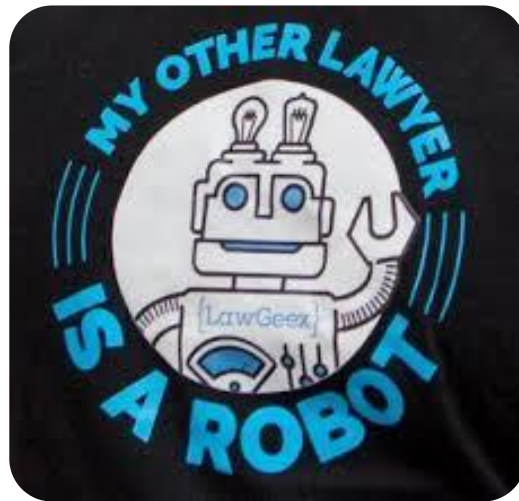


# Extract of Interesting International LegalTech Startups



















# AngelList - Global LegalTech Start-up Overview

Legal Startups

**\$4M AVERAGE VALUATION**


1,556 COMPANIES 725 INVESTORS 5,872 FOLLOWERS 250 JOBS

Company	Joined	Followers	Signal
 <b>AirHelp</b> Get your money back when your fl... New York City · Legal	May '13	906	
 <b>Judicata</b> Mapping the legal genome to help... San Francisco · Legal	Mar '13	260	
 <b>LawPivot</b> 99 Designs for legal California · Crowdsourcing	Sep '10	532	
 <b>LegalReach</b> Match.com for attorneys and clients San Francisco · Legal	Jun '11	249	
 <b>FiscalNote</b> We unlock open data and make it... Washington · Legal	Jun '13	445	
 <b>Modria</b> The Fairness Engine for the Internet Silicon Valley · Reputation	Aug '11	552	
 <b>Lex Machina</b> Legal Analytics - The Winning E... Legal	Jan '12	562	
 <b>Fixed</b> Easily dispute parking tickets San Francisco · iPhone	Apr '14	431	

**AirHelp**  
 Get your money back when your flight is delayed  
 New York City · Legal · Mobile · Aerospace · Transportation · 201-500 employees · www.airhelp.com


COMPANY ACTIVITY FOLLOWERS


Product




AirHelp fights for your right to compensation when your flight is delayed, cancelled or overbooked. AirHelp does all the paperwork, follow up and legal actions. AirHelp deducts 25% of the compensation amount if claim is successful. We don't get paid if the passenger doesn't get paid. Simple as that.... - More


Founders

 **Henrik Zillmer**  
 CEO and Founder of AirHelp. Serial entrepreneur with background in the army, international biz and online services and products. Started more than 15 companies.

 **Nicolas Branas Møhlisen**  
 Founder/CMO of AirHelp. Strong growth & marketing entrepreneur, mentioned in Wired, NBC etc. Y Combinator W14.

PAST FOUNDERS

 **Ferdinand Kjørulff**  
 Head of Sales  
 Co-Founder @CodesTrust, @AirHelp, @Cylinda, @out-wiki

 **Greg Roodt**  
 Co-founder and CTO  
 Internet past. I speak Java, Scala, Swift and Python. Sometimes I fly kites.

Funding

Series A: **\$12,000,000** (Aug 3, 2013)  
 Seed: **Unknown** (Mar 14, 2014)

Investors: Khosla Ventures, Zilionize, Evan Williams

# Thomson Reuters - LegalTech Start-up Map



# CB Insights - LegalTech Start-up MAP



# LegalGeek – LegalTech Startup Map

**CATEGORY LINES**

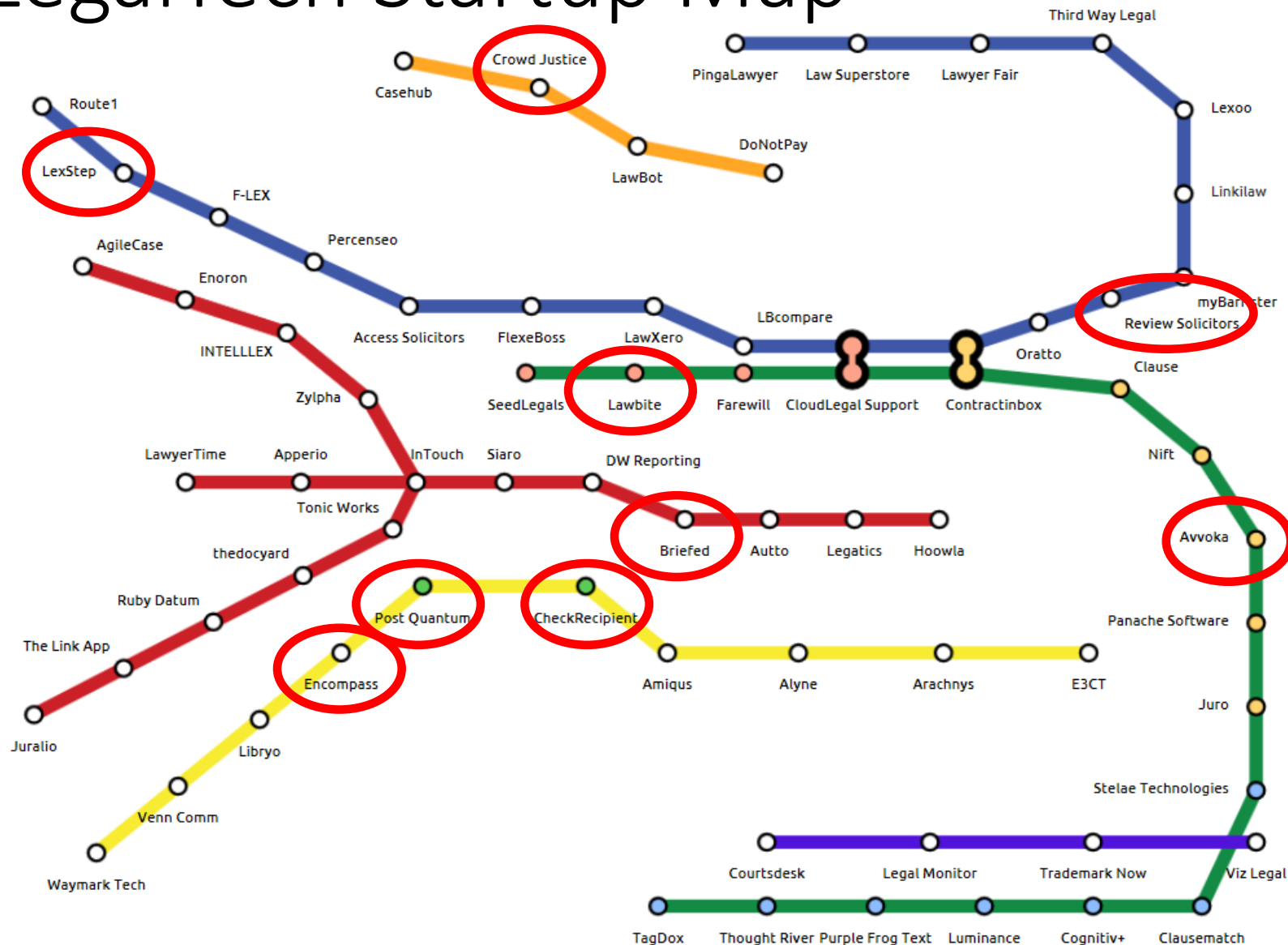
- Market places
- Law For Good
- Practice Management
- Contracts
- Risk and Compliance
- Analytics and Search

**SUBCATEGORY STATIONS**

- Legal Docs as Service
- Contract Management
- Contract Analysis
- Cybersecurity

**GRADUATES**

- NEOTA LOGIC Neota Logic
- RAVN Systems RAVN Systems
- Rocket Lawyer Rocket Lawyer
- Seal Software Seal Software
- Kira Systems Kira Systems



LEGAL ENGINEERS  
Every journey matters



Wavelength

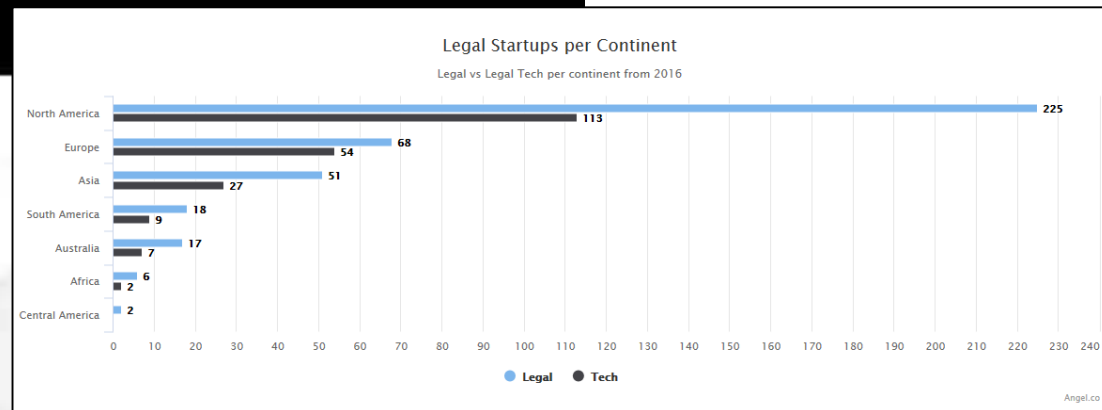
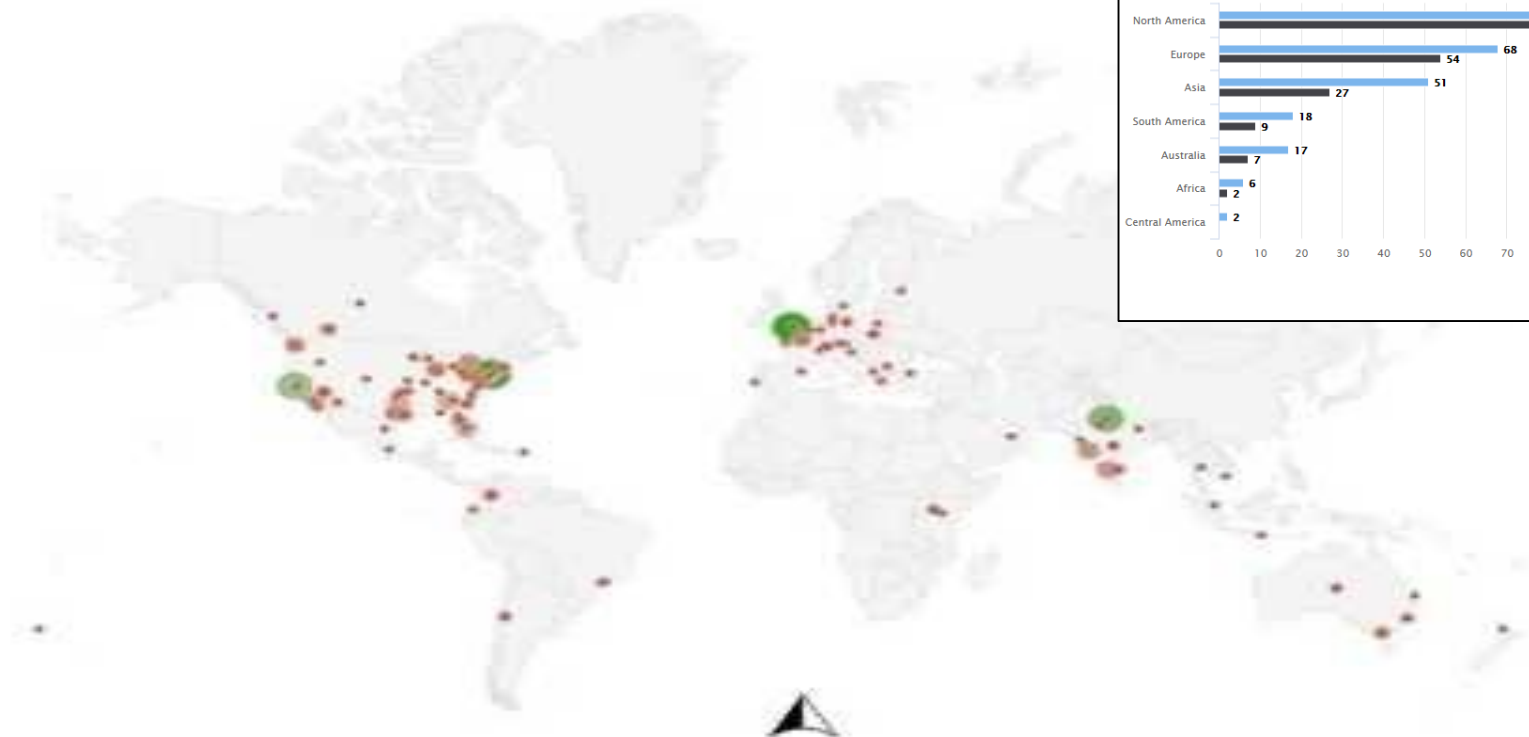


Bam Legal



Syke

# LegalTech Startups by Region



Video: <https://youtu.be/FyMyf2pYxDE>

<https://www.legalcomplex.com/blog/2016/07/12/summer-2016-hottest-record-legal-startups/>

# Info on LegalTech Startups

- 1.556 start-ups (24 May '17) – Avg. valuation: USD 4M – in total USD 6,2B
- Most startups in North America (Silicon Valley, New York, Toronto)
- Clusters in Australia, Germany, Sweden, Finland, Estonia & Asia
- Almost all start-ups have been started within last 5 years – the majority within 2-3 years
- Many startups are recruiting – almost **none of them** look to hire lawyers but rather developers or business people!

# Online Dispute Resolution

**LOCATION:** SWE, DK, USA, FR

**URL:** <https://www.bidsettle.com/>; <http://modria.com/>;  
<https://swiftcourt.com>

## Problem and product

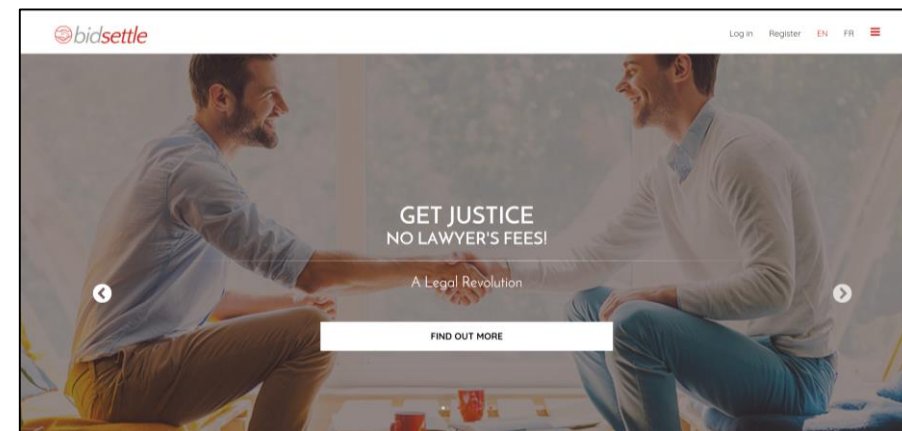
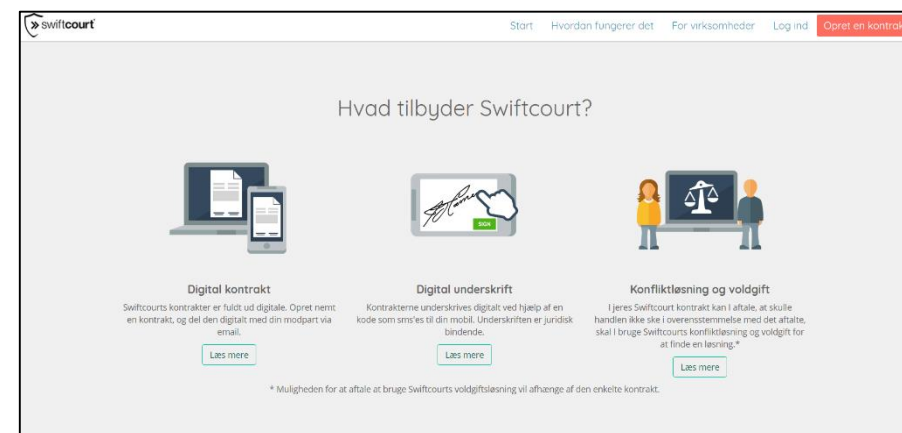
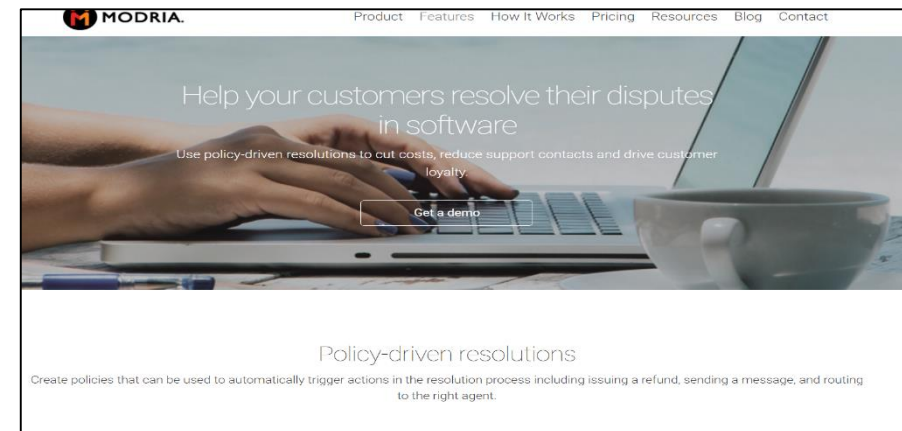
- These 3 startups provide a cloud solution to consumers and online retailers that solves simple legal conflicts without using a lawyer
- By using legal data analytics, online legal advice and a "platform-approach", the parties get an easy and fast case processing as well as improved customer support and a conflict resolution solution
- Targets a market where the claim typically is too small to leverage a lawyer

## Value proposition

- Flexibility and price

## Can this be applied in DK?

- Swiftcourt is already present in Denmark
- Data analytics, AI, blockchain and cloud are all "technologies", that provides support for more online dispute systems and better customer support solutions





# Legal Education

LOCATION: USA

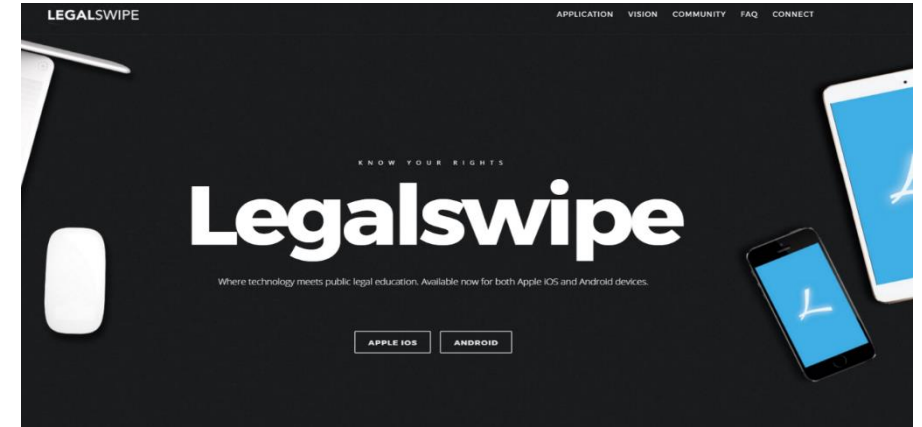
URL: [www.legalswipe.com](http://www.legalswipe.com); [www.lawmeets.com](http://www.lawmeets.com)

## Problem and product

- **Legalswipe** is a service where people quickly can get an overview over their rights especially in relation to authorities/police. Legalswipe solves an American challenge where there are often confrontations between police and citizens (Ferguson etc.)
- **Lawmeets** offers online courses and legal case competitions
- LegalSwipe is not an app that solve a problem in Denmark. However, the idea of getting advice fast and have a "lawyer in the pocket" is something we will see in Denmark
- Using online courses, short youtube-videos and other modern ways of communicating can be applied to students and continued education

## Value proposition

- **Legalswipe** provides the customer with quick access to legal information, especially in situations with confrontations with authorities, while the criminal lawyer can source new clients (e.g. a person is arrested => he takes his app and gets an overview over his rights => a lawyer that also use the app can offer legal support to the arrested)
- **Lawmeet** is a flexible and different way to take courses



Legalswipe informs people of their rights during interactions with police. Our team works closely with the community to inform our present development. We meet our goal of educating the public through several key features:

### QUICK NAVIGATION

Through the use of situation based cues, users can quickly learn situation specific information.

### EASY TO UNDERSTAND

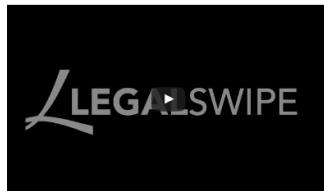
The user is given the exact words to use and a clear idea of their rights depending on the situation.

### AUDIO & VIDEO UPLOAD TO THE CLOUD

Record audio and video to be e-mailed to emergency contacts and uploaded to synchronized Dropbox accounts.

### BROADCAST MESSAGING

Send emergency contacts a personalized message with ongoing updates of your geographic location.



## Get the Experience to Excel

### Live LawMeets

Educational competitions designed to give law students a hands-on experience in developing and honing transactional lawyering skills

[More Information](#)

### Online LawMeets

Educational exercises for law students and lawyers designed to provide opportunities to develop practical skills and learn best practices

[More Information](#)

# Divorce Mgmt.

LOCATION: USA

URL: [www.supportpay.com](http://www.supportpay.com) [www.divorecemate.com](http://www.divorecemate.com)  
[www.coparently.com](http://www.coparently.com)

## Problem and product

- Project management system for paying child support to divorced parents
  - Online calendar showing when you can see your child and get an overview of the consequences if the calendar is not followed
  - Communication tool between ex-husband/wife
- If there's a market for this, a communication tool for divorced be a good solution which lawyers could offer to their clients
  - Millennials (generation Y) doesn't use mail to communicate and hence these new communication tools may prove to be important for lawyers

## Value proposition

- "Children benefit from parents who are able to minimize conflict post-separation"
- New and efficient way to communication with your lawyer
- Cloud based platform where the lawyer, client and counterpart can communicate



The screenshot shows the DivorceMate Software website. The header includes the logo and navigation links: PRODUCTS, PRICING, SUPPORT, RESOURCES, ABOUT, and PAY INVOICE. The main content area features a tablet displaying a software interface with various financial and legal data. Text on the page reads: "Essential Tools for Family Law Professionals in Canada". A "CANADIAN LAWYER AWARD" badge is visible. Below the tablet, there are three call-to-action buttons: "SOFTWARE BUILT FOR YOU", "TRY NOW", and "WATCH A DEMO".

The screenshot shows the supportpay website. The header includes the logo and navigation links: Product, Resources, Blog, and a Login button. The main content area features a woman and a child looking at a tablet. Text on the page reads: "Never talk to your ex about money again." Below this, there is a "Start Free" button and a small line of text: "The world's leading, first-ever automated child support payment platform."

The screenshot shows the coparently website. The header includes the logo and navigation links: Tools, Pricing, Professionals, Blog, and buttons for "Free Trial" and "Log In". The main content area features a child in a helmet holding a sword. Text on the page reads: "Everything you need to raise healthy, happy kids after separation or divorce". Below this, there is a paragraph of text: "Keep your kids out of the middle, have less conversations with your ex and reduce conflict. coparently means you and your co-parent can manage your children's busy schedule from separate homes without feeling overwhelmed." At the bottom, there is a "Co-parenting Tools" button and a form with fields for "First Name", "Last Name", and "Email", along with a "Free Trial" button.

# Legal Research

LOCATION: UK, USA

URL: [www.docketalarm.com](http://www.docketalarm.com); [www.judicata.com](http://www.judicata.com); [www.fastcase.com](http://www.fastcase.com)

## Problem and product

- All 3 are a pendant to Karnov
- Provides access to legal information, cases, verdicts, documents etc. and offer legal analytics. Docketalarm also provides an API

## Can this be applied in DK?

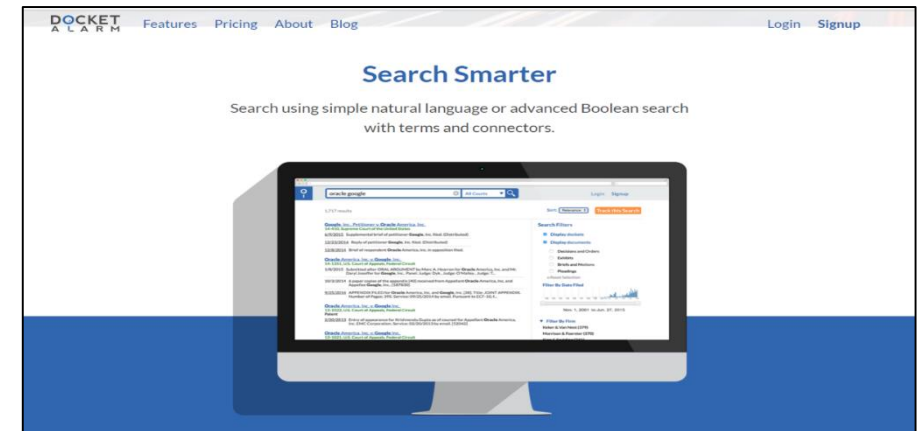
- If we can get access to data (cases, literature etc.) then it should be possible to develop a better search function than Karnov and make use of available technologies

## Value proposition

- The search function is smarter and better than Karnov – i.e. easier to find the relevant information.
- You can get a real-time alert when new cases or literature appear
- Predicts the outcome of a case assist the lawyer to settle the case

## Technology

- Big data, Natural language/Machine learning and AI

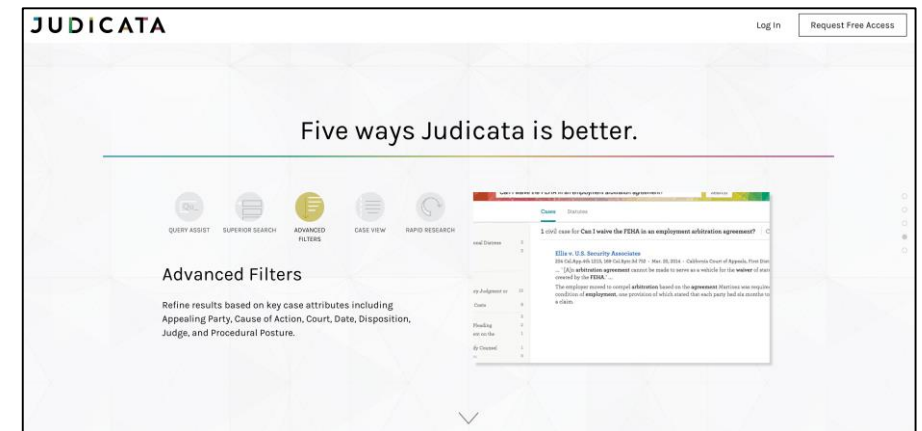
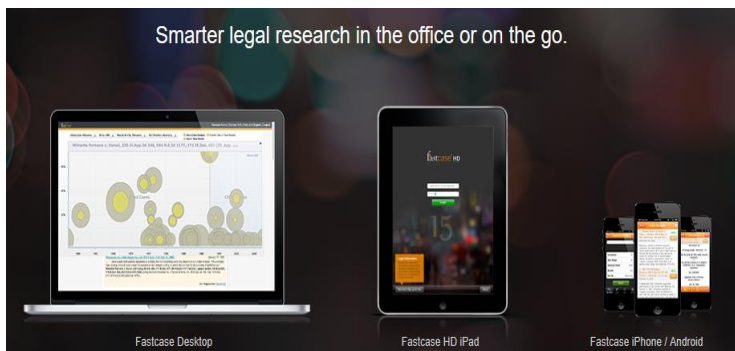


**fastcase** What makes fastcase different? Help & Training Watch videos & free webinars Smarter Tools Find the best results first Pricing & Sign Up Flexible plans fit every need

### Pricing & Sign Up

Fastcase Subscription Coverages	24-hour Free Trial	National Appellate	National Premium
Subscription Fees	Free	\$65 / mo \$695 / yr	\$95 / mo \$995 / yr
No-Contract Pricing	✓	✓	✓
Comprehensive 50 State & Federal Law	✓	✓	✓
Federal and 50-State Appellate Case Law	✓	✓	✓
Federal District Courts	✓	✓	✓
Federal Bankruptcy Courts	✓	✓	✓
Nationwide Statutes and Regulations	✓	✓	✓
<b>Fastcase Advanced Research Tools</b>			
Visualize Search Results with Timeline View	✓	✓	✓
Authority Check	✓	✓	✓
Dual-Column & Batch Printing	✓	✓	✓
	<a href="#">Sign Up</a>	<a href="#">Sign Up</a>	<a href="#">Sign Up</a>

Please note that if you sign up for a monthly subscription...



# Case Management

LOCATION: UK, USA

URL: [www.lexmachina.com](http://www.lexmachina.com); [www.legalrobot.com](http://www.legalrobot.com)  
[www.traklight.com](http://www.traklight.com)

## Problem and product

- **Lexmachina** – Legal analytics platform (“We mine litigation data, revealing insights never before available about judges, lawyers etc.”)
- **Legalrobot** – (“Our automated contract review helps you understand complex legal language and spot problems before you sign, without the time and cost of hiring an attorney”)
- **Traklight** - IP management system that help companies identify and protect their IP rights

## Can this be applied in DK?

- All 3 can be applied in Denmark
- Requires access to data

LEGAL ROBOT

Lex Machina

TRAKLIGHT

## Technology

- Big data, Machine learning and AI

## Value proposition

- Common to all 3 startups is that the user get access to better legal tools to understand and analyze a legal challenge

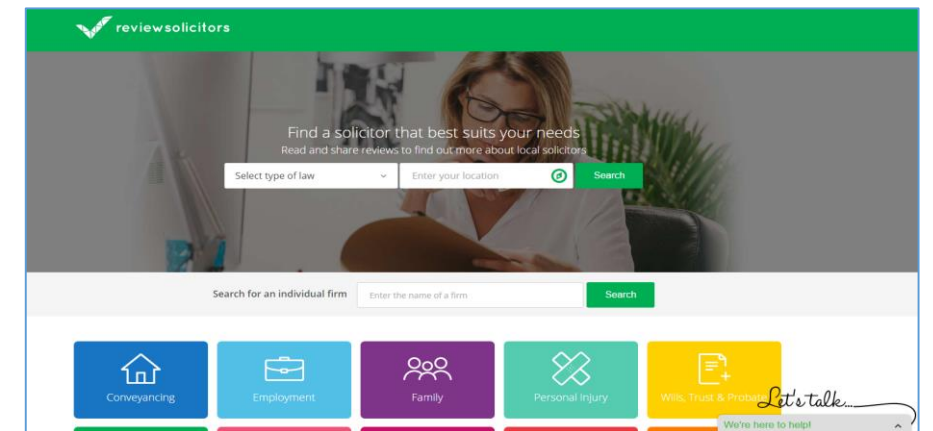
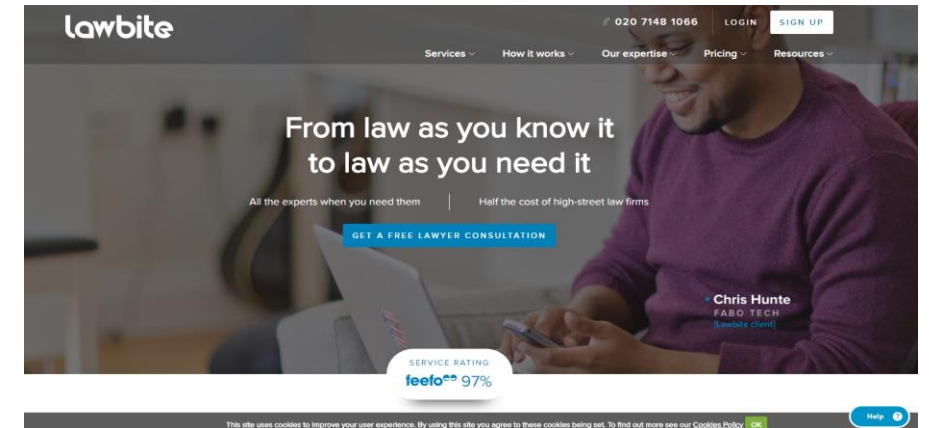
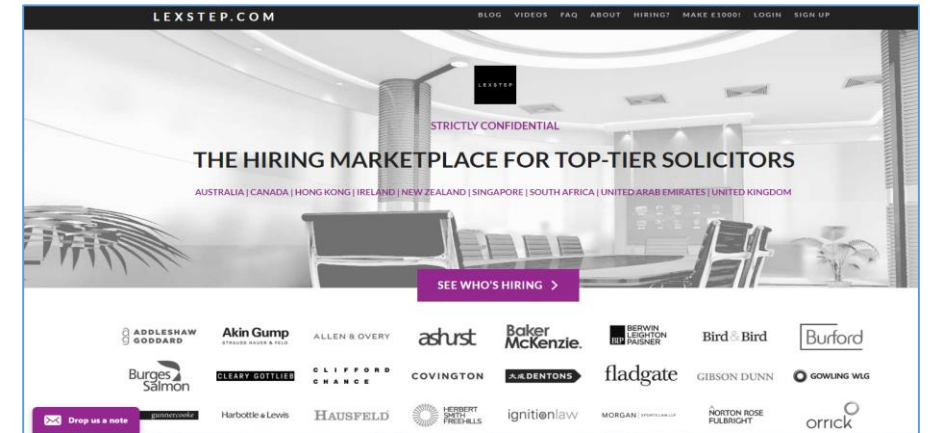
# Market places

LOCATION: UK, USA

URL: [www.lexstep.com](http://www.lexstep.com); [www.lawbite.co.uk](http://www.lawbite.co.uk)  
[www.reviewsolicitors.co.uk](http://www.reviewsolicitors.co.uk)

## Problem and product

- **Lexstep** - Closed platform recruiting lawyers worldwide. Save resources during the search process
- **Lawbite** - Freelance matching + save documents + e-signature. Manage documents
- **Reviewsolicitors** - Free legal advice. Lawyers can market themselves and get reviews from customers



# Operations

LOCATION: UK, USA

URL: [www.encompasscorporation.com](http://www.encompasscorporation.com); [www.post-quantum.com](http://www.post-quantum.com); [www.briefed.pro](http://www.briefed.pro)

## Problem and product

- **Encompasscorporation** - KYC (Know Your Customer) – collecting data on customers. Collects information in one overview. Faster and more manageable process
- **Post-Quantum** - Secure document transfers using BlockChain technology. Ensures the identity and history of the transfers. Very few has deep insight on how BlockChain works.



**BRIEFED™**

Video: <https://youtu.be/RiwzmclZpCs>

- **Briefed** - Court case management software. Integrated solution.. Can be copied to Denmark. Developed by a lawyer

Video: <https://youtu.be/8vtQV9w3FPc>



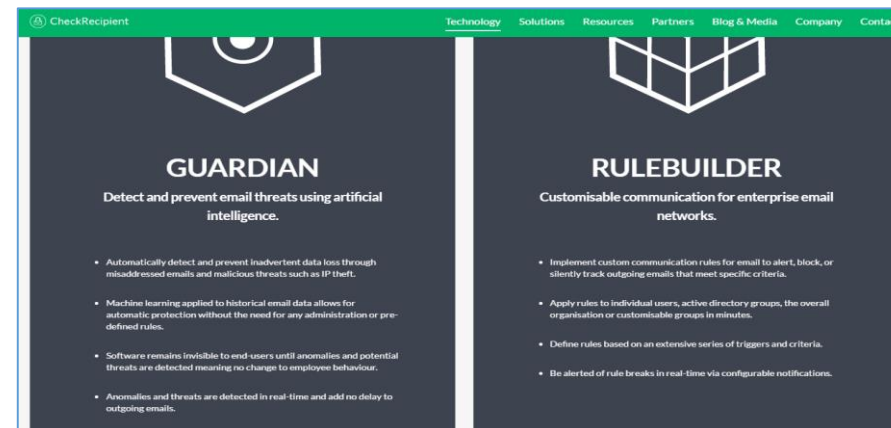
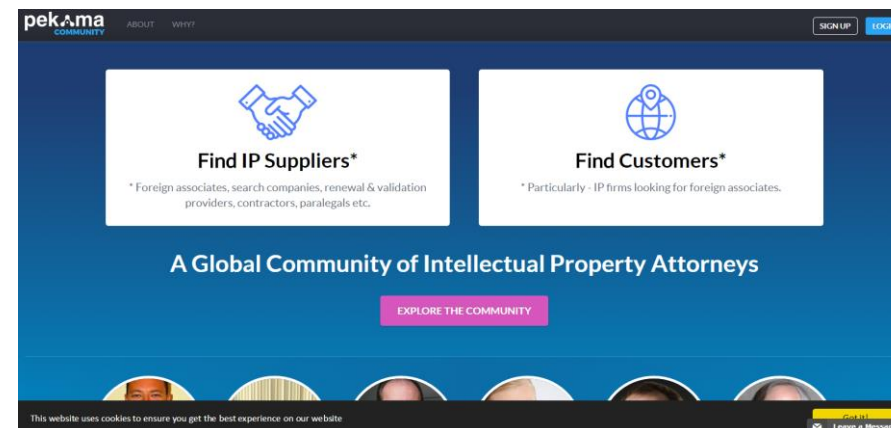
# Operations

LOCATION: UK, USA

URL: [www.pekema.com](http://www.pekema.com); [www.checkrecipient.com](http://www.checkrecipient.com)

## Problem and product

- **Pekama** - Closed network for IP lawyers. Minimizes the risk during cross-border collaboration
- **Checkrecipient** - Ensures that mails cannot be sent to the wrong persons + prevents data theft. Data security



# Risk & Compliance

LOCATION: UK, USA

URL: [www.mylawyer.co.uk](http://www.mylawyer.co.uk); [www.avvoka.com](http://www.avvoka.com)

## Problem and product

- **MyLawyer** - The law firm on the internet – Next stop for the smaller offices? Access to the customers online
- **Avvoka** - Digitalization of the contract process. Especially relevant for companies with many standard contracts



Video: (must be seen from Avvoka's website)

The screenshot shows the MyLawyer website homepage. At the top, there's a navigation bar with 'MyLawyer' logo, 'About us', 'Personal', and 'Business' tabs, along with 'Search', 'Basket', and 'Log in / register' links. The main banner features the text 'ALL our FEES are FIXED' and 'AND UPFRONT'. Below the banner, there are two main sections: 'Personal' and 'Business'. The 'Personal' section lists services like 'Write a Will', 'Power of attorney', 'Divorce', and 'Tenancy agreement'. The 'Business' section lists services like 'Employment law', 'Business start-up', 'Health and safety', and 'Business Law Plan'.

The screenshot shows the Avvoka website interface. It features a blue header with 'AVVOKA' logo and navigation links for 'SECTORS', 'ABOUT US', 'CONTACT', and 'LOGIN'. The main content area is divided into three sections: 'Upload', 'Create', and 'Sign'. The 'Upload' section describes how to upload a standard-form contract and generate a questionnaire. The 'Create' section explains how to start contracting by entering the email address of the counterparty. The 'Sign' section describes the online signing process. Each section includes a small image of a smartphone or tablet displaying the Avvoka interface.



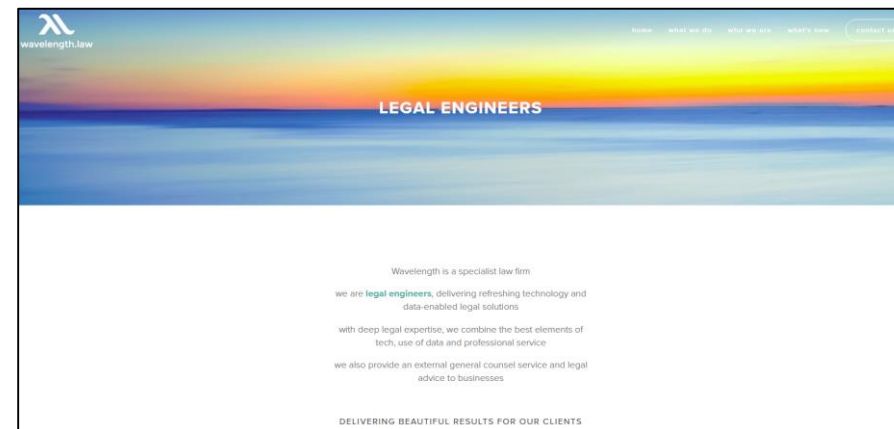
# Legal Engineers

LOCATION: UK

URL: [www.wavelength.law](http://www.wavelength.law)

## Problem and product

- **Wavelength** - Blends law with engineering – a new area of expertise? Only a question of time before DTU has taken this on as part of their educational direction



# Other

LOCATION: UK, USA

URL: [www.rocketlawyer.com](http://www.rocketlawyer.com); [www.avvo.com](http://www.avvo.com); [www.wordrake.com](http://www.wordrake.com)

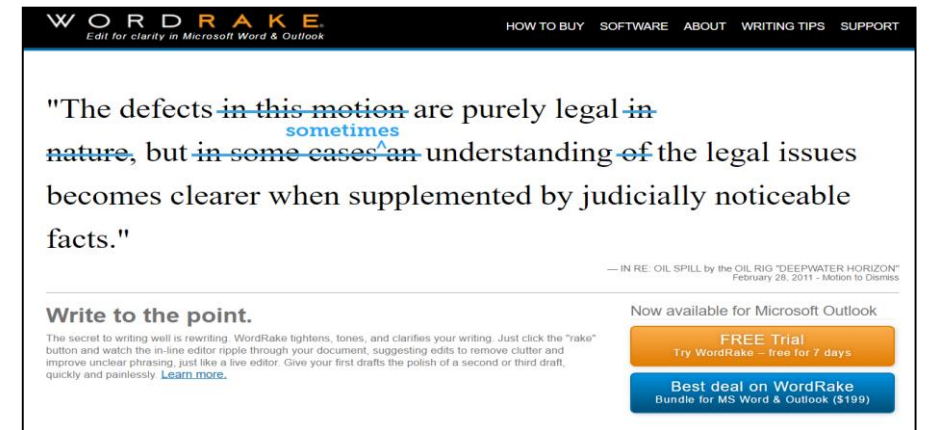
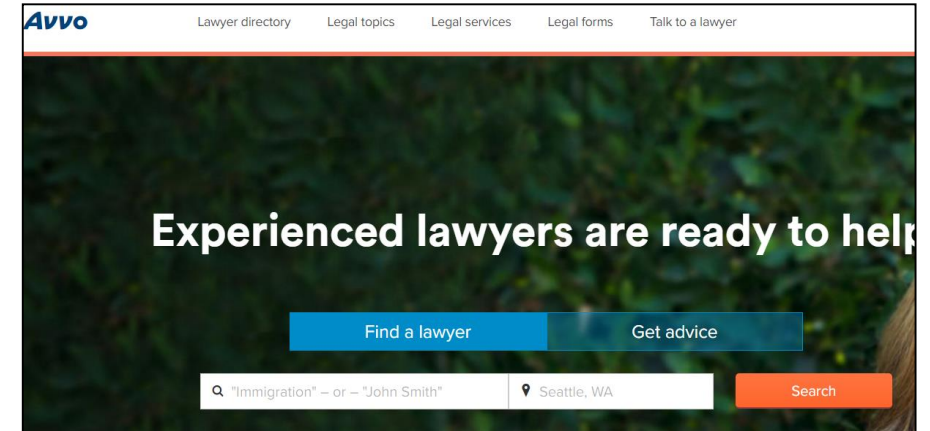
## Problem and product

- **Rocketlawyer** - Contact to lawyers. Contract generator. Subscription based solution for legal help
- **Avvo** - Access to lawyers reviewed by users. Fixed prices. Free legal documents
- **Wordrake** - Get help to write more accurately/avoid chancellery language

**ROCKETLAWYER**



WORDRAKE



6 month  
**Free Trial**

**\$32**  
per employee per year  
following free trial

Over 1 million lawyer reviews

 Jason Bee ★★★★★ 32 reviews	 Kathryn Karam ★★★★★ 53 reviews	 Ily Rickert ★★★★★ 0 reviews
--------------------------------------	--	---------------------------------------

Find your lawyer

Get the legal help you need, at a fixed price.

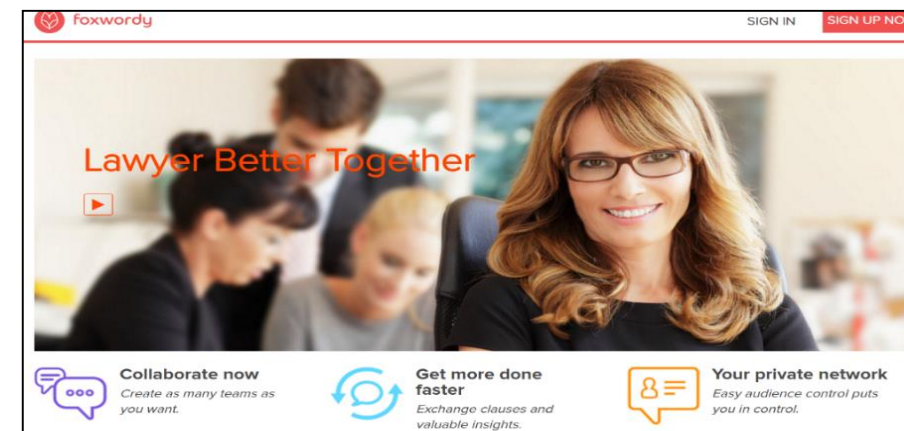
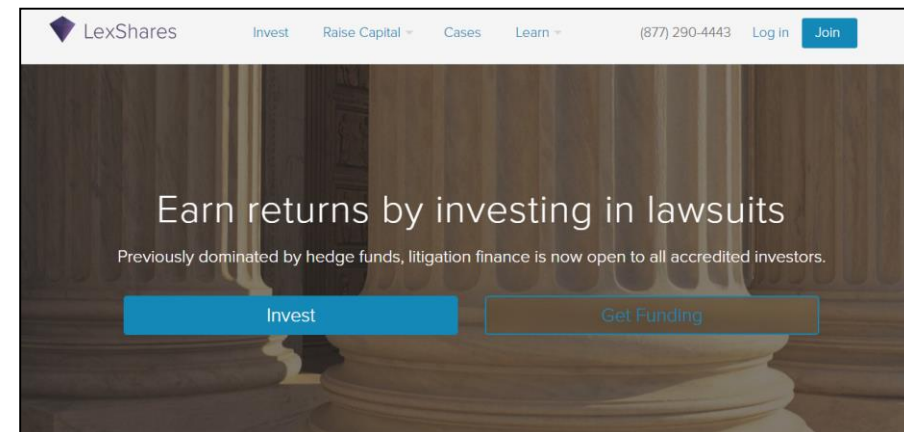
# Other

LOCATION: USA

URL: [www.lexshares.com](http://www.lexshares.com); [www.foxwordy.com](http://www.foxwordy.com)

## Problem and product

- **Lexshares** - Crowdfunding – getting donations and funding for payment of litigations. Investing in other peoples litigations
- **Foxwordy** - Online (social) network for lawyers



## Easily connect with your relevant legal colleagues.

Foxwordy's private network of vetted members in the legal industry ensures quality connections for the benefit of all. Foxwordy makes finding and connecting to relevant legal colleagues easier than ever before.