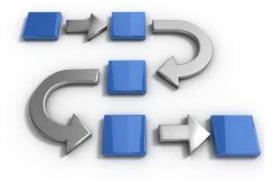
## Other Technologies

Workflow & Collaboration
Crowdsourcing
Crowdfunding
Blogging
Forecasting — Legal Fee Estimation

Facial Expression Recognition



## Workflow & Collaboration



## What is Workflow Mgmt

- A workflow application is a software application which automates a process or processes.
- The processes are usually business-related but can be any process that requires a series of steps to be automated via software.
- Some steps of the process may require human intervention, such as an approval or the development of custom text, but functions that can be automated should be handled by the application

Soure: Wikipedia

## HighQ – Workflow & Collaboration



LOCATION: UK

### **INFO**:

- Founded 2001 201 500 employees
- Widely used workflow mgmt & collaboration solution among legal firms in the Nordics
- Handled 20.000+ transactions through their data room
- Investors: Morgan Stanley, Goldman Sachs and more

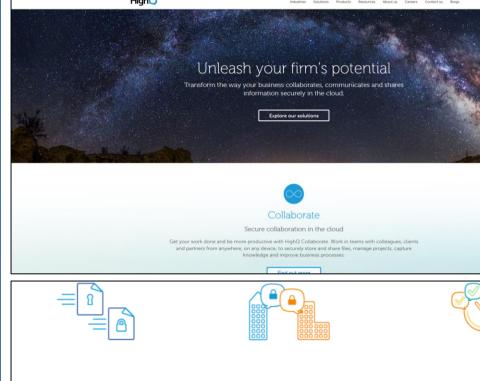
### **FUNCTIONAL AREAS:**

- Virtual data room & Due diligence
- Team collaboration
- Project & contract mgmt.
- · Document mgmt. & automation
- Internal/external knowledge mgmt

**URL:** <a href="http://highq.com">http://highq.com</a>

### **SOLUTION(S):**

- HighQ Collaborate work in teams with colleagues, clients and partners from anywhere.
- Store and share files, manage projects, capture knowledge and improve business processes
- HighQ Publisher create and manage portals, websites, publish articles, blogs, events, microsites,...
- HighQ Data room manage transactional documents





Quickly and securely share large or sensitive files with internal and external users anywhere in the world.

### **Engaging client extranets**

Create secure workspaces in seconds to collaborate and share information with clients and partners anywhere.

### Legal project management

Capture and map your legal processes and manage each phase of every transaction to make it efficient and transparent.



### Knowledge management

Capture and share knowledge in one platform. Make it easy for colleagues and clients to access expertise.



### Enterprise social networks

Bring your teams together to share information and collaborate, socialise knowledge and connect people.



### Virtual data rooms

Securely exchange information with deal teams and clients on critical transactions with integrated DRM and reporting tools.



Intro video:

https://youtu.be/yAmPcX8up6E

## iManage – Workflow & Collaboration



**LOCATION: US** 

INFO:

■ Founded 2015 - 201 – 500 employees

117 Law firm customers

80% of all leading Law firms in Europe

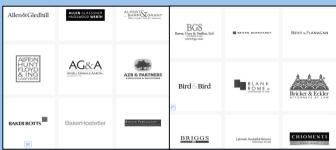
### **FUNCTIONAL AREAS:**

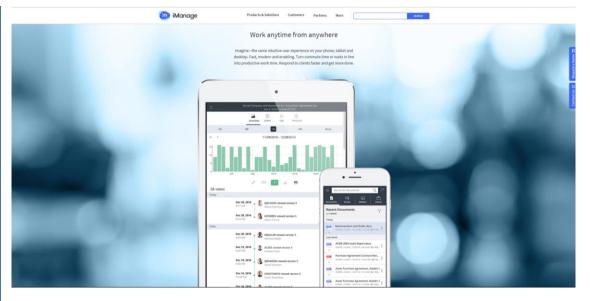
- Increase lawyer productivity Manage client content and communication
- Enhance quality of client service Provide online collaborative workspaces for sharing and firm knowledge
- Gain new insights Comprehensive search and knowledge management capabilities
- Improve governance and security Secure and manage all electronic and physical content and communications in accordance with firm and client policy.
- Mobile access for the modern lawyer -Access the most current work product from iOS, Android, Windows or other mobile devices – from anywhere.

URL: https://imanage.com/

### **SOLUTION(S):**

- iManage Work
- iManage Share
- iManage Insight
- iManage Govern
- iManage Cloud





2500+ Professional Service Firms

500+ Corporate Legal Departments 250 +

120 +



delivered in a secure cloud, for a

iManage Cloud













Demo (Corporate Legal Dept): https://youtu.be/D9ZEP w2rCs



Demo (Law Firm): https://voutu.be/abPrtDiQzvM

## Cicero – Workflow & Collaboration

Cicero LawPack



**LOCATION: NL** 

URL: https://cicerosoftware.com/

### **INFO:**

### **SOLUTION(S):**

- Founded 1983
- Used by Vinge in Sweden w. great

results

### **FUNCTIONAL AREAS:**

- Manage relations and cases
- Manage, import, follow-up and monitor your collection cases
- Manage accounting and billing
- Manage time registration, tasks and reports
- Integrated w MS Office
- Create blogs





## Thomson Reuters – Workflow & Collaboration



**LOCATION: USA** 

URL: <a href="https://www.legaltracker.com/">https://www.legaltracker.com/</a>

### INFO:

- 250.000 users in 192 countries
- Used by over 42.000 law firms and 1000 corporate law departments
- Earned the highest overall satisfaction rating from both law departments and law firms
- Monthly fee web based service

### **FUNCTIONAL AREAS:**

- Manage matters, budgets, status reports, and documents from outside counsel firms
- E-billing
- Monitor deadlines, documents, budgets, exposure, status and results
- Track time & money, projects & productivity, outside expenditures and inhouse activity

### Main Features:

https://www.thomsonreuters.com/content/dam/openweb/documents/pdf/legal/fact-sheet/legal-tracker-main-features-flyer-l-364802us-4-16.pdf

SOLUTION(S):

Legal Tracker

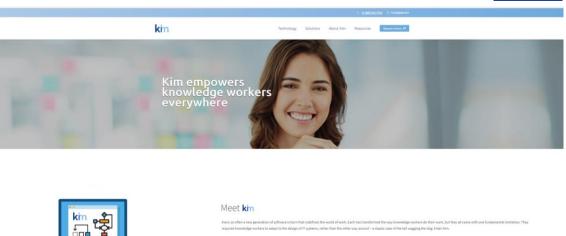




## Kim Technologies – Workflow



LOCATION: US	URL: http://ask.kim/		
INFO:	SOLUTION(S):		
<ul> <li>11 – 50 employees</li> <li>Cognitive computing application to help <u>in-house</u> <u>lawyers</u> manage legal instructions and processes</li> <li>No coding required</li> </ul>	<ul> <li>Kim Knowledge Automation Platform - automate own processes, workflows and documents on-the-fly,</li> </ul>		
<ul> <li>2016 Financial Times Innovative Lawyers Award winner</li> </ul>	<ul> <li>Integration components with other systems from an intuitive interface</li> </ul>		
Owned by Riverview Law	Self-service NDA		
TECHNOLOGY:	Contract lifecycle management		
Based on IBM Watson Platform	Case / matter management		
Swarm Intelligence & AI	Automated playbooks		
FUNCTIONAL AREAS:	<ul> <li>Legal project management</li> </ul>		
Dynamic Case Management and collaboration			
Document generation and management			
Enterprise level activity tracking and search			
Process automation and management			
Process analytics and dashboards			



components with other systems - all from an intuitive interface with not a line of code in sight. Automation projects that once took an IT development tram months to complete can be done in a few hours by

## Law Practice Mgmt solutions



http://www.capterra.com/law-practice-management-software/



http://www.capterra.com/law-practice-management-software/#infographic

## Crowdsourcing



## What is Crowdsourcing

- Crowdsourcing is a specific sourcing model in which individuals or organizations use contributions from internet users to obtain needed services or ideas
- One of the most well known crowdsourcing platforms worldwide is <u>www.upwork.com</u> Examples in Denmark include <u>www.haandvaerker.dk</u>
- Crowdsourcing in the form of idea competitions or innovation contests provides a way for organizations to learn beyond what their "base of minds" of employees provides

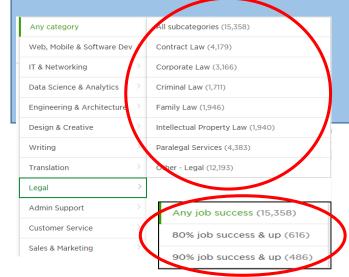
Soure: Wikipedia

## UpWork

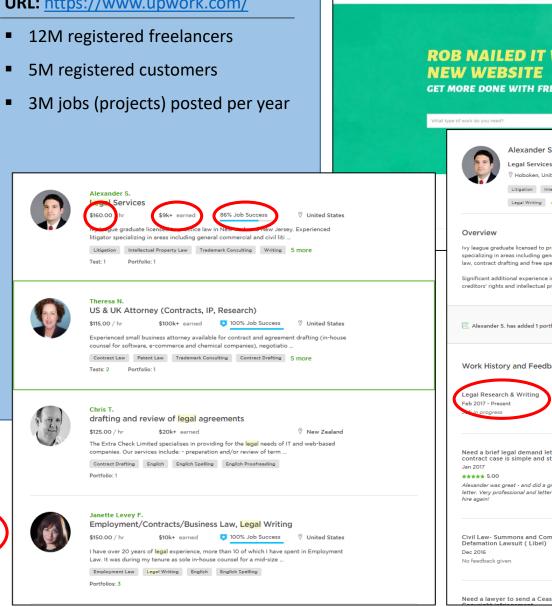
### **LOCATION: US**

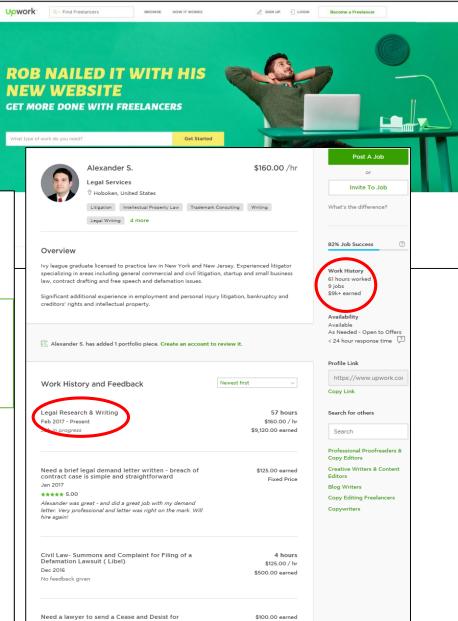
### INFO:

- Global freelancing platform where businesses and independent professionals connect and collaborate remotely around services needed e.g. legal services, design work, programming,.....
- Charges 5-20% of the service fee (e.g. legal service)
- In June 2016 over USD 1B was billed through the platform



### **URL:** https://www.upwork.com/





## Ageras



### **LOCATION:** DK

### **INFO:**

- Founded 2012 51-200 employees
- Creates transparency in the legal & accounting market
- Helped over 100.000 customers
- 8.700 partners (lawyers, accountants)
- 5 countries (DK, SW, NO, GER, NL)
- Chatbox
- Recently got InvestCorp (Bahrain) as primary investor (15/3-2017)

	2015-12	2014-12	2013-12
Omsætning	25.485	-	->
Bruttofortjeneste	18.093	9.658	4.110
Årets resultat	2.225	1.895	62
Egenkapital	6.762	2.480	585
Balance	16.399	6.305	2.853
Valutakode	DKK	DKK	DKK

### URL: <a href="https://www.ageras.dk/">https://www.ageras.dk/</a>

- Crowdsourcing platform within legal & accounting
- Ageras contact the customers to identify their need and verify that they are seriously interested in finding an expert







### Perfekt værktøj!

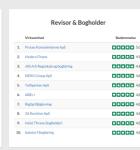
Inden længe blev jeg ringet op af en rigtig hjælpsom medarbejder fra Ageras, som hjaln gim ged at læskrive, pracis hvilke faglige kompetencer jeg søgte hos en bogholder. Kort til defter ringede tre forskellige fagfolk inden for regnskab, som alle stod klar til et uforpligtende møde.



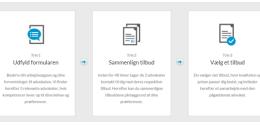


### Top-10 bedst bedømte virksomheder









### Partner

### En værdifuld samarbejdspartner

Dansk Revision Viborg har haft stor glade af at have Ageras som samarbejdspartner. Vi har fådet mange gode og spændende kunder igennem Ageras. Ageras særger hele tiden for, at vi bliver matchet med relevante kunder igennem kyndig rådgivning. Senest har vi fået tilknyttet en optimeringskonsulent, som hjælper os med at så endnu skarpere. Vi er neget tilfreds med den personlige kontakt og service, som Ageras leverer – de er en stor hjælp for vores virksomhed

Tange, Partner, Dansk Revision - Viborg.





## **Avvo Advisors**

## AVVO

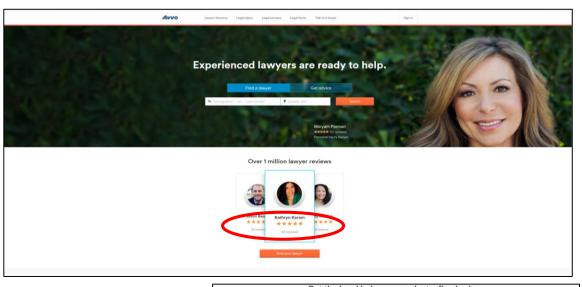
**LOCATION: US** 

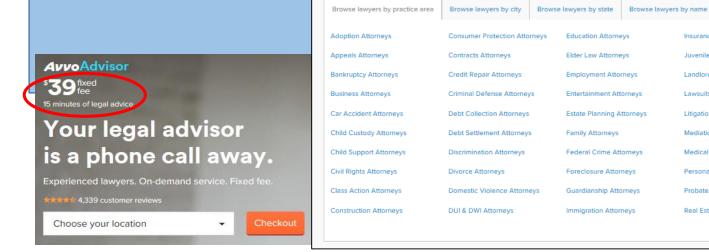
### **INFO:**

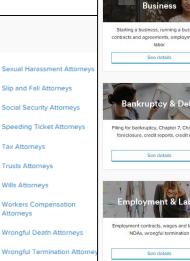
- Founded 2007 201-500 employees
- Over 1M reviews of lawyers
- Helps people find and connect with the right lawyer
- Provides transparent information about attorneys, with Avvo-rated profiles for 97% of practicing lawyers in the United States

 Q&A forum with more than 8 million questions and answers URL: <a href="https://www.avvo.com/">https://www.avvo.com/</a>

On-demand legal services provide professional counsel for a fixed cost







Juvenile Attorneys

Mediation Attorneys

Landlord & Tenant Attorneys

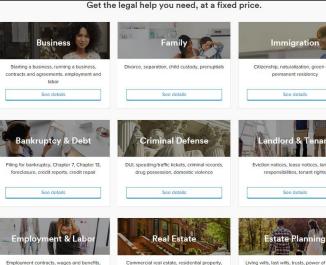
Lawsuits & Disputes Attorneys

Medical Malpractice Attorney

Personal Injury Attorneys

Probate Attorneys

Real Estate Attorneys



landlord-tenant

See details

See details

# Crowdfunding aka Commercial Litigation Finance



## What is Crowdfunding

- **Crowdfunding** is the practice of funding a project or venture by raising monetary contributions from a large number of people
- Examples of the most well known Crowdfunding platforms are <u>www.Kickstarter.com</u> and <u>www.indiegogo.com</u>
- In 2015, it was estimated that worldwide over USD 34B was raised this way
- Crowdfunding is generally based on three types of actors:
  - the project initiator who proposes the idea and/or project to be funded
  - individuals or groups who support the idea
  - a moderating organization (the "platform") that brings the parties together to launch the idea
- Litigation funding, also known as legal financing enables a party to litigate or arbitrate without having to pay for it, whether because they are unable to pay for it or because they do not want to

Soure: Wikipedia

## Crowdjustice

crowdjustice

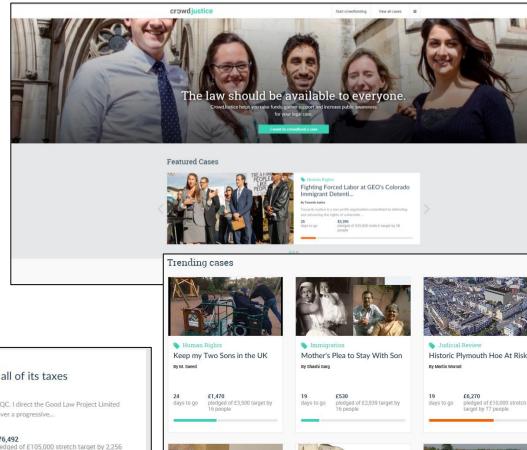
**LOCATION: UK** 

### INFO:

- Founded 2015 11 employees in London & New York
- Launched by former attorney from Linklaters
- **Donations based Crowdfunding** platform for consumers and companies
- Helps raise funds, gather support and increase public awareness for legal cases
- Cost: 6% to the crowdfunding site and 1,7% + 20 pence for payment processing
- Politically agnostic/neutral
- Raised ~USD 2,5M for 150 cases
- ~90% of cases hit funding needs

**URL:** https://www.crowdjustice.org/

 CrowdJustice does some due diligence to ensure none of the parties to the lawsuit are subject to any kind of national or international sanctions (such as Securities and Exchange Commission violations, federal or international court matters) and verifies that the case in question is under active litigation by a licensed attorney.





Case story (video):

https://youtu.be/IWVA6ReKXAo





Fundedjustice: http://fundedjustice.com/





Judicial Review



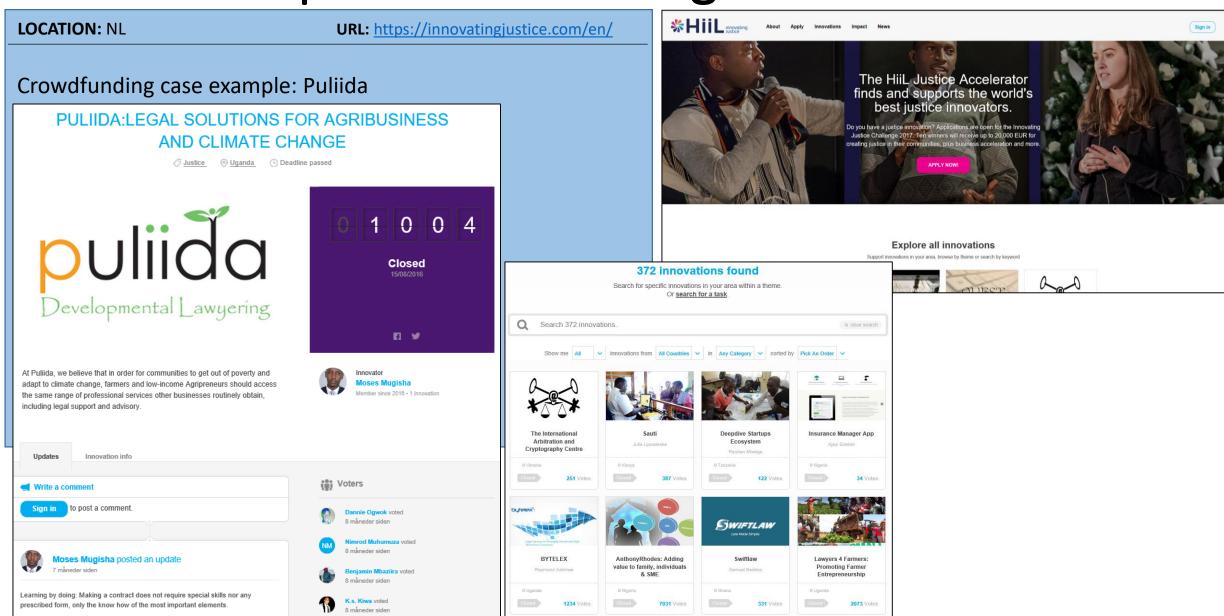


An unsustainable development threatens the village of

pledged of £7,000 stretch target by 85 people

## Hiil – Startup & Crowdfunding site





## Hiil



**LOCATION: NL** 

### INFO:

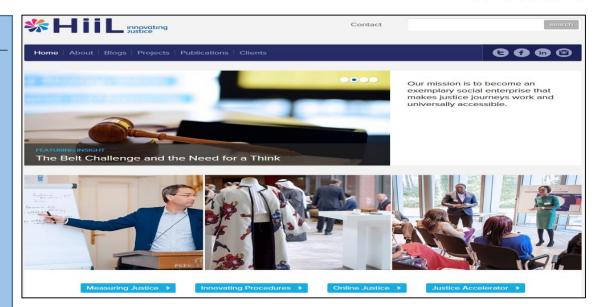
- Founded in 2005 11 50 employees - The Hague Institute for Innovation of Law (HiiL)
- Not-for-profit institution focusing on global Access To Justice (ATJ)
- Partnering with NGOs, governments and legal entrepreneurs to improve rulemaking and conflict resolution processes
- Operates in 11 countries: Nigeria, Kenya, Uganda, Jordan, Tunisia, Lebanon, Mali, Bulgaria, Ukraine, The Netherlands, and the United **Arabic Emirates**

**URL:** http://www.hiil.org/

- "Justice Entrepreneurship School" in The Hague
- "Innovating Justice Challenge" **Accelerator Program**
- Access To Justice Startup areas:
  - Human Rights (24%)
  - Corruption and Transparency (22%)

Vision: Provide ATJ to 20M people in 2020

- Employment and SMEs (18%)
- Dispute Resolutions (13%)
- Family & Children (11%)
- Security (5%)



### Middle-East: 10 East Asia: 17 Justice Accelerator's social return on investment Shortlisted 384 promising justice 40 Award Winners For every 3 euro we spent, 1 person got access to justice 384 Innovations Every 1 euro we spent €460,000 unlocked another 6 euros of investment in justice Every 1000 euro we spent 1,424,100 Central Africa: 2 created 1 job and an average local events and 6 Innovating Justice Forums of 3 livelihoods people impacted

### Innovating Justice Challenge 2017 – Accelerator Program Semi-finalists **Finalists** Oct 13 Mar 1-Jun 30 Dec 1 - Dec 8 **Innovating Justice** Call for Interviews Boostcamps + Evaluation Application: (local events) \*\*\*\*\*\*\*\* 3333333 100-120

### **MUST READ:**

### ATJ / Accelerator Program Presentation

http://www.hiil.org/data/sitemanagement/media/HJA%20Impact% 20Report.pdf

### ATJ Startup results:

applications

## People to know in Commercial Litigation Finance

### **Estimate:**

UK litigation funding in 2016: EUR 620M (25% up YoY)



See details on people and companies via this link: http://pdfserver.amlaw.com/ca/site\_LitigationFinance/

Litigation Finance/Funding is getting a lot of traction in the US, UK, Australia and has just been made legal in Hong Kong and Singapore. Investigations to change the law is underway in Dubai, China, Japan and Korea

## Blogging





## What is a blog

- A **blog** is a discussion or informational website consisting of text entries ("posts")
- Blogging (writing posts) can be written by a large numbers of authors and are sometimes professionally edited. Blogs from newspapers, other media outlets, universities, think tanks, advocacy groups and similar institutions account for an increasing quantity of blog traffic.

Soure: Wikipedia

## Blogging by lawyers

- Lawyers have historically been reluctant to use blogs or write posts i.e. to share their insights and knowledge with fellow lawyers e.g. their opinion on a specific court ruling etc.
- However, this is changing in the US it is becoming increasingly popular for lawyers to "blog". Today 60% of law firms w. 500+ employees have their own blog and 81 percent of the Am Law 200 are using blogs as part of their marketing efforts
- Casetext has built a community w. over 350.000 unique users / lawyers per month
- All blogs and comments are stored on the "Casetext Communities" platform for easy future access
- Top 100 Legal Blog sites: <a href="http://blog.feedspot.com/legal-law-blogs/">http://blog.feedspot.com/legal-law-blogs/</a>

### Denmark:

- Total number of Social Media users in percent of total number of Internet users: 69,9% (2016).
- This means that ~70% of lawyers use one or more social media tools (Facebook, LinkedIn, Twitter, Messenger, Instagram, blogs,.....)

1 Above the Law + Follow 123 092 Frequency - about 88 posts per wee GET EMAIL ALERTS 2 SCOTUS Blog + Follow 266,572 81,817 student, or just interested in the U.S. Supreme GET EMAIL ALERTS 3 ABA Journal | The Lawyer's Magazine + Follow About Blog - Get continuous news undates

### Types of Legal Blogs:

Business Law Blog **Employment Law Blog** Election Law Blog Technology Law Blog Marketing Law Blog Privacy Law Blog Construction Law Blog Personal Injury Law Blog Criminal Law Blog Sports Law Blog Cyber Law Blog Fire Law Blog Entertainment Law Blog Auto Law Blog Copyright Law Blog Trademark Law Blog Fashion Law Blog Environmental Law Blog Broadcast Law Blog

### http://blog.feedspot.com/legal law blogs/



Video on Blogging at Fox Rotschild: https://youtu.be/rO5nIClZyu4

Source: 2016 Legal Technology Survey Report; Lexblog

## **Casetext Communities**



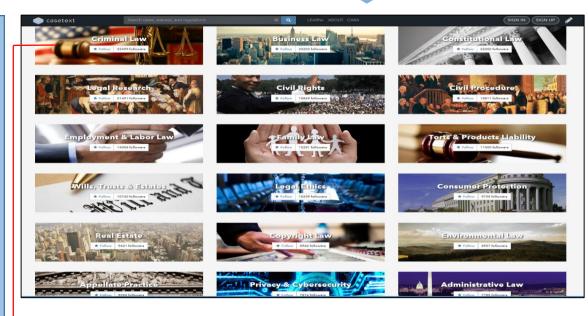
**LOCATION: US** 

URL://https://casetext.com/communities

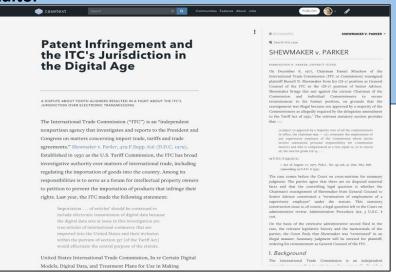
### **INFO:**

- Founded 2013 11-50 employees
- Tap into the collective expertise of the entire legal community - for free
- Search over 10 million judicial opinions, statutes, and regulations
- Read cases annotated by our community of tens of thousands of lawyers and legal experts

- Browse community pages to find all the best commentary in your practice areas
- Connect with colleagues who are active in the same communities you are
- Start or join conversations about legal topics you're interested in.



### **Editor**



### Final document/blog post





### LEXBLOG"

## **LEXBLOG**

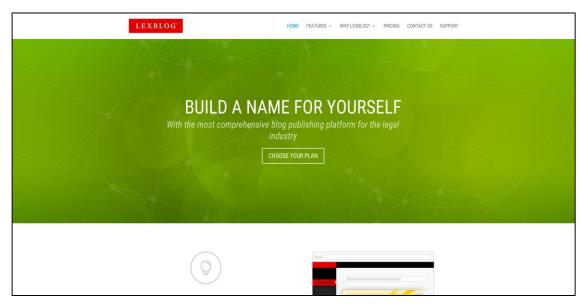
**LOCATION: US** 

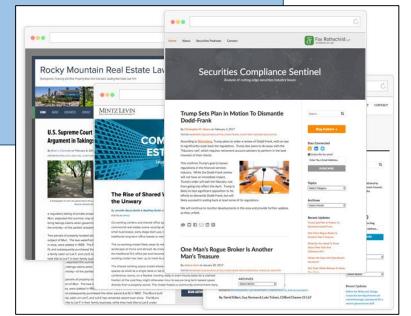
### **INFO**:

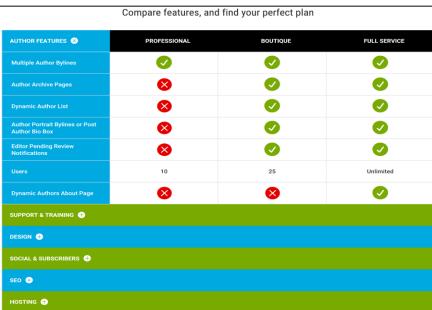
- Founded 2003 11-50 employees
- 15.000 legal bloggers worldwide
- 1.000 blogs produced by the top 200 US Law Firms
- Website and Blog publishing software focused on the legal industry

### URL://https://lawblog.com1/2

- Helps lawyers, law students and law professors build a name for themselves through blogging.
- Reach people and build valuable relationships
- Every blog includes all you need to get started, from professional design, hosting and security to ongoing support and regular maintenance









Video:

## Forecasting Estimating Legal Fees





## What is Forecasting

- Forecasting is the process of making predictions of the future based on past and present data and most commonly by analysis of trends.
- Risk and uncertainty are central to forecasting and prediction; it is generally considered good practice to indicate the degree of uncertainty attaching to forecasts.
- The data used (past and present) for forecasting must be up to date in order for the forecast to be as accurate as possible

Soure: Wikipedia

## Forecast.it - Web based Estimation Platform



LOCATION: Denmark

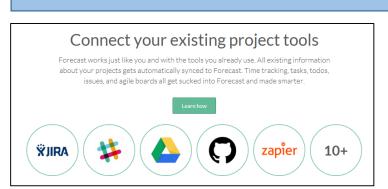
URL: http://forecast.it

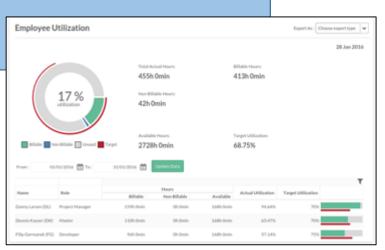
### INFO:

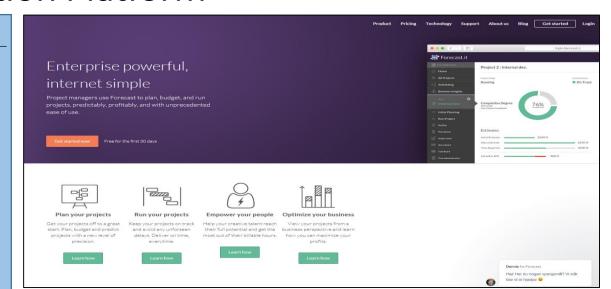
- Founded 2016 11 50 employees
- Create predictability in pricing
- Forecast.it use AI and Machine Learning to constantly improve the quality of your estimates
- Combines anonymized data from 5.000+ projects to help you improve your estimation
- As the project develops and tasks get more specific, the system is simultaneously updated with more data. Since the machine is constantly learning how your team works, Forecast.it helps you update your project estimates.
- Using Forecast.it, companies are now planning projects with 94% accuracy!

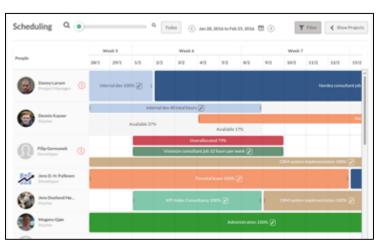
### **TECHNOLOGY:**

- Web based estimation platform
- AI & Machine Learning

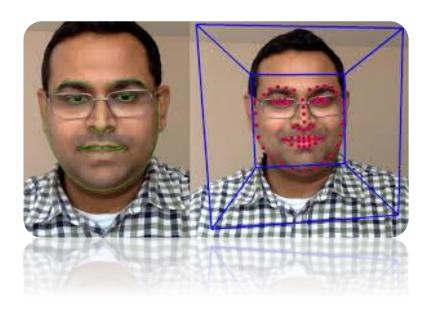








## Facial Expression Recognition



## Facial Expression Recognition

Combining camera technology with Artificial Intelligence to recognize facial expressions and identify a persons mood, gaze, etc. – i.e. the persons general state and well-being

"Ellie is a psychologist, and a damned good one at that. Smile in a certain way, and she knows precisely what your smile means. Develop a nervous tic or tension in an eye, and she instantly picks up on it.

She listens to what you say, processes every word, works out the meaning of your pitch, your tone, your posture, everything. She is at the top of her game but, according to a new study, her greatest asset is that she is not human."

Now take this solution to the court room to verify if the person in the witness stand tells the truth! This may not be operational today – but will likely be possible soon



How facial recognition caught a 40-year fugitive.

Video: https://www.youtube.com/watch?v=E68PmIE2-YE

### **Data point:**

A researcher at Cambridge University has collected 12 Billion facial expressions (facial data points) from people all over the world!

To be used for Facial Recognition Software

### Meet Ellie – the AI Psychologist





Video Simsensei / Multisense: https://youtu.be/I2aBJ6LjzMw