



THE NATIONAL LAW JOURNAL 2019 EMERGING LEGAL TECHNOLOGIES



Custom Publishing Supplement to *The National Law Journal*



Dear Readers,

Welcome to the inaugural issue of Emerging Legal Technologies, a special supplement developed by the business arm of *The National Law Journal*. In the pages that follow, you'll read profiles on some of the leading technology companies that are changing the ways that law firms and legal departments operate.

This section highlights both young companies that have been established in the last five years and new products from some well-known companies. We are proud to announce this list of honorees that are helping to improve the efficiency of everyday tasks for attorneys and administrators.

As with all *National Law Journal* supplements, the list is never complete. In the fast-paced world of technology, the search for emerging legal technologies never ends. If you have a company in mind that you feel should make our next list, please reach out and let us know.

Congratulations again to this year's honorees.

All the best,

Richard Caruso

Vice President & General Manager, Legal Media

APPELLATE EXPRESS

DANIEL DELYRA



THE BASICS Appellate Express is an online portal that simplifies and streamlines the appeals filing process by reducing the time and costs of assembling an appellate brief. The Appellate Production Manager automates the generation of documents, tracks progress and provides notifications following all the mandated steps for each department. It is currently available to appellate practitioners in New York with plans to expand into the federal market. "With our technology you can compile an appeal in less than 15 minutes."

CHANGE AGENT Appellate Express provides a graphical and intuitive online solution to complete production of the record on the appeal and brief files and have the printed record books ready for filing. "Traditionally, you would have to send them to a printing house, which typically charges 75 cents to \$1.25 per page. Our price is about 35 cents. You can't ok to print unless you are completely satisfied, and it stays up on our servers for 90 days so you can write your brief." Appellate Express walks users through the appellate process with help from screen shots, tool tips and tutorial videos. Automated features generate the table of contents and authorities, record document, text headers, cover pages, CPLR certificates, compliance documents, statements and more. Once you are completely satisfied with your record on appeal, brief and reply booklets, we will have them printed and drop shipped to your office; you can even request overnight delivery.

UNIQUE APPROACH Appellate Express saves on production costs and time by allowing practitioners or pro se litigants to complete appeals online. Moreover, it keeps users on schedule by tracking the appeals process with reminders, warnings and notifications to keep you compliant. "The differentiators are the step by step process, time to assemble and dramatic cost savings. The Appellate Production Manager (PP) will be a game changer in the production process of appeals."

APPERIO

NICHOLAS D'ADHEMAR



THE BASICS Apperio is an automated legal spend management and analytics tool that gives in-house law departments visibility over their legal spend, including billed and unbilled work, in real time across all their panel law firms. "Users can track every transaction down to time entry level. We fundamentally believe in creating a level playing field between clients and law firms."

CHANGE AGENT Apperio eliminates surprise bills by plugging into a law firm's existing practice management system. Data is updated on a regular basis, typically each evening, when the system wakes up and sends it to Apperio. "Every GC we talk to has a story about unexpected invoices coming through at inopportune times. That was my experience and why I started the business. Lawyers are not great in terms of keeping clients involved on fees, and partners are good at the letter of law but not often at the business of law." Apperio removes the fees side of the equation, enabling lawyers to focus more on service delivery. "Because there is a window into what the bills will be, the relationship can be built on trust in a way that is hard when one side is incentivized to bill hours and the other does not have real-time transparency."

UNIQUE APPROACH Unlike typical e-billing solutions, Apperio can be implemented in only a few weeks and provides visibility into all the unbilled work in progress including individual time entries and the narrative. "GCs are effectively running a business. In order to find where they are to budget, they have to wait for invoices. But with our solutions, they can see everything on a daily basis to effectively manage internal stakeholders and external relationships."

ATTORNEY CPR, LLC

MARTIN LOGAN AND MILAN SENESI



THE BASICS Case Tempo is a case management system focused on solo practitioners to medium-size law firms that helps them become more organized by automating their case processing workflows, payments, client communications and lead management.

CHANGE AGENT Many solo practitioners do not use case management systems because of their complexity. Case Tempo automates the process to make it less overwhelming. "It's the simplest to use," said Logan. "You come in and know exactly what to do that day." For lead management, it integrates with other apps so users can embed lead forms into any system. Case Tempo also includes sophisticated form development where users can hide or display fields for attorneys to see but allow for exporting with logic and style editing to any site. "This makes it push-button so you can email a link to the client to fill out forms. They do more of the input, so the attorney doesn't have to." Once in the system, leads can be transitioned into other categories, so users know the status in the overall case flow. Case Tempo also simplifies document organization and automation with a Microsoft Word plug-in that allows attorneys to work with their existing infrastructure to upload documents. "It offers flexible task management," explained Senesi. "The idea is that it looks simple but can do complex things. We are engineers, so we made it modular and flexible."

UNIQUE APPROACH Unlike most case management systems, Case Tempo includes lead management tools and supports faxes, which are still used by many smaller firms. However, simplicity remains its core feature. "Case Tempo adapts to the user's workflow, not the other way around," added Logan. "We are as proud of what we've left out as we are of what we've put in. We focused on making it absolutely intuitive."

ACCESSDATA

ABDESLAM AFRAS



THE BASICS AccessData creates forensic and e-discovery software for investigations, litigation and compliance. It has worked for more than 130,000 clients in law departments, law firms and government agencies globally for more than 30 years. AccessData traveled the world to ask clients what their significant challenges were. The result was Quin-C—developed and built in collaboration with the user community. It is a widget-based, fully customizable investigative solution built using machine language that supports existing workflows. “Most law firms do not have enough technical people. The solution needs to be designed so that even nontechnical users find it simple to use, so Quin-C is widget-based. You can even use it on tablets to help review documents.”

CHANGE AGENT As data sets continue to grow in size, diversity and complexity, Quin-C utilizes machine learning technology to allow users to find new connections in their data both between and across cases. Its customizable, user-friendly interface lets users visualize data through timelines, geographic mapping, charts and link analysis so teams can conduct and close investigations faster. “The solution delivers powerful data processing. With other solutions, if you have a big case, you might have to wait a week or two before you can even use the data. But with our distributed processing, that can be reduced to a day.” Quin-C offers tools lawyers can employ to establish workflows, automate tasks, collaborate across teams and have more control over the processing, locating, analyzing and reporting of relevant data. For review and analysis, the typical workflow for a lawyer is built up automatically, and the machine learning capabilities let users leverage past investigations for future outcomes. “So the platform is learning from every case, and the next time it will remember that, learn again and be more efficient. In the end, you want the relevant data, which is typically 10-20 percent of what you’ve been working on.” Quin-C allows investigative teams to uncover critical data quicker, make more relevant connections across data and build stronger cases. “It’s changing the way investigations are being conducted and a tool that is transforming work environments.”

UNIQUE APPROACH Quin-C enables cross-case and multi-database analysis so users can connect the dots across data sets with high-speed processing and predictive coding. With high caseloads and backlogs, nontechnical users can obtain reports in less time with less training. “Other solutions don’t cover the EDRM model from left to right. Quin-C does collection, litigation holds and early case assessment, plus the Quin-C review platform. Our AI/machine learning can connect between the different cases that you can’t see in other solutions.” Quin-C allows for custom configurations to fit any need and seamlessly integrates with all other AccessData products, plus has a direct export option into Relativity for those who wish to use that tool in the review phase. It also integrates with mobile forensics so users can explore data at deeper levels. Its distributed processing capabilities allow for more targeted processing, and its collection tools let users filter data sets to avoid collecting irrelevant details. “The idea of Quin-C is that it’s easy to use, can process a lot of data without IT involvement and automate when it comes to review—it can take a lot of work away from the lawyer if that person just wants to focus on relevant data.”

WWW.ACCESSDATA.COM



QUIN-C

Reimagining what's possible in digital investigations

Quin-C is groundbreaking investigation technology that uncovers critical evidence faster, makes more meaningful connections across data, and builds stronger cases. **Quin-C** from **AccessData®** empowers legal, investigative, forensic and IT teams at every skill level to conduct and close more accurate, advanced investigations faster than ever before.

Featuring an open interface widget infrastructure, **Quin-C** allows for custom configurations to fit any investigation need and budget.

**Cross-Case Search &
Multi-Case Analysis**

**Task Collaboration
& Automation**

**Machine Learning
Investigative Assistance**

**Integrated Data
Visualization**

**Seamless Third-Party
Parser Integrations**

**Automated Coding &
Categorization**

Why Quin-C for legal review?

Quin-C delivers comprehensive data processing, review and analysis in an easy-to-use HTML5 interface. Speed linear review of vast document sets with the fastest near-native web viewers available, and get powerful results that are transparent and legally defensible. Integrates seamlessly with Summation®, too.

To request a demo, visit
www.accessdata.com/products-services/quin-c.



ACCESSDATA®

© 2019 AccessData Group, Inc. All Rights Reserved. AccessData and Summation are registered trademarks owned by AccessData in the United States and other jurisdictions and may not be used without prior written permission. All other marks and brands may be claimed as property of their respective owners.

CASE STATUS

LAUREN STURDIVANT



THE BASICS Case Status is a client engagement and marketing platform for lawyers that manages and streamlines the client experience to provide better communication for clients and help law firms grow. The mobile app captures scores throughout the case and tracks the satisfaction of the client. "And better capturing means better reviews and referrals, bringing 'client success' much like in all other fields to legal."

CHANGE AGENT Instead of primarily communicating with clients via phone calls, emails and texting, Case Status empowers the client as to what to expect during the case with real-time notifications on updates. If no updates are available, the law firm can still send automated messaging to make the client feel connected, so the client is not repeatedly calling and emailing. "The number one bar complaint is lack of communication. Lawyers do the best job they can, but they are busy. Clients are often going through a tough time and trusting their lawyers, but when they don't communicate, it breaks down the relationship." Case Status leverages technology to make clients feel more connected by providing them with up-to-date information and a road map on what to expect. "Then you can know who your best advocates are and get referrals and reviews from your current client base, improving the lifetime value of current customers."

UNIQUE APPROACH Straddling between case management tools that focus on internal processes and sales and marketing tools that concentrate on intake, Case Status integrates with existing tools while providing new options—with a focus on personal injury, bankruptcy, criminal and other areas—to not only manage clients but also serve them better. "It provides clients with the knowledge they need to understand the process, feel connected and help grow their business."

CLOCKTIMER

PIETER VAN DER HOEVEN



THE BASICS Clocktimer provides legal professionals with the insight to make data-driven decisions by using the unstructured data that exists in their timecards. Rather than relying on codes, it breaks down and deliver analysis based on the descriptions that lawyers enter.

CHANGE AGENT Clocktimer's Natural Language Processing analyzes and categorizes timecard narratives to help clients build accurate fee quotes, run budgets and provide real-time information on matters for clients. "When someone needs to come up with a price, it's historically been guesswork and a gut feeling with maybe a bit of experience. As soon as the lawyer sends out the quote for a flat fee, they are uncertain that it could blow up in their face. Clocktimer takes that away." Van der Hoeven wants to leverage more power by building machine learning models that would allow for more customized analysis. With machine learning, firms will be able to decide for themselves how to organize the information with more flexibility via more variables. "We also hope to apply Clocktimer data to other applications. For example, for answering questions like what time entries are likely to be flagged by a client's e-billing system." Clocktimer is working with firms to make the legal industry more transparent in a way that is sustainable for legal professionals.

UNIQUE APPROACH Van der Hoeven believes there are three factors contributing to Clocktimer's unique offerings: its use of algorithms instead of codes to categorize law firm narratives to ensure data-driven matter pricing, its highly user-friendly interface and smoother implementation. "The product can be implemented on the same day for small firms, though sometimes a bit longer for big firms to tie in with their underlying financials."

COGNITION IP

BRYANT LEE



Cognition IP

THE BASICS Cognition IP is a next-generation patent law firm and associated legal technology company built from the ground up to develop solutions using artificial intelligence and workflow technology to make writing patents faster, while also providing legal services and attorneys.

CHANGE AGENT Unlike many legal technology companies that sell tools that address only part of a legal process, Cognition IP is both a law firm and an associated legal technology company. "We integrate technology with lawyers and close the gap between the two to increase patent quality, efficiency and client experience." The patent search tool consists of two components: an artificial intelligence-based program to help lawyers with improved insights and an online platform for the entire law firm to handle all the cases and administrative tasks which also helps reduce errors and brings increased consistency to the process. "From a client's perspective, it's still a law firm experience but with an online portal to see what's going on with your matters. Because the entire process is transparent via its online portal, there's no need to email back and forth to get status updates."

UNIQUE APPROACH Cognition IP's continued focus is on being a law firm that relies on technology. With such a close relationship between the technology side and the law firm side, Cognition IP tends to cater to high tech and startup companies that also like to work closely with technology by providing services that are more targeted for them. Using tools more akin to Google than legal-specific ones, Cognition IP hopes to stay ahead of the curve. "We are using the types of technologies that most firms don't use."

CONTRACTROOM

PETER THOMSON

CONTRACTROOM

THE BASICS ContractRoom is a contract life cycle management platform that leverages online negotiation, automated document assembly and AI-enhanced workflow management to allow legal professionals to close agreements faster. "ContractRoom improves the way agreements get done, which in turn is transformative for legal operations and the broader business processes, particularly with sales and procurement."

CHANGE AGENT ContractRoom believes that taking the whole life cycle online is the only way to obtain increased speed, control and deeper insights in order to improve the contracting process. "Business users are eager to embrace automation, and our customers are closing agreements 10 times faster and incurring less risk while they do it." Starting with document assembly, ContractRoom's AI-enhanced workflow management has built-in rules that enable it to learn and train through the process. Users can also customize the process to their needs. ContractRoom can decentralize workflow and deemphasize the role of the legal team with triggers that flag exceptions along the way. Alternatively, it can make the process more centralized with increased control of content throughout a contract negotiation with automatic triggers. "Lawyers become the central dispatchers. It's highly configurable to adapt either way. And they don't have to be dependent on template libraries because it's all digitized and put into a platform that helps them keep track of it all in one place."

UNIQUE APPROACH By digitizing the contracting process end to end, ContractRoom captures large data sets of transactional, behavioral and content data that are leveraged via AI to improve contracts and workflow while offering insight to improve overall decision-making. "Automation of the full contracting process is really what distinguishes a robust CLM solution from basic contract management. New customers tend to pick us because of ease of use via a combination of superior UI and UX, its collaborative nature and flexibility in implementation and maintenance."

EFFORTLESSLEGAL

RALPH WUTSCHER

EffortlessLegal

THE BASICS EffortlessLegal is bringing the power of AI and machine learning to law firms. Its BillerAssist LEDES Edition is a billing automation application that increases a law firm's realization and collection rates while decreasing write-offs. Through artificial intelligence and machine learning, it automatically applies LEDES coding and color codes time entries based on their likelihood of being paid. The application offers transparency and predictability for timekeeping and billing and helps eliminate or substantially reduce the costs of billing review, all without users having to migrate to a new platform. It also comes with a data set so lawyers can get started immediately, but which also updates over time as it attunes to each attorney.

CHANGE AGENT As a partner in a law firm, Wutscher spent a lot of time going through the bills of associates and partners. "Historically, a billing partner reviews and prepares bills for a client, manually making sure that no charges are duplicative and clients are not getting overcharged."

The BillerAssist LEDES Edition system does this automatically, while also ensuring compliance with a client's billing guidelines. BillerAssist LEDES Edition integrates with the firm's existing billing system and automatically LEDES codes entries as they are billed. The result is less time spent billing—since lawyers do not have to remember or find the right LEDES code—and more accuracy. "The app was tested for more than two years prior to launch, and our billing partners spend half the time they used to on cleaning up bills before sending to clients. We've cut time spent on billing review by 50 percent or more."

Associates can also know in real time if they are spending too much time on tasks that clients are not going to pay for by following simple color codes. "With BillerAssist LEDES Edition, we're almost at 99 percent realization rate now, and partners can easily predict how much they will be able to collect. It solves the realization and collection problem." It also learns as it goes. "We estimate the cost of billing review at more than \$3,800 per partner per month. BillerAssist LEDES Edition goes for a very small fraction of that."

UNIQUE APPROACH BillerAssist LEDES Edition is not a billing system. Instead it integrates with other billing systems, such as Clio, Timeslips or Rocket Matter. It also allows for easy importing and exporting of data to be used in systems that do not directly integrate. "BillerAssist LEDES Edition is the only tool we've seen that is doing true LEDES code automation." It is also unique in that it provides both assisted time entry and automated bill review, including the color coding of tasks in real time to easily identify time or expense entries that are likely to be written off, enabling real-time compliance with a client's billing guidelines and drastically improving realization rates.

WWW.EFFORTLESSLEGAL.COM



BillerAssist
LEDES Edition

Keep your existing billing system We add the automation!

**Increases your firm's realization and
collection rates, decreases write-offs**

**Maximizes income through predictable
client payments**

**Substantially reduces time spent on
billing entry and review**

**Automatically alerts you for violations
of your clients' billing rules**

Fully automates UTBMS/LEDES coding

Learns from your changes

as low as

\$39/month

For Your Entire Firm!

Interested in a free trial? [CLICK HERE!](#)

EffortlessLegal®

Intelligently Increase Your Law Firm's Productivity

EffortlessLegal.com

DOXLY, INC.

HALEY ALTMAN



THE BASICS Doxly for Closings is a legal transaction management tool that accelerates the closing process by eliminating the pain points, including the creation of signature pages, and by facilitating the sending, tracking and collecting of pages. "Closing is critically important and there is so much that needs to be happening, but Doxly takes the administration out of it to facilitate closing on time."

CHANGE AGENT In a typically manual process, users collect a list of documents, open each one and create, print and stack a signature page for each signer. "There might be 10 signers per document, and it's extremely duplicative. Once uploaded, only one person might have visibility into when the signatures have come in before finally printing." Doxly for Closings allows users to enter a signature block only once and generates all the signature pages for each signer. It can handle hundreds of signature pages without any manual intervention. "You never lose sight of where you are in the process, and everyone on the team can see in real time as things are updated. We take the print and scan out of the lawyers' process."

UNIQUE APPROACH While most other transaction management products only focus on checklists and packets, Doxly for Closings backs up further to actually create all the signature pages for the user. It also saves information as more deals are completed, making the process repeatable and more efficient. "Roughly 75 percent of the time spent in the closing process revolves around creating signature pages, and 25 percent involves putting pages in stacks and executing. Our competitors focus on the 25 percent while we save half of the signature creation time and 80 percent of the execution process."

FAIRCLAIMS

EDWARD SMITH



THE BASICS FairClaims offers online dispute resolution with digital arbitration, mediation and smart analytics and case assessment tools. "It is the digital justice system of the future. Our mission is to make it easy to resolve disputes in a quick and fair manner for all stakeholders and to make it 10 times less costly."

CHANGE AGENT Instead of hiring an attorney, companies and individuals can resolve disputes themselves using FairClaims legal technology tools to provide guidance along the process with legally enforceable results. Its suite of tools includes a smart settlement engine, mediated chat and video arbitration. Users create a dispute with FairClaims, which then sends an invitation to the other side for resolution. The parties make and discuss settlement offers and counteroffers online, while arbitration involves uploading evidence and taking part in a live video hearing where the assigned arbitrator hears both sides of the story. "We employ human mediators when necessary, but many of our cases settle with just the software. Over time, that will be even more the case, especially as we can apply more data from our database of settlements."

UNIQUE APPROACH FairClaims makes it easy to resolve disputes regardless of access to legal counsel or resources while increasing access to justice. "We strive to be the most consumer-friendly and the easiest to use. We have nonlawyers building the product to keep it simple." Incorporating an AI-based automated mediation message component, FairClaims can also trigger messages suggesting offer amounts likely to result in agreement based on data from previous similar disputes. "We also have a product to help insurers figure out what to settle for."

FILEVINE

RYAN ANDERSON



THE BASICS Filevine is a cloud-based suite of case management software tools that automate each stage of a workflow to allow lawyers to handle higher caseloads with increased efficiency. It organizes and coordinates all the normal interactions and conversations of a case—emails, text messages and physical files—and stores them in the same place. “Simply put, Filevine is conversational case management.”

CHANGE AGENT Many lawyers manage cases through email, but this can be inefficient for tracking, making it difficult to assign tasks and provide adequate security. Running metrics and producing reports can also be challenging. “There are lots of reasons not to use email, so we allow things to happen in a more efficient way.” Generally catering to larger law firms, Filevine’s advanced communication and collaboration tools allow users to go directly to the matter profile to start a conversational thread and tag people with assignments directly in the application. “For example, when receiving calls from a client, users can guide them to the Activity section, and while taking the note, assign one person to handle one task and another person to respond to the client. Filevine will parse that information and automatically make assignments and set a deadline.”

UNIQUE APPROACH While many case management tools allow users to make an assignment, they usually are not part of the communication that takes place within email interactions. Filevine prevents the information from being fractured and connects everyone in the same system in threaded conversations similar to a message board. Users can see what they have assigned, and assignees can see what they need to complete. “You get the narrative history. If the to-do arose from a client phone call, we don’t separate that out. It’s all connected, and it stays all connected.”

GIDEON SOFTWARE, INC.

ELAN FIELDS



THE BASICS Gideon is an intake automation platform for law firms and legal service organizations that includes messaging and predictive analytics to help them make data-driven decisions about the leads they take on or reject. “Using conversational AI-driven bots and live chat, it qualifies leads and books meetings across all platforms. On the back end is a predictive element which assesses intake information versus prior data to help with forecasting.”

CHANGE AGENT Law firms expend a significant amount of time, effort and resources to obtain leads. However, once found, these leads are often difficult to effectively engage with. “Firms spend all this time to get potential clients to their website, but once they are there, they have to fill out a form to get a response when nine times out of 10 they would prefer texting. And then it takes lawyers two to three days to respond.” Gideon changes the way law firms engage possible clients by providing an alternate follow-up process with a messaging system that connects to its highest-potential leads in real time. Also, using its proprietary, predictive AI system, Gideon learns a firm’s preferences on case types and forecasts outcomes and expenses to allow better decisions about client selection. “We want to bring big data insights to each individual firm and attorney to support decision-making and reduce guesswork.”

UNIQUE APPROACH Gideon’s environment allows firms to create a custom messaging system that eliminates the need for online forms. “We are the first to bring a robust chatbot-building platform to market. There are others that build one-off custom bots, but we have a complete bot-building environment that is more scalable and user-friendly.” Moreover, Gideon’s predictive analytics at intake give law firms the insight they need to allocate resources more effectively.

GAVELYTICS

RICK MERRILL



THE BASICS Gavelytics is a subscription-based product that tells lawyers, in advance, what state court judges do and why. It offers a reliable and easy-to-use analytics platform providing key statistical data that helps litigators win more motions, cases and business. "We aggregate state court data from around the country and clean it up in a very rigorous process with human lawyers and artificial intelligence to discover the tendencies of judges." Gavelytics allows lawyers to customize their strategy to the judge in ways never before possible.

CHANGE AGENT A former big-firm litigator, Merrill left his practice in 2015 to start Gavelytics because he saw very few products focused on state courts. "Before Gavelytics, the way law firms would study their judge would be not at all. A new case would come in, and everyone would email around the office asking who knows the judge. Then they'd litigate, pretending to know things about the judge when they didn't." Merrill didn't see relying on rumor and anecdote as a viable strategy to analyze a state court judge. Gavelytics provides litigators with key insights into their judges' preferences about motion practice, preferred arguments and case law, bench tendencies and more. "It's changing the way litigation is done on a fundamental level. And for corporate legal departments, it helps them select outside counsel and know when to settle."

Gavelytics is also changing the way firms pitch for business. "Law firm pitches are all the same, although based on the firm's experience in general terms. Now lawyers can also say, 'By the way, we have the inside scoop on the judge, and this is exactly what our strategy is going to be.'" The technology also simplifies legal research, as it includes hundreds of thousands of state court rulings.

Some of the Gavelytics advanced tools include Motion Analysis, which allows lawyers to learn how a judge tends to rule on more than 100 different types of motions; Judicial Workload, where lawyers can discover if a judge is busier than average in that particular jurisdiction; Gavelscore, which provides insights into a judge's tendencies to rule for plaintiffs or defendants at bench trial; and a tool that analyzes how often a judge receives CCP § 170.6 filings (available in the California product). Other key information that can be accessed includes judges' contact information, high-level summaries of judges' key tendencies and a database allowing litigators to search for judges' actual trial court rulings. Analytics are also available on how arbitrators and mediators behaved while on the bench.

UNIQUE APPROACH Gavelytics focuses on state courts. "Most lawyers who litigate in state courts had no analytic solution. It's been a completely underserved market. We've sought to change that." Currently Gavelytics covers California with plans to expand to Florida, Illinois, Texas and Nevada in 2019.

Gavelytics is also especially rigorous in its approach to analytics. "You can't just scrape documents, do word searches and call it 'analytics.' You have to go well beyond the docket; we have an impressively thorough process involving human lawyer review and AI. That's different in a very important way."

The company's other differentiator is ease of purchase. Litigators can either take a subscription or individual data reports. They can buy directly or through channel partners like CourtCall. "We make it easy with any number of purchase options."

WWW.GAVELYTICS.COM



DO YOU KNOW YOUR STATE COURT JUDGE BETTER THAN OPPOSING COUNSEL DOES?

TAILOR YOUR CASE TO THE JUDGE, WRITE BETTER BRIEFS, AND WIN MORE BUSINESS BY GETTING ACTIONABLE INSIGHTS ABOUT JUDICIAL TENDENCIES FROM OUR AI-POWERED STATE COURT ANALYTICS SYSTEM.

CONTACT US TO
SEE THE CUTTING
EDGE OF LEGAL
TECHNOLOGY TODAY

Gavelytics has plans for law firms and legal departments of all sizes and case volumes.



1.310.314.0179 | info@gavelytics.com
11845 W. Olympic Blvd., Suite 750,
Los Angeles, CA 90064

GLOBAL-REGULATION

SEAN GOLTZ

Global-Regulation

THE BASICS Global-Regulation.com is a comparative search engine of global laws in English enabling full-text machine-translated searches of legislation from 95 countries. The search engine also provides real-time updates on new laws, and the company is working toward adding legislation from every country that permits access to its laws online.

CHANGE AGENT With its continually growing database, Global-Regulation.com's main impact has been in academia and with corporations, but Goltz is seeing increasing interest from law firms, legal departments and government organizations. Global-Regulation also recently launched a similar site that offers the same service in Mandarin. "What we are allowing is a search of full-text legislation in the user's language. So while you cannot take the machine-translated text into court, you can sift through the haystack and find the needle that you're looking for." Global-Regulation.com eliminates the need for translators or intermediaries, which can consume both time and resources. Users can also set any number of keywords to watch with real-time alerts via email. "Some companies are taking advantage of the service worldwide for when their inspectors travel to review technical standards or other factors for licensing." Global-Regulation.com allows them to familiarize themselves with local laws in English with respect to the regulations they need to be certified. "We are transforming the approachability of legislation anywhere for both the English market and Chinese market."

UNIQUE APPROACH Featuring a user-friendly search tool, Global-Regulation.com has a higher capacity than other services, which also may not offer machine translation. "Our ability to create the database was due to support from Google, Amazon and Microsoft through the startup program via machine translation credit and cloud services. It speaks volumes that those giants are supporting our efforts."

H5

JASON RICHARD



THE BASICS For more than 20 years, H5 has offered expert search and technology-assisted review services to help clients find critical documents in litigation and investigations. With H5 Matter Analytics, it offers its first licensed, stand-alone Relativity-integrated analytics application to accelerate review and manage workflow. Uses include email threading, near duplicate identification, name normalization and personal data detection.

CHANGE AGENT H5 Matter Analytics can quickly analyze data sets for categories of personally identifiable information to streamline the personal data detection process. Its email thread viewer can trace email communications as they flow and branch with the ability to review messages as a single stream. "The problem with a document-centric review approach is that it doesn't capitalize on the power of data structures. It might be 100 emails, but it's really one conversation. So, we've taken more of a data-centric approach." Data is organized and presented in context while reducing the set of content to review. "We can compress email content review by approximately 80 percent, significantly accelerating review."

UNIQUE APPROACH With so many e-discovery options on the market leveraging available legal technology, H5 chose to focus on the most widely used capabilities. "If you look at adoption rates of analytics features, nearly 80 percent of the work is concentrated in only a few functions, and we are laser-focused on making those more effective in a way that acknowledges what organizations find most useful about analytics technology and making it better. It's all about improving email threading and review prioritization."

INTEGRA

DAVID FISHER



THE BASICS Integra Ledger is a blockchain-based integrity and security utility for global legal data. Already being built into legal software to add trust and security to existing systems, its infrastructure makes data more secure and productive. "Integra Ledger is a new foundation for data security, privacy and integrity for all of the world's legal software and legal data."

CHANGE AGENT Many law firms and legal departments currently operate with their own technology. "Some are using the cloud, but a significant amount of legal data is siloed within law firms." Integra Ledger connects and reconciles that data to improve data interchange between corporate legal departments and law firms. "Even with the cloud, there's always a risk. So we apply blockchain technology to data wherever it lives." Integra Ledger utilizes blockchain technology to confirm the authenticity of contracts and contract status and improves the security and privacy of documents and contracts across boundaries. There is also an encryption component that can be integrated directly within existing email platforms. "Today, 90 percent of email isn't encrypted because there is no standard. A universal infrastructure like blockchain means a secure interchange without providing a new layer. Because we're built into software, in the next year or two, people will be using the software and getting the value without even knowing it."

UNIQUE APPROACH Instead of focusing on new applications and software, Integra takes a deep-level infrastructure approach to build into existing systems. "We are not providing new blockchain offerings but instead the infrastructure for others to use." Integra differs from a public blockchain because it is an enterprise blockchain infrastructure with no association to cryptocurrency. "We are trying to create a foundational platform that can be exploited by incumbents or new technology."

KAYLYN GROUP

FRED FREEMAN JR.



THE BASICS Legalosity is an algorithm-based career management platform where legal professionals can create a profile and investigate opportunities anonymously. For employers, it automatically finds, matches and approaches candidates with competitive comparisons and compensation estimates for each position. "Legalosity acts as an advisor for talent and, on the other side, a headhunting tool for employers."

CHANGE AGENT As an e-discovery manager, Freeman was frustrated with the hiring process and built Legalosity to ease the candidate selection process. "Sometimes I would get 150 candidates, and it was hard to see who fit." Legalosity's AI-based headhunter helps employers save time and money by pushing forward candidates that fit the position based on answers in the profile. For talent, Legalosity helps candidates understand their market value through data analytics and presents new opportunities anonymously. Candidates can apply under four categories: attorney, litigation support, paralegal or secretary. Legalosity matches a candidate's anonymous profile with various openings and a request for full access is sent for each opportunity. "Identities remain hidden because not everyone feels comfortable with recruiters and some are comfortable in their jobs. You can be a passive or active candidate."

UNIQUE APPROACH Legalosity provides a safe place for candidates to investigate opportunities and find their market worth anonymously without recruiters or spam. For employers, Legalosity offers unlimited candidates, jobs and hires for a subscription price. "Some of the tools currently available are helpful, but they are priced like a recruiter—usually 10-20 percent of the first year's earnings." Legalosity also allows employers to use real-time, data-driven metrics to compare each candidate against the market to help find the best fit.

LAWVU

SAM KIDD



THE BASICS LawVu is a cloud-based legal operations platform that combines matter management, vendor management and contract management in a single connected application. Its most popular feature is the combination of the intake process and contract management in one central location.

CHANGE AGENT LawVu's primary focus is solving problems for in-house legal teams. Kidd believes they have never had any purpose-built legal technology and were usually given enterprise document management or contract management systems built for sales teams or other groups. LawVu streamlines the legal department and allows legal professionals to control the data set and how they interact with clients all in one platform. LawVu also makes the legal process more transparent and simplifies access to it. "From clients to outside counsel, it all happens through LawVu. We talk matter management, but when we show them our version of matter management, our clients say they have nothing like it. That's been a massive change, especially when working with outside counsel, so they can see who is working with whom and how it's been handled to make more strategic decisions about the work."

UNIQUE APPROACH LawVu invested a significant amount of time into creating its intuitive user interface. "That hasn't always been a priority in the past. Most systems are stuck in features and the complexity of legal work. We focused on simplicity, and it's one of the first systems where people say, 'Wow, this looks amazing!'" LawVu provides an easy-to-use, comprehensive user interface to access contract review and send documents seamlessly, all while connecting them to a custom solution that can integrate with existing systems and legal technology already in use.

LEGALRFQ

DAVID M. GROSS



THE BASICS LegalRFQ.com is a web-based request-for-quotes platform that provides a low-cost, simple-to-use mechanism for attorneys to connect with companies and individuals actively seeking legal services. "Those seeking legal services simply fill out a form with their fact pattern or issue and submit it, and they are done. Members of the site then receive an email notifying them of new projects and any pertinent details. If interested, they log in, review the details and then submit their quote for said work."

CHANGE AGENT LegalRFQ.com broadens a lawyer's or law firm's marketing by connecting them with potential clients they may not normally find. It offers an alternative to implementing broad-based advertising—which can be expensive—and it directly targets those in need of legal services. Users post their projects without identifying information with law firms submitting their quotes. After reviewing the quotes through LegalRFQ.com's client portal, users can decide whom to interview further. At that time, LegalRFQ.com is no longer part of the conversation. "On the commercial side, you may have a CFO or CEO of a midsize firm who has a specialized legal need. LegalRFQ.com affords this individual an expedient method to find that talent." For law departments, it offers a cost-effective method to expand their roster of outside counsel with an RFQ process that can be implemented immediately.

UNIQUE APPROACH LegalRFQ.com provides a streamlined mechanism for commercial and individual consumers to connect to attorneys. In turn, it allows lawyers and law firms the opportunity to build their client base. "LegalRFQ.com is a connector. It provides a level playing field for all parties involved, giving them the freedom to choose."

LEGALSERVER/HOUSTON.AI

IV ASHTON



THE BASICS Named after the famed civil rights attorney Charles Hamilton Houston, Houston.AI is a stand-alone platform that provides a series of web-based tools connected by API. The tools include services leveraging machine learning and AI that lawyers and nonprofit legal aid agencies can use to perform many of their routine daily tasks, freeing them to focus on the legal needs of those who are unable to afford attorneys.

CHANGE AGENT Ashton believes there is a barrier between people who need legal assistance and those who can provide it. "But not every human can talk to every human." Comprised of a series of micro services, Houston.AI creates multiple channels for acquiring and transferring information and knowledge and routes them efficiently. For example, if a client describes an issue where a landlord has asked this person to move out, the client may be unaware of the legal issues involved and how to go about finding the right resources to resolve these issues. "With Houston.AI, the information is made available possibly within legal aid agencies, court websites, law firm websites and even social media. It is not limited to one platform." After a scenario is typed in, Houston.AI responds with more questions that eventually lead to the appropriate resources. "The point is that the entry point can be anywhere, but the engine that controls it is in one place."

UNIQUE APPROACH Houston.AI uses legal technology to help lawyers aid those who cannot afford attorneys. "There's not a ton of tech out there that focuses on this, but many of the groups in our space are building a website to solve that problem. We are instead building an exchange that requires a lighter touch."

LEGALSIFTER, INC.

KEVIN MILLER



THE BASICS LegalSifter helps legal professionals read and draft contracts and gives in-context advice on the terms and conditions using artificial intelligence, all in under two minutes. It allows legal departments to quickly and confidently process contract reviews and enables law firms to "put their brains inside a box and sell it to their clients."

CHANGE AGENT Contracts are consistently painful to read and negotiate and often involve too many people or only a single person. For organizations with too many involved, LegalSifter gives them the option of taking steps and people out of the equation. And for organizations with only a single person reviewing contracts, it gives them additional support and an extra set of eyes. "LegalSifter allows you to sift before you sign." Law departments benefit by processing contract reviews faster and with greater confidence, and in-house counsel can "put their brain into LegalSifter" and give users advice before signing a contract. Law firms can do the same and also sell it to their clients while offering self-service or partial service. "Law firms currently sell services, but with LegalSifter they will be able to sell subscriptions. We give law firms a way to make money while they sleep by putting their brain in a box and selling software."

UNIQUE APPROACH LegalSifter's hybrid use of machine learning and natural language processing technology allows it to work with law firms by co-branding products and letting the firms resell it. "So the technology itself is differentiating. We have the ability to work with law firms in a way that nobody else does."

LEXSHARES

JAY GREENBERG



THE BASICS LexShares is a commercial litigation funder that makes investments in all types of legal claims from litigation boutiques to Am Law 50 firms. It uses the Diamond Mine technology platform to source and identify legal claims in need of funding.

CHANGE AGENT Originally, LexShares relied solely on inbound channels to finance deals. Instead of being reactive, LexShares decided to take a proactive approach to seek out opportunities and originate deals. Rather than identifying opportunities based on relationships with firms, as funders typically do, LexShares made the decision to employ a technology-based process for business development. Pulling from a federal sourcing module and various individual state modules, Diamond Mine downloads the complaints, normalizes and distills them into raw text and runs a 17-point algorithm to assign scores to determine investment potential. With this score, the business development team interfaces with the platform to make outbound contact with litigants to gauge their interest in funding. In 2018, Diamond Mine uncovered nearly 500 cases seeking more than \$500 million in financing. "It's a tool everyone on the team can use to identify opportunities. Now 80 percent of deal flow comes from Diamond Mine-related opportunities."

UNIQUE APPROACH While relationships with partners in law firms drive most funders' deal origination, LexShares' primary mechanism is technology-driven. "We are the only commercial litigation funder using tech to originate deals. We can find opportunities that others are completely unaware of." While Diamond Mine speeds the process of sourcing potential deals, Greenberg is quick to point out that legal teams and those who underwrite the investment still make the final investment decisions.

MONAX INDUSTRIES LIMITED

CASEY KUHLMAN



THE BASICS The Monax Platform is a blockchain-based contract life cycle management solution that allows companies and legal professionals to track their obligations in an environment that is neutral to the parties. It automates the performance of the obligations through smart contracts while keeping all transactional data tamperproof and confidential through the use of a blockchain-based engine.

CHANGE AGENT The Monax Platform allows companies to design a model with the flow of legally relevant events during the contract process and graphically monitor and control the execution of the contract throughout its life cycle. "Companies currently don't have the ability to track on a process level what was agreed to, performed or what the delta is." With the Monax Platform, companies can define contractual templates in any document assembly language and marry those templates with a graphical process based on the Business Process Model and Notation (BPMN), an XML standard for defining models. "A company builds two process models: formation workflows to track before the contract has legal force and execution workflows for after it does." The resulting template can be used by any business user to track contracts by entering the platform, filling in the blanks and hitting go.

UNIQUE APPROACH The Monax Platform allows for cross-company authentication and neutral substates by all companies who operate within the Agreements Network—the open source, universal blockchain co-founded by Monax. "It puts it in a manner that previous generations couldn't have. For example, if we at Monax were to go away, the data would still exist within the context of the Agreements Network in the blockchain environment managed by a broad ecosystem of participants rather than a single company."

MPLACE INC.

ADEN AND CALEB KING - CO-FOUNDERS



THE BASICS Mplace is a mobile platform that uses a vetted, verified database of legal professionals to help law firms and legal departments meet legal staffing needs. Mplace reduces the time of hiring freelance talent while increasing transparency. "It is, in essence, a digitized playbook that leverages the cloud and clustered servers to engage today's workforce via an app."

CHANGE AGENT Mplace's AI-based recommendation engine offers roles to legal professionals in real time. "Traditionally, when a freelancer gets contacted by an agency, there's a lot of back and forth." With Mplace, the client sends an alert to a professional already preselected for a project and provides project details that can be reviewed in real time to immediately decide whether to accept or reject an offer. Mplace's automated conflict manager prescreens the professional's profile and automatically handles the client-specific paperwork so the freelancer can immediately start on projects. When the project ends, Mplace's two-way rating system completes the process. "It's all built on a playbook. We've basically codified a training manual. We allow the recruiters to focus on the people that are accepting, not the false positives. It's also good from a compliance standpoint because the manual is coded in."

UNIQUE APPROACH Mplace was built from the ground up, "so without groupthink," and is also available as a white label solution for other staffing companies. "Because we are so fast—vetting and verifying in five minutes—people can staff projects later in the process. In legal, there are so many false starts with many wanting to wait for the last possible minute, and if the recruiting team needs too much time, they often start to staff projects they don't even have yet. We solve that." Mplace enables employers to assemble teams of vetted legal professionals with increased efficiency, reliability and transparency.



PUT YOUR LAW DEGREE TO WORK IN OUR TALENT MARKETPLACE

Mplace's mobile platform facilitates open and direct communication between clients and project professionals.

**OUR TEAM HAS A DEEP HISTORY IN LEGAL STAFFING AND
THROUGH MPLACE, WE HAVE INVENTED A NEW WAY OF MEETING
YOUR LEGAL STAFFING NEEDS.**

AUTOMATED VETTING AND VERIFICATION - MODERN APP BASED COMMUNICATION
WITH READ RECEIPTS - BIDIRECTIONAL RATING

Real Projects. Real Offers. Real Time.

Contact Us: info@mplace.io

MYSTACKS, INC

TUCKER COTTINGHAM



LAWYAW™

THE BASICS Lawyaw is a cloud-based document automation platform that enables legal professionals to draft legal forms more quickly and accurately. It is particularly useful for nonprofit legal aid groups with limited resources, allowing them to help a greater number of clients access legal help.

CHANGE AGENT As an attorney, Cottingham worked with a partner with a Ph.D. that specializes in language understanding to develop Lawyaw to intuitively help streamline the document creation process. With thousands of court forms and a federally compliant electronic signature tool, Lawyaw can easily create a stack, including government forms and personal templates, and populate it easily. "For users, this enables collaboration in a sort of closed universe to generate documents." The platform allows users to hand off work with an existing model, making it easier to train and collaborate with junior attorneys, paralegals and assistants. Lawyaw turns around documents faster with fewer errors, reduces the risk of errors, standardizes documents and makes the entire process more efficient. "Lawyaw enables legal professionals to draft documents faster and more accurately so they can focus on the parts of the work most important to the client."

UNIQUE APPROACH As a cloud-based system, Lawyaw can be accessed and used from any PC or Mac. "Historically, documentation automation has been cumbersome and complicated due to the requirement of coding your documents. You need to either learn syntax or pay third parties to insert strings and modules. So most firms shy away." Lawyaw simplifies the process with an easy-to-use interface that allows anyone to turn documents into templates in a few minutes. "It's the only one that's truly cloud-based, which means the entire software lives in the cloud, not just the form, which is important."

NETDOCUMENTS

MARK SALAMON AND DAN HAUCK

netdocuments®

THE BASICS NetDocuments is a provider of cloud-based content management systems that has been in business for more than 20 years. ndThread is a collaboration and matter-based management messaging tool built within the NetDocuments platform. "ndThread is an acquisition from ThreadKM that reduces the number of emails and also makes it easy for new lawyers to get up to speed. It is also a document annotation tool that creates a context-specific place to comment for multiple users without the need to check out the document," said Salamon.

CHANGE AGENT One of the big challenges for legal professionals is managing the volume of email and other communication that comes through on a daily basis. NetDocuments seeks to reduce the number of emails to improve overall management of communications. "A conversation that used to start with a message to five to six different people resulting in a chain reaction of email replies can create frustration. Messaging brings it down from dozens to none, because it's contextualized inside the matter," Salamon explained. The matter-based, threaded conversations and global and contextual document annotations allow for real-time discussions in a style that is already familiar to those who use texting or social media. "So it moves the pendulum back to that personal connection and interactivity that you don't get with email."

UNIQUE APPROACH Both lawyers, Salamon and Hauck focused on aligning ndThread with existing workflows. "Law firms don't like to bring on other applications to their paradigm. ndThread is a messaging app for the legal industry and the way they work," added Salamon. As an add-on to existing NetDocuments customers, ndThread features are incorporated within the NetDocuments platform eliminating the need to create new documents. "We bake the conversation right into the document management so they can see the conversations and documents at the same time," Hauck concluded.

ONIT

RYAN KINSEY AND MARK ELFMAN



THE BASICS Legal Hold 2.0 helps law departments issue legal hold notifications and manage custodian acknowledgments. It offers a quick and cost-effective way to automate processes and reduce risk. Legal Hold 2.0 can stand alone or integrate with Onit or non-Onit solutions to tie them with legal matters.

CHANGE AGENT Legal Hold 2.0 offers an efficient and cost-effective automating of processes to allow legal professionals to concentrate on more strategic tasks. "We are unique in that we can bring people to the work at the right time when it needs to get done and then get them back out of the system," said Ryan Kinsey. With Legal Hold 2.0, team members have real-time access to collection requests and can see which actions are issued, in progress or need their immediate attention. Moreover, it creates dashboard views so in-house teams can see when a custodian leaves an organization. "It is workflow oriented, so it's all about getting to the right people at the right time."

UNIQUE APPROACH Legal Hold 2.0 removes the need for the human data entry specialist required in heavy database-backed solutions. Also, unlike many others, Onit doesn't charge by user or license. "We took the approach when we launched Onit not to be an impediment to work getting done. We never wanted users to call us just to add more custodian licenses," Kinsey explained. Legal Hold 2.0 was also not developed through coding as making changes with coded, database-backed systems can involve additional costs and time to implement. "With Onit it takes hours and days, not months—and you can do it yourself if you want. It can grow with the clients, and they have the keys to the system."

OPEN LAW LIBRARY

DAVID GREISEN



OPEN
LAW
LIBRARY

THE BASICS The Open Law Platform is a cloud-based, automated XML-based tool that assists governments with drafting, codifying, amending and publishing their laws in digital native format. Its mission is to make all laws accessible to citizens in a digital format. Currently used by state and local governments, the Open Law Platform plans to expand globally.

CHANGE AGENT Many governments lack the tools to make laws accessible to citizens in digital format. The Open Law Platform provides them to create accessible and easy-to-use websites that are available to the public with no additional charges. It helps governments draft their laws, fix errors based on their style guides and automate future processes. For example, codifying laws in the U.S. often involved a time-consuming and manual process that took months. The Open Law Platform eliminates the copying, pasting and following of manual instructions through automation and allows for faster publishing of laws with fewer errors. "Because it's such a slow and expensive process, it can hamper a government's ability to provide access to residents. We are trying to make that cost-effective for all jurisdictions to publish for free to their public." Once the digital laws are official, the Open Law Platform provides a UELMA-compliant solution for preservation and permanent access.

UNIQUE APPROACH As a nonprofit, Open Law Library is committed to not charging the public for access to any laws. "Many for-profits will start with that commitment, then slowly move away from open access." To further improve accessibility, it makes laws available in XML, HTML and PDF formats. The Open Law Platform's drafting tool also helps governments draft more accurate laws from the start. "We make it easier for governments to put out the highest-quality laws with fewer resources."

PALADIN

FELICITY CONRAD AND KRISTEN SONDAY



THE BASICS Paladin is an enterprise SaaS pro bono platform that streamlines the staffing, management and tracking of work. It is a visual and data-driven system designed to optimize engagement and improve the reporting process. "Its mission is to streamline pro bono programs and increase access to justice," explained Conrad.

CHANGE AGENT Paladin was born out of Conrad's experience as an attorney and the absence of software that supported the work of attorneys, legal support staff, pro bono coordinators and legal service organizations. "We wanted to take it from an Excel and Word document process to a modern, streamlined solution across organizations to ensure collaboration and enable people to do higher-level pro bono work. We help legal teams increase their impact rather than focus on administration," Conrad elaborated. Paladin centralizes pro bono intake by aggregating and tagging cases in a single view. It prevents bottlenecks and increases engagement with targeted automated distribution, so the right attorneys get the right matters at the right time. Moreover, Paladin increases visibility into a pro bono program by tracking real-time participation and offering more robust impact data. "A lot of firms and companies track hours and engagement numbers, but we want to know what impact they're having with those hours," said Sonday.

UNIQUE APPROACH While other pro bono products focus solely on reporting or one-to-one volunteer matching, Paladin helps teams throughout the entire life cycle from staffing to management to tracking. "We are the first holistic solution. There are not many organizations with access to justice technology, so there is a lot of room for companies like Paladin to grow," said Conrad. "We think we are the first public benefit corporation in legal technology," added Sonday. "Success means increasing access to justice while building a sustainable business. Hopefully, we're the first of many PBCs."

PERSUIT

JIM DELKOUSIS



THE BASICS Persuit is a cloud-based solution that offers an RFP bidding platform for in-house legal teams to receive competitive pricing from their panel law firms. "Law firms essentially compete by submitting competitive prices for the work needed based on the parameters."

CHANGE AGENT Persuit automates the management of RFPs. Clients want multiple proposals to obtain true market pricing from their panel law firms and move away from hourly billing by scaling alternative fee arrangements. However, despite a legal spend of tens or even hundreds of millions of dollars, many in-house legal teams continue to use a manual process when seeking competitive pricing. They typically create a Word document, send this to panel firms, receive proposals and enter the data into a spreadsheet. "We wanted to get in-house teams to manage that spend in a streamlined, automated way so they can have oversight of all outside counsel engagements, know what prices are coming in and know that they are competitive." Law firms also have the option to revise prices to increase their rankings on the system. Persuit is changing the relationship between in-house counsel and outside counsel by providing a level of competition and transparency around market pricing. "It gives in-house teams an easy way to move away from the hourly rates and achieve fixed pricing or other AFAs every time they go out and retain outside counsel."

UNIQUE APPROACH Persuit brings automation to what has traditionally been a manual process. "The only other competitors are the enterprisewide procurement platforms that are typically designed for buying widgets rather than legal services." Persuit streamlines and automates the RFP process with an easy-to-use intuitive platform designed by lawyers for lawyers.

PING INC.

KOUROSH ZAMANIZADEH



THE BASICS Ping is an automated timekeeping and billing solution for law firms that automatically builds time sheets for lawyers and analyzes time data for the firm. "It not only improves the quality of life for attorneys but also results in a 13 percent revenue lift. Ping provides more accuracy, cleaner data and a higher realization rate on the back end."

CHANGE AGENT Two of Ping Inc.'s founders are lawyers who believe timekeeping is one of the most frustrating aspects of the industry. Ping was designed to allow lawyers to focus more on their work and less on the administrative portion. "We call time the 'atomic unit' of a law firm. It is its lifeline. So by automating the timekeeping and billing, lawyers would work like they normally do, but instead of creating a time sheet at the end of the day or month, it's assembled for them in real time." Ping Inc. studied tech stacks for the largest law firms in the world and built deep integrations into its solutions. Phone calls and emails appear on time sheets automatically tied to matters. Detailed information is also provided on how much time was spent not only on what document but also which clause. Ping tracks only the websites used for work and can differentiate personal from business emails to include just billable work.

UNIQUE APPROACH Ping leverages machine learning to categorize timekeeping and billing by personal versus business. Client and matter numbers from the body of a text prepopulate narratives about what lawyers actually do. It also features an intuitive user interface in a single application without the need for numerous modules and is designed to be plug and play. "It doesn't take six to nine months to deploy. Ping takes a week with only 10 minutes needed for training. That's important to us as we plan to scale."

PREMONITION

TOBY UNWIN



THE BASICS LitigationScan™ is a case monitoring system that analyzes the courtroom performance of lawyers to help clients select better representation. "It basically triages cases or claims, tells you if you have a problem such as a tough judge or opposing counsel and offers the top ten best-performing lawyers for each case, as well as the top ten within the company's current panel firms."

CHANGE AGENT Most corporate law department case management systems do not even have fields to enter outcomes. With more than 1.3 million lawyers, it is difficult to know if the one hired is the right person for the case type and judge. "For example, if you call your firm and ask for their best person for a contract case in front of Judge X in Orange County, Fla., they wouldn't know because they don't keep score." LitigationScan moves hiring from a relationship-driven process to a metrics-driven one and identifies the top ten best-performing lawyers for each case, as well as the top ten within the company's current panel firms. "We have one client that was getting a 70 percent win rate, but they could have improved that to 96 percent if they had focused more on what lawyer they were getting. The client said she didn't even know people on the list generated by LitigationScan, but that's the point—she wasn't being told who the best was."

UNIQUE APPROACH While there are more than 80 providers that work with legal analytics, the largest still only use the federal PACER system which accounts for less than 2 percent of cases. "LitigationScan is just one of our products. We are bigger than everyone else combined jurisdiction-wise. We cover 87 percent more than TR, Bloomberg and LexisNexis."

QUOVANT

TOM GAUDREAU



THE BASICS LegalBill is a SaaS-based solution that is now available to corporate legal operations teams for matter management and spend analytics. The solution is targeted to the small to midsize legal team and is specifically designed to be easy to use with minimal onboarding effort.

CHANGE AGENT Quovant has a 26-year history of providing a managed service for legal spend analysis to some of the most recognized brands in the world, including 10 percent of the Fortune 100. Acting as an extension of their clients' risk or legal teams, Quovant's professionals work closely to identify ways to increase efficiencies, compliance and transparency. "The company's long history also allows us to leverage years of analytic tools and business intelligence." LegalBill, the company's self-managed product, is designed by legal professionals for legal professionals. Featuring an automated compliance review engine, modern design and insightful analytics, it gives users better visibility into their legal spend.

UNIQUE APPROACH Within the wide variety of solutions available for legal spend management on the market, most tend to be enterprise-specific and highly configurable, often making them difficult to implement and use for smaller organizations. Gaudreau believes LegalBill makes the entire process much simpler. "During development, the thought process was to select and streamline a set of features and functionality appropriate for small to midsize companies. LegalBill delivers everything you need and nothing you don't, providing a simple, effective solution that meets budgetary needs."

SOFTWARE TECHNOLOGY, LLC

DAN BERLIN, BRUCE POLICKY AND CHRIS AMES



THE BASICS Kurent is a cloud-based billing solution designed for solo to midsize law firms which typically do not use or want to pay for more elaborate practice management features. "We've found that most solos really only care about entering time, creating and sending bills and getting paid as soon as they can. Kurent is a quality billing program that can assist solos at a great entry price," said Berlin.

CHANGE AGENT Kurent offers solo to midsize firms an affordable, easy-to-use, cloud-based billing system to track time, create invoices, manage trust accounts and get paid on any device—all without extraneous practice management features. "We've been doing this for 40 years and have taken that knowledge to create a high-quality solution giving clients what they want in a quick, electronic format," elaborated Berlin. Kurent allows clients to see the bill, pay quickly and provide the details. Its goal is for neither the firm nor the client to spend much time with billing. "We've found that there are tens of thousands of small firms that still do manual billing, using spreadsheets and old legacy desktop products or cloud products not designed for law firms. Most cloud products try to do too much, and that's why we didn't clutter Kurent with practice management."

UNIQUE APPROACH Kurent was designed without the complexity of practice management features to give solo and small firms a basic, cloud-based billing solution accessible from any device. "This is simple, streamlined and designed to help legal professionals do what they want in just a couple of clicks," added Berlin. "It's designed and tailored for a small firm that wants to practice instead of spending its time billing."

TALI

MATT VOLM



THE BASICS Tali is a virtual timekeeping assistant that leverages conversational technology powered by Amazon Alexa to allow attorneys to automate their timekeeping using voice technology.

CHANGE AGENT Volm's initial interest in automating the timekeeping process stemmed from watching his wife's timekeeping process. Like most attorneys, she tracked in six-minute increments, jotting down times on post-it notes and collecting them over the course of a week. She would then spend a few hours manually entering the data. "It's what many attorneys do, so if you don't have good data or rely on memory alone, you'll lose time and spend hours filling out forms to enter into a billing system." Tali eliminates these pain points by allowing users to use simple voice commands to log time. For example, the voice command, "Hey, Alexa, tell Tali to log 12 minutes for upcoming litigation," will then prompt Tali to ask which litigation to log it for. Tali's built-in integration also allows users to sync to their existing billing system.

UNIQUE APPROACH Volm believes the majority of current solutions fall into one of two camps, neither of which uses voice technology: a manual system, either mobile or desktop-based, that involves filling out a form or a completely automated system where a time sheet is given at the end of the day. However, many lawyers do much of their work away from their computer and aren't always able to log everything. "And because they don't receive the time sheet until the end of the day, many have to sift through notes and fill in the gaps manually which can take more time than starting from scratch." Tali offers an always available, virtual timekeeping assistant that is not completely manual. "We are meeting in the middle."

TIME MINER, LLC

PIERCE SCHUBERT



THE BASICS Time Miner is an app that creates billable time entries by automatically finding calls, text messages and emails on a smartphone to allow lawyers to go about their day talking and texting without the need for a scratchpad for tracking time. "If you've added your client into the app, it goes through your calls, texts and emails, notes the duration and multiplies on an hourly rate."

CHANGE AGENT While meeting his lawyer for dinner before launching Time Miner, Schubert noticed he had to leave to take a client call and returned 20 minutes later only to email himself to remember the call. He would additionally have to enter his time into billing software at a later date. Schubert asked how much time he thought he was missing, and the lawyer answered that it was more than he liked to admit. For legal professionals who do business on their smartphones, Time Miner eliminates these pain points by mining for calls, texts and emails automatically and enables them to capture time that is typically lost. Schubert knew that lawyers needed to communicate in ways that were client-friendly. However, he also believed they were missing out on significant billable time. "These 'point-ones' can add up, especially if you are billing at \$400 or more an hour. That's where Time Miner comes in. You don't have to rely on the human element. It mines your smartphone interactions and puts them in a nice report for you."

UNIQUE APPROACH Typical timekeeping software with mobile capabilities requires users to activate how time is entered. "Maybe a pop-up will appear and ask you how to enter it. Humans still have to put in something." Time Miner completely automates the process by creating time entries for activities users are too busy to record.

THOMSON REUTERS

MIKE DAHN

Thomson Reuters Westlaw Edge™

THE BASICS Westlaw Edge is an AI-powered, online legal research service that features a full suite of research tools to help legal professionals and researchers provide quick, accurate answers to their clients through its next generation of legal search, litigation analytics and citator. "The newest version of Westlaw is designed to help researchers do their work faster, provide new insights into litigation matters and reduce risk."

CHANGE AGENT Westlaw Edge leverages AI built on more than 100 years of attorney-edited annotations to bring four major components to its newest version. Its KeyCite Overruling Risk citator flags bad law that traditionally has not been flagged by citators. "Citators typically have required an explicit reference from a higher court to a lower court to assign a flag, but often there are other cases in the jurisdiction that state the law the same way as the case explicitly invalidated by the higher court. Those cases are just as invalid but traditionally would not be flagged." KeyCite Overruling Risk finds cases that have been implicitly invalidated for the first time. "Our attorney editors worked closely with our research scientists at the Thomson Reuters Center for AI and Cognitive Computing to train a system to identify the invalid cases but leave alone the ones still perfectly valid." The WestSearch Plus search engine helps researchers find authoritative legal answers faster and more efficiently. "The new search engine not only brings back documents but also looks across the language in all the documents to call up the most responsive text for questions." Westlaw Edge's Litigation Analytics tool offers insights about judges, lawyers, firms and case types. It helps answer questions about how judges ruled on similar cases, what experience opposing lawyers have or how likely it is an opponent might settle. Litigation Analytics covers more dockets with improved filters to allow attorneys to save time in providing data-driven insights to their clients and build stronger case strategies. Lastly, with the Statutes Compare and Regulations Compare tool, legal professionals and researchers can instantly view the most recent changes to a statute or federal regulation. "We've integrated AI into the research tools with our biggest investment since 2010 when WestlawNext was released."

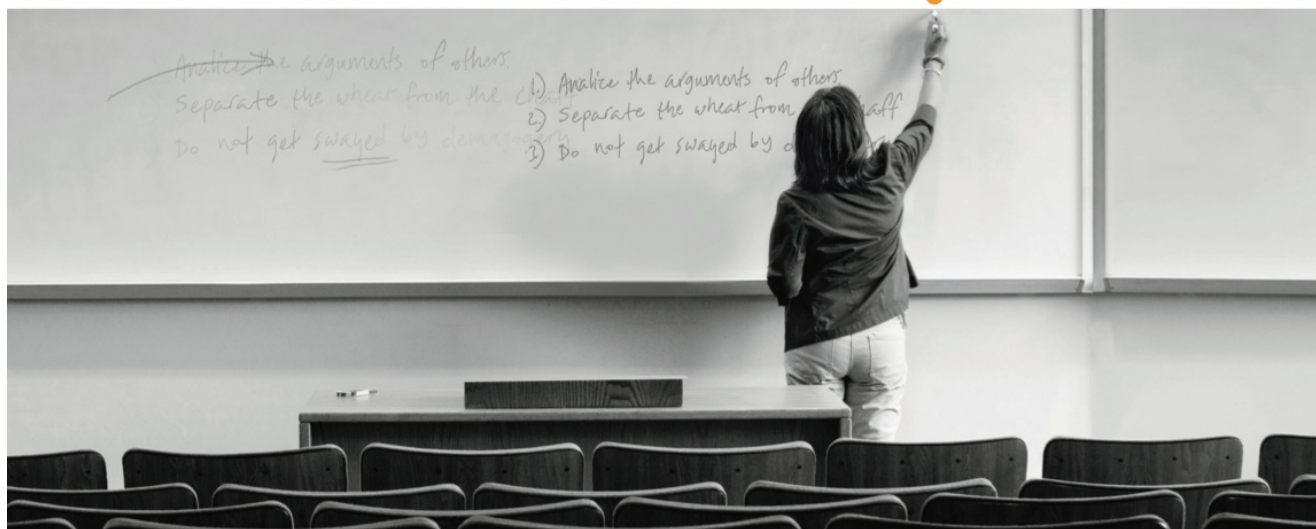
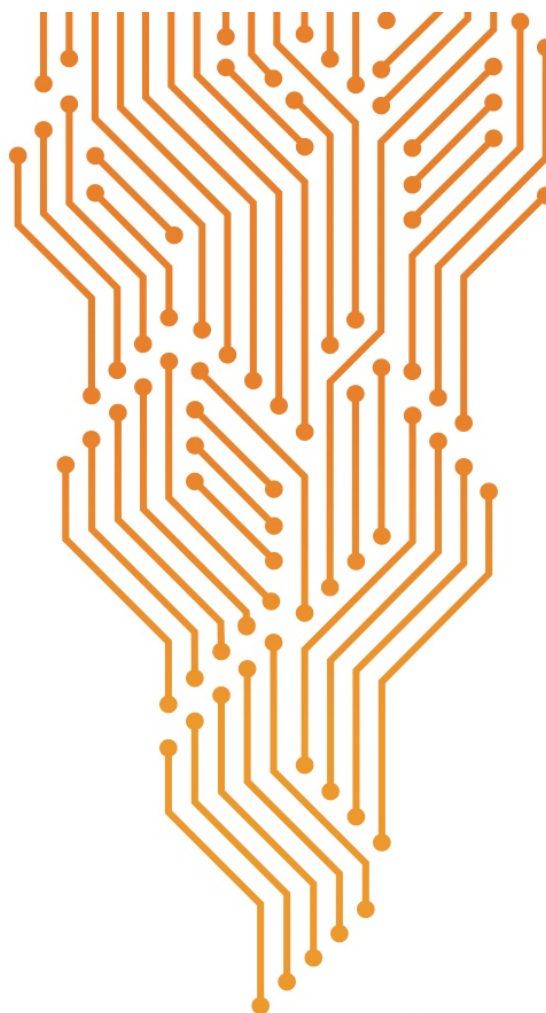
UNIQUE APPROACH Westlaw Edge's new class of citator moves beyond explicit citations and now warns researchers about laws that have been implicitly invalidated for the first time. "It's a whole new class of citator. Our analytics are covering more state and federal dockets and with greater granularity—e.g., subtypes of motions." Moreover, WestSearch Plus allows legal professionals and researchers to get better predictive research suggestions to help find the exact text for the answers they need. "We've expanded quite a bit the ability to bring back not just the right documents but also the most responsive text for a research question across the entire document set. Other products are doing that for a smaller set of questions. We do it for thousands of types of legal questions." The new Westlaw Edge enhances client responsiveness and quality work product by integrating AI with the experience and knowledge of modern lawyers, law firms and legal departments.

WWW.THOMSONREUTERS.COM

Artificial intelligence now has a few thousand law degrees.

Introducing WESTLAW EDGE™. The most intelligent legal research platform ever.

WESTLAW EDGE



WestlawEdge.com

The intelligence, technology and human expertise
you need to find trusted answers.



the answer company™

THOMSON REUTERS®

TRIALLINE

TRAVIS LUTHER



THE BASICS TrialLine is a collaborative, customizable and interactive timeline tool for lawyers who want to visualize information in their cases and communicate it in a more convincing and compelling way.

CHANGE AGENT Already creating timelines for his wife, a personal injury lawyer, Luther wanted to build an efficient system that attorneys could use on their own. TrialLine securely moves large case files from binders and stacks of paper to a document management platform that allows attorneys to see events in a visual timeline—and in relationship to each other. Users can create multiple views with filtered categories and customizable color codes to see how one event impacts others. “For example, in a personal injury case with preexisting conditions, you can show the intensity of medical treatments taking place after the case injury. Or, in an employment case where you can show the point a woman filed a complaint about harassment, you can see the negative impact in terms of vacation requests or other work-related benefits, while demonstrating that there was no flurry of activity against her before the complaint.”

UNIQUE APPROACH With many competitors still using the same PC-based platforms from more than 15 years ago, TrialLine is a clear advancement with a cloud-based SaaS platform cross-compatible with PCs, Macs, iPhones, iPads, Android and more. “You can create different views of a timeline and share it via a mobile device with other lawyers, experts, doctors and other collaborators anytime anywhere. They don’t need additional software—just send them a secure link.” Users can add notes and comments to form a catalog of thoughts, questions and concerns through the case. TrialLine is also a powerful courtroom tool that attorneys can use as a task and information manager to handle cases in a visualized collaborative, interactive form.

TURBOPATENT

TRACY CAMPBELL

TURBOPATENT®

THE BASICS TurboPatent specializes in IP automation and created SmartShell to streamline the process for legal professionals to respond to Office actions. It increases efficiency by allowing them to take an Office action from the USPTO, extract the data, detect issue statements using artificial intelligence (AI) and optical character recognition (OCR) and drop them into the attorney’s preferred template style.

CHANGE AGENT Experienced legal professionals typically spend up to two hours cutting, pasting and reviewing each Office action. By combining predictive analytics, natural language processing and AI, SmartShell streamlines the process, particularly for the paralegals and legal assistants that usually perform these tasks manually. In automating the generation of Office action responses and providing timely analytics, SmartShell decreases the potential for human error and, at least in one case, increases productivity by 5X, enabling staff to work on more critical tasks that require their expertise. “The Office action will frequently come from the USPTO as a PDF attached to an email which needs to be OCR’d and then manually copied and pasted into the response.” SmartShell uses OCR fine-tuned for Office actions that automatically rolls over the status indicators and cleans the markup.

UNIQUE APPROACH SmartShell provides a high level of customization that even allows the inclusion of boilerplates. Along with the shell, users get five additional documents: examiner statistics cited art bundle with pinpoint references, OCR-converted Office action, a customizable client letter and prepopulated IDS form. “SmartShell delivers a great deal of value beyond the custom templates by providing a significant reduction of errors and greatly increasing productivity.”

VIGILANT

MIKE PHILLIPS



THE BASICS Vigilant is an online public records search platform that integrates live search and monitoring from thousands of sources. "All searches are completed in real time with an ongoing monitoring solution that provides new records via email. It also works with financial institutions to stay in compliance with regulators."

CHANGE AGENT The increasing volume of public data and public records information online is usually isolated in various databases, making it difficult for researchers to access and monitor. "Outside of our platform, a lot of these are manual. You have to go and search each data source one by one." Vigilant users can pull together streams of data from thousands of public records databases at the local, state, national and international level in a single search and monitor them on an ongoing basis. "We've had teams we work with estimate an 80-90 percent time savings if they are doing reputational risk research. From a monitoring perspective, many compliance process people do check roughly once a year. But we can turn it into an automated, ongoing process." For example, Vigilant has worked with compliance departments in the financial services sector to run checks across all employees on an ongoing basis automatically. "Vigilant changes these from being highly manual and limited to a monitoring system that is automated and ongoing."

UNIQUE APPROACH The range of public data is significantly broader, and Vigilant can cover a wide range including court records, business registrations, lobbying registrations and campaign donations—all from different sources. Its live current record detection system also helps customers find new records more quickly. "Records are updated in real time or near real time."

VOLTAIRE, INC.

BASIT MUSTAFA AND MICHAEL MICELI



THE BASICS Voltaire Voir Dire is an app that instantly searches for information on potential jurors. It performs automated background research from public data that includes voter registration, financial and real estate information and criminal background checks combined with social media presence to create juror profiles. "It's designed to present all this in 90 seconds to give you an idea of the jurors before starting with questionnaires," said Miceli.

CHANGE AGENT Voltaire Voir Dire leverages AI and machine learning to overcome many of the limitations of manual research. "Can you get the information in time, even if you have people in the back of the room to do social media research? Plus, the optics are not good with those people there," Miceli elaborated. "Our tool can review social media platforms in milliseconds and make conclusions." Voltaire Voir Dire also enables trial teams to collaborate seamlessly behind the scenes. The cloud-based app is accessible from any device and allows trial teams to view and share information quickly and easily from the courtroom or the office. "This is an objective scan of a digital footprint," said Mustafa. "They can compare and contrast on the subjective answers."

UNIQUE APPROACH Voltaire Voir Dire uses proprietary algorithms in analyzing numerous personality traits to bring behavioral insights to trials and cases. "We have more than 100 different models, so it's not just a basic juror profile," explained Mustafa. "The output will be different if you are the plaintiff in one type of case versus a defendant in another, so it's tailored to the case." Voltaire Voir Dire also offers a dedicated support team with legal expertise to ensure a smooth and productive research process. "Simply log in and receive a list of reports without any editing," said Miceli. "And score, rank and tag potential jurors all within the app."

WINDTALKER, INC.

CHRISTOPHER COMBS



THE BASICS WindTalker is a software suite that helps businesses protect and share information using military-grade encryption. It applies protection to portions of content, not the document that the content is contained in, to allow law firms, legal departments and organizations to safely and selectively access content within documents while setting the data free to be shared inside and outside organizations. "WindTalker is the first instance of data-centric security. We secure elements within a container, rather than protecting the whole container."

CHANGE AGENT WindTalker leverages machine learning and advanced algorithms to enable differential sharing in documents with access privileges that follow the content throughout its life cycle whether sent, copied, pasted or attached. "Each audience member can only see what they are meant to see." It offers a portable layer of security that can be embedded into existing business processes, such as with a plug-in for selected Microsoft Office applications and Adobe PDF file formats. Users can apply protection manually by highlighting specific parts of the document. Alternatively, WindTalker Scouts can be used to protect specific data by detecting content in documents and automatically applying protection. "For example, I can find all the Social Security numbers in a document and put protection on them all."

UNIQUE APPROACH WindTalker enables businesses to freely share documents while protecting and maintaining the security of the data throughout its life cycle. Moreover, while most redaction tools remove information, WindTalker can turn on or off access to redacted information with sent permissions, precluding the need for the document to be recreated or resent. "We look at information security to improve the business process, not hinder it. Most systems just get in the way. We built WindTalker to save steps down the road and improve efficiency."

WORKSTORM

MICHELE LANGE AND BRIAN STEARNS



THE BASICS Workstorm is an enterprise collaboration platform that combines email, video chat, screen sharing, file sharing, document management integrations and surveys to allow law firms and legal departments to communicate securely and seamlessly with clients, associates, counsel and outside experts. "They can use messaging for real-time communication, make sure important messages rise to the top and collaborate with one-click videoconferences," explained Lange.

CHANGE AGENT Email is the predominant form of communication for legal professionals, but Workstorm offers more transparency with a scalable, controllable and secure platform that integrates with existing business systems in the law firm or legal department. "With our all-in-one communication platform, our users have a control panel where messages are organized around teams with instantaneous and topic-focused communication," described Stearns. "There's no need to email about when to meet, then go to Outlook to schedule, then to Go-To-Meeting for the actual meeting. Everything is in one common interface." Workstorm integrates with document management, billing, calendaring, discovery and more to help teams coordinate, communicate and perform better across the board. With a founder who previously headed a securities trading business and built his own technology, Workstorm prioritizes keeping clients and employees protected. The platform also provides data analysis for employee engagement. "It's the top layer where all those tools are accessible. And we are the linkage between those systems," Stearns said.

UNIQUE APPROACH While many platforms have collaboration tools built in, it can be counterintuitive to use them for communication or strategy. "Not every communication is document-centric. Workstorm is built for client-centric organizations with security front and center," elaborated Stearns. "There aren't any collaboration platforms on the market that meet the needs of legal and professional services," Lange concluded. "They have unique needs, and we are building for them."

XACT DATA DISCOVERY

DREW STERN



Powered by XDD

THE BASICS Esquify is an AI-driven, SaaS workforce management platform for legal review that provides attorneys with benchmarking tools and analytics that heighten e-discovery cost efficiency and increase the overall accountability and transparency of review teams. "Our proprietary technology interprets how reviews are working through their normal environment and creates actionable analytics to help optimize performance on both an individual and team level."

CHANGE AGENT The Xact Data Discovery philosophy is to use technology as a way to enhance the ability of lawyers, not replace them. "There's a large portion of work human lawyers are needed for, but technology can enhance their capabilities." Esquify's proprietary machine learning technology and real-time analytics interpret how reviewers are performing and provide data and insights to help management take action by either communicating with the team or looking at quality or performance in real-time or past actions. "We give rich data sets and also actions they can take to enact that data and make the product better. The AI creates all this rich data."

UNIQUE APPROACH The review process can be complicated for legal teams with management platforms only providing a retrospective look at data regarding throughput or overturns. Esquify offers a real-time perspective on individuals, teams and the overall review progress. It also becomes a repository for user data over time to optimize future cases. "It allows us to utilize big data as a competitive advantage. You can get data from the platforms, but no one else is looking to augment the capabilities of the reviewers. Esquify makes the people better, not the documents."

ALM REPRINTS & LICENSING

Have you been featured in an ALM product?

Increase your recognition and maximize your credibility with ALM Reprints & Licensing. We offer various licensing products to highlight your accomplishments, including: plaques, logo licensing, glossy article reprints, and more, to showcase your industry acknowledgements.

All content featured in ALM products is copyright protected. Before you display your acknowledgments, make sure to contact us to ensure you are copyright compliant!



Enhance your brand's recognition today!

Contact: 877-257-3382 | reprints@alm.com



Use code **REPRINT10**
for 10% off

almreprints.com

