

LegalTech – To Whom it may concern

LegalTech, the everywhere nowhere hype

Christian Dirschl
Chief Content Architect



Wolters Kluwer Legal & Regulatory

**Market-leading
#1
provider in
Continental
Europe**

**Strong specialty
provider in U.S.;
Global leader in
EHS compliance**

**LR Revenues in
2018
€880 mln**

**70%
of revenue from
digital solutions
and services**

**Serving customers
around the world,
with operations in
16 countries**

**3800
employees**

**Corporations
Corporate Legal Counsel
Hospitals
Law Firms
Law Schools
Legal Professionals
Business Services Firms
Environmental, Health &
Safety
Financial Institutions
Government Agencies
Public institutions
Notaries
Operational Risk &
Compliance
Small Businesses
Tax Professionals
Universities**

LegalTech Definition

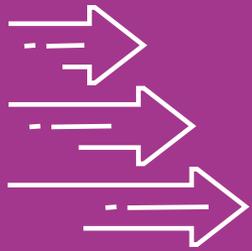
- Legal technology traditionally referred to the application of technology and software to help law firms with practice management, document storage, billing, accounting and electronic discovery.
- Since 2011, Legal Tech has evolved to be associated more with technology startups disrupting the practice of law by giving people access to online software that reduces or in some cases eliminates the need to consult a lawyer, or by connecting people with lawyers more efficiently through online marketplaces and lawyer-matching websites.

I THE GLOBAL FUTURE OF LAW



significant

TRANSFORMATION



rapid

ACCELERATION

next 3 years

| 2019 WOLTERS KLUWER FUTURE READY LAWYER SURVEY

- › **Independently conducted**
- › **700 professionals across U.S. and 10 countries in Europe in law firms, corporate legal departments and business services firms**
- › **Current and 3 years from today**

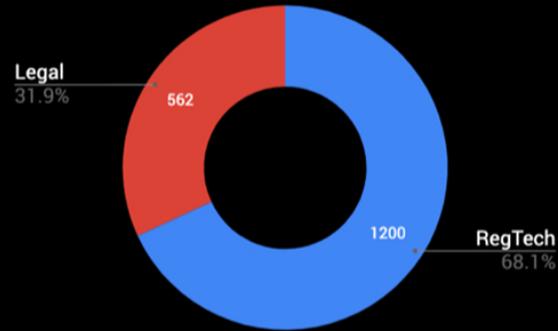
Future priorities and preparedness to identify what it will take to be Future Ready:

- **TOOLS & TECHNOLOGY**
- **CLIENT NEEDS & EXPECTATIONS**
- **ORGANIZATION & TALENT**

LegalTech Companies

The screenshot shows a web browser window with the address bar containing `techindex.law.stanford.edu/`. The page header includes the SLS logo, 'CodeX Techindex / Overview', and links for 'CodeX Website', 'RSS Feed', and 'CodeX on Twitter'. The main content area features a dark background with a blue bokeh effect. The text 'Discover Legal Technology' is prominently displayed in white, followed by the subtitle 'Explore a curated list of 1199 companies changing the way legal is done.' Below this is a search bar with the placeholder text 'Search for a company' and an orange 'Search' button.

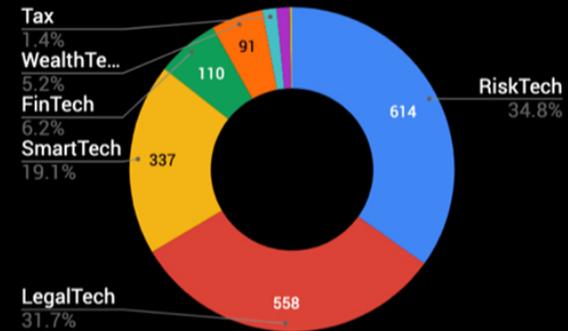
AI Landscape



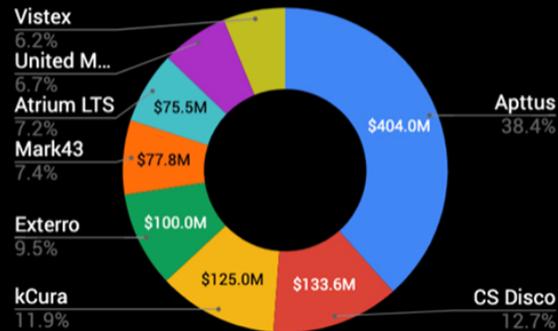
Sector
Top 8 LegalTech

1762

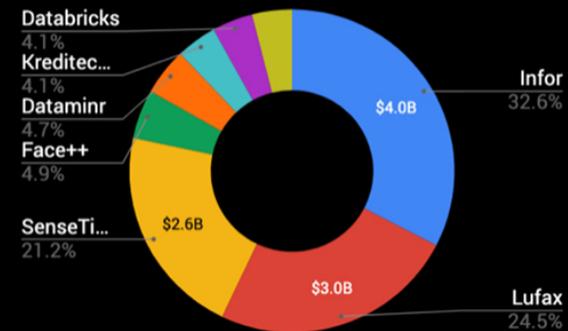
Companies
Capital



Market
Top 8 AI



\$46.16B



search: keyword empty + label: AI + sorted on Latest | generated: July 23, 2019 06:53
Legalcomplex.com/data



The Flow

of finance in and out of the Legal industry
2019

Money in



Money out



LegalTech Finance Flow in 2019

In: \$1,83B

Out: \$3,05B

Legal Tech Funding Landscape

Between January and September of the year:

2018

160

Number of Legal Tech, Risk Tech & CivicTech companies raising cash

The total amount

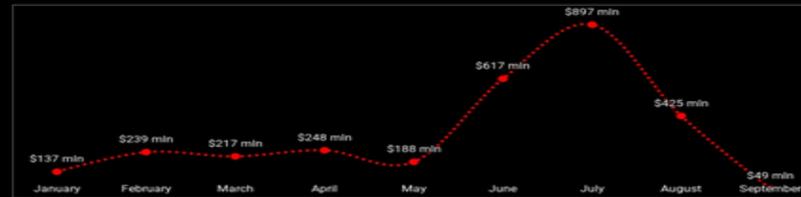
\$3.02 Billion

July

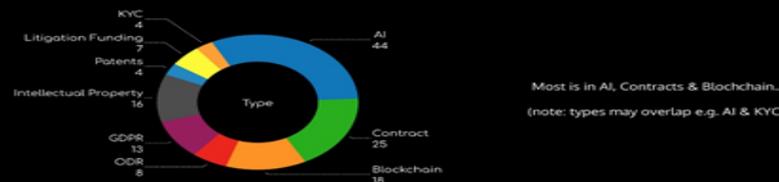
July 2018 had the most money raised with \$896.9 Million

Latest below

Name	Raised	Category
Nice Systems	\$49,000,000	LegalTech
Legal Robot	Undisclosed	LegalTech
BestSign	\$52,000,000	LegalTech
Bark	\$9,000,000	CivicTech
Alpexia	\$10,000,000	LegalTech
Compliance Science	Undisclosed	RiskTech
Think3IR	\$67,500,000	RiskTech
Legaler	\$1,500,000	LegalTech
Duistat	\$10,000,000	RiskTech
EliscoNote	\$190,000,000	LegalTech
51haohua.com	\$4,400,000	RiskTech



Where is it going?



LegalTech* Funding Q1-Q3 2018

\$3B for 160 companies

Areas: AI, Contracts, Blockchain

* This also covers risktech etc.

MARKUS HARTUNG



Tech adoption will be driven primarily by external forces...

There is not a single reason or trigger in driving legal tech transformation.

Mainly, client expectations will be influential along with pricing pressure and competition.



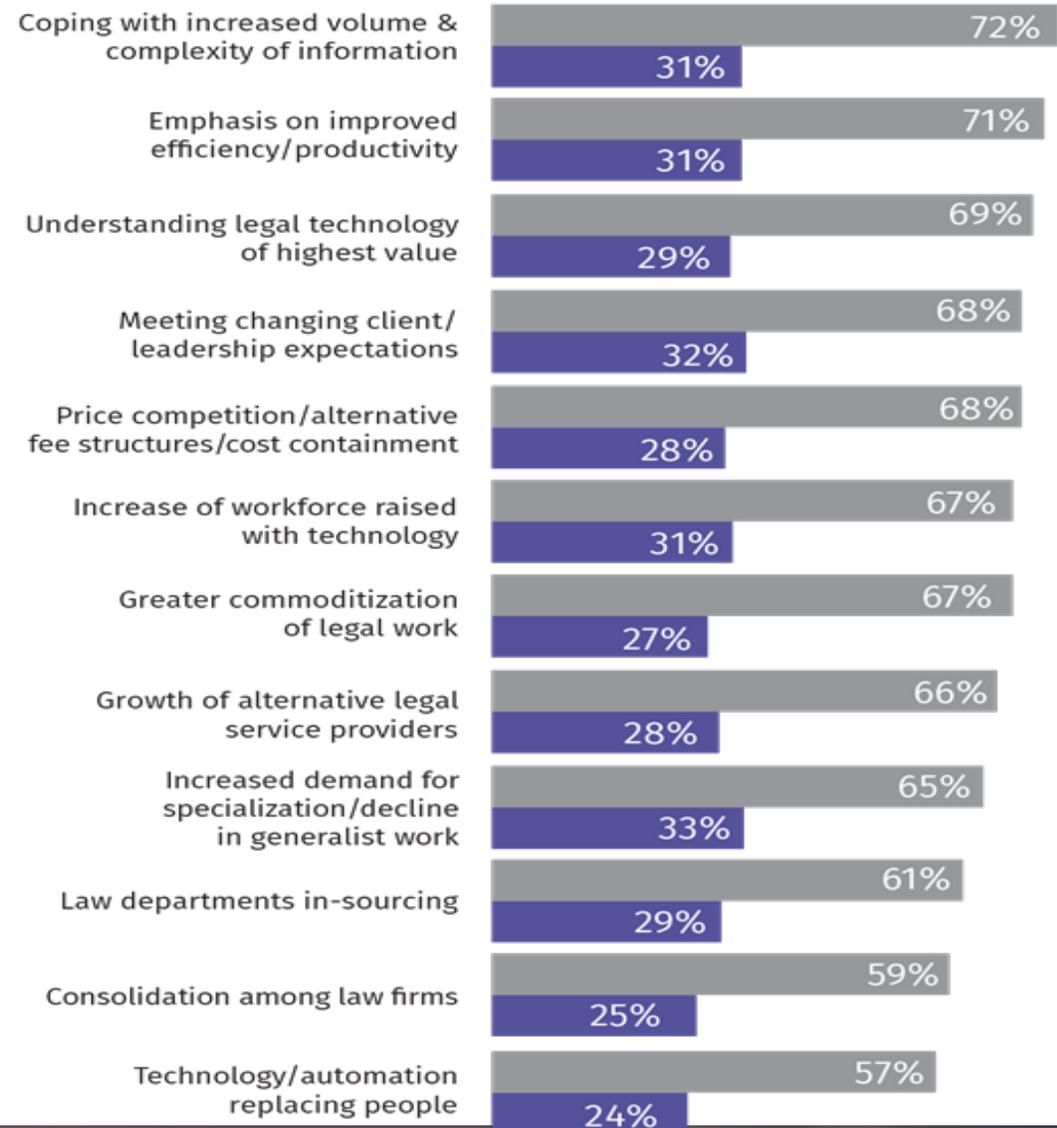
**MORE THAN
60%**

of lawyers expect
impact from market
trends

Only a fraction
think that they can
cope with them

Trend Impact & Readiness to Address

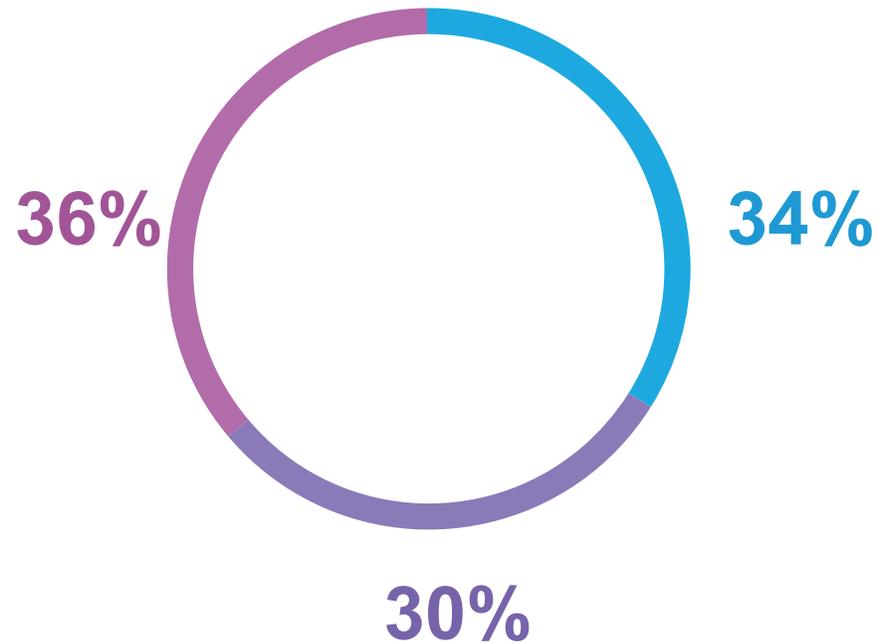
More than one-half of lawyers indicate their firms/departments will be impacted by these trends; but only one-third or fewer believe their organizations are very prepared to address them.



| List of Enabling Technologies

- **Business Development**
- **Client Collaboration Tools**
- **Contract Management Software/Contract Analytics**
- **Cloud Computing**
- **CRM/Centralized client information database**
- **Data Analytics**
- **Document Management**
- **Integrated Information & Compliance Tools**
- **Knowledge Management**
- **Mobile Apps**
- **Online Legal Research Software**
- **Practice Management**
- **Vendor Management**

REASONS NEW TECHNOLOGY IS RESISTED



- Lack of Technology Knowledge, Understanding or Skills
- Organizational
- Financial

**MORE THAN
50%**

of lawyers expect
impact from
transformational
technologies

**FEWER THAN
24%**

Have a very good
understanding
of any of them

**Big Data &
Predictive Analytics** 61%
23%

**Machine
Learning** 59%
21%

**Artificial
Intelligence** 58%
22%

**Robotic Process
Automation** 57%
21%

**Blockchain
Technologies** 53%
19%

● Some/Significant Impact ● Understand Very Well

“

DEAN SONDEREGGER

In the next three years,
we'll see substantial
advances in the ability of AI
tools to extract the intent
and legal meaning of
contract language and
clauses.

”

LegalTech Solutions

The screenshot displays the Jurimetría website interface. At the top, there is a navigation bar with the following menu items: Inicio, ¿Qué es?, ¿A quién se dirige?, ¿Cómo funciona?, and Contacto. Below the navigation bar, the main content area features a dashboard with several data visualizations. A prominent line chart shows a trend over time, with data points for the years 2010, 2011, 2012, 2013, 2014, 2015, 2016, and 2017. The y-axis ranges from 0 to 5,000. Other visualizations include a pie chart titled 'Sentido del Fallo' and a bar chart titled 'Distribución por Tribunales' showing data for 'Tribunal Supremo' and 'Audiencias Provinciales'. The interface also includes a search bar, a 'Definir nuevo caso' button, and a 'Magistrado' section with a donut chart. The overall design is clean and professional, with a blue and green color scheme.

¿SOBRE QUÉ DATOS OPERA?

Jurimetría sistematiza y extrae de forma exhaustiva la inteligencia que reside en un conjunto de **más de 10 millones de resoluciones judiciales** y en toda la estadística judicial.

Procedentes de todas las instancias y órdenes jurisdiccionales de España, a las que se incorporan medio millón de nuevas resoluciones cada año.

La más completa visión jurisprudencial desde la **Primera Instancia** hasta el Tribunal Supremo.

LegalTech Solutions

Übersicht - Unsere Rechtsdokumente

https://www.smartlaw.de/rechtsdokumente

Vermieten von Wohnraum & Garage

- Hausmietvertrag
- Mietaufhebungsvertrag Wohnung/Haus - statt Kündigung
- Mietvertrag - möblierte Wohnung
- Mietvertrag - Wohnung
- Stellplatzmietvertrag
- Vermieterbescheinigung
- Welcher ist der richtige Mietvertrag für mich?

Verein gründen & führen

- Anmeldung in das Vereinsregister
- Antrag auf Vereinsmitgliedschaft
- Einladung zur Mitgliederversammlung
- Gründungsprotokoll Verein
- Sponsoringvertrag
- Stimmrechtsvollmacht
- Vereinsatzung
- Zuwendungsbestätigung

Vollmachten & Prokura

- Erteilung der Prokura
- Gesellschafterbeschluss zur Prokura
- Handelsregisteranmeldung Prokura
- Handlungsvollmacht
- Vollmacht für die Gesellschafterversammlung

Vermieten von Büro & Gewerbe

- Mietaufhebungsvertrag Gewerberaum - statt Kündigung
- Mietvertrag - Büro

Summary

- LegalTech is a disruptive trend in the area of practice of law
- LegalTech is a very diverse and fragmented area
- LegalTech is currently focusing on less complex application areas
- LegalTech is driven by user needs, not by transforming law firms
- “Big Bang” is not in sight, yet an acceleration is already happening

- Study Download:

<https://info.wolterskluwer.de/studie-future-ready-lawyer>



Wolters Kluwer

THANK YOU

Christian Dirschl

Christian.Dirschl@wolterskluwer.com