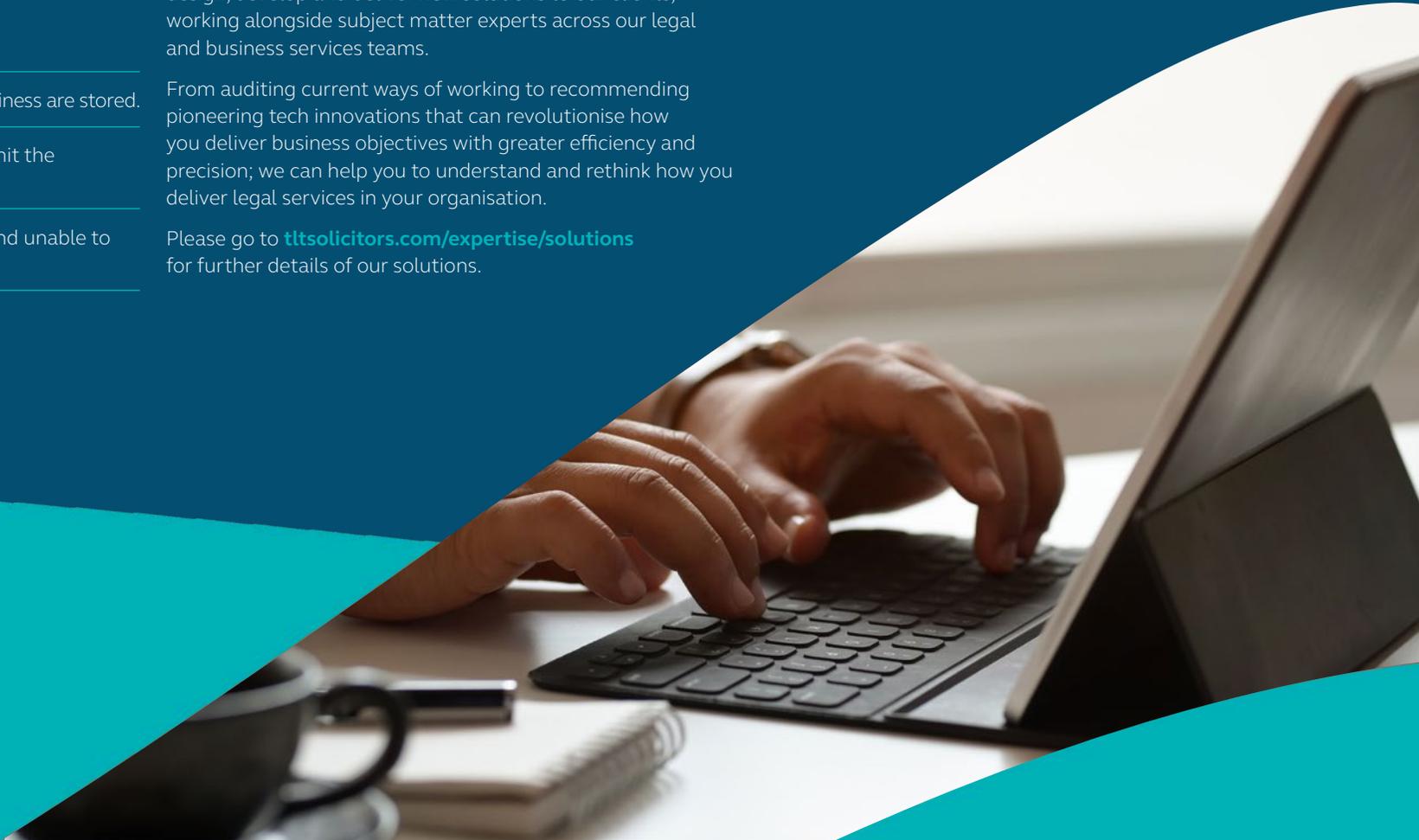
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From auditing current ways of working to recommending pioneering tech innovations that can revolutionise how you deliver business objectives with greater efficiency and precision; we can help you to understand and rethink how you deliver legal services in your organisation.

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