Brewing the Future
In-House Legal in the Age of LegalTech and AI

Reimagining Legal Service Delivery Models in the age of AI

Kate Middleton, AGC Litigation @ Ecolabs
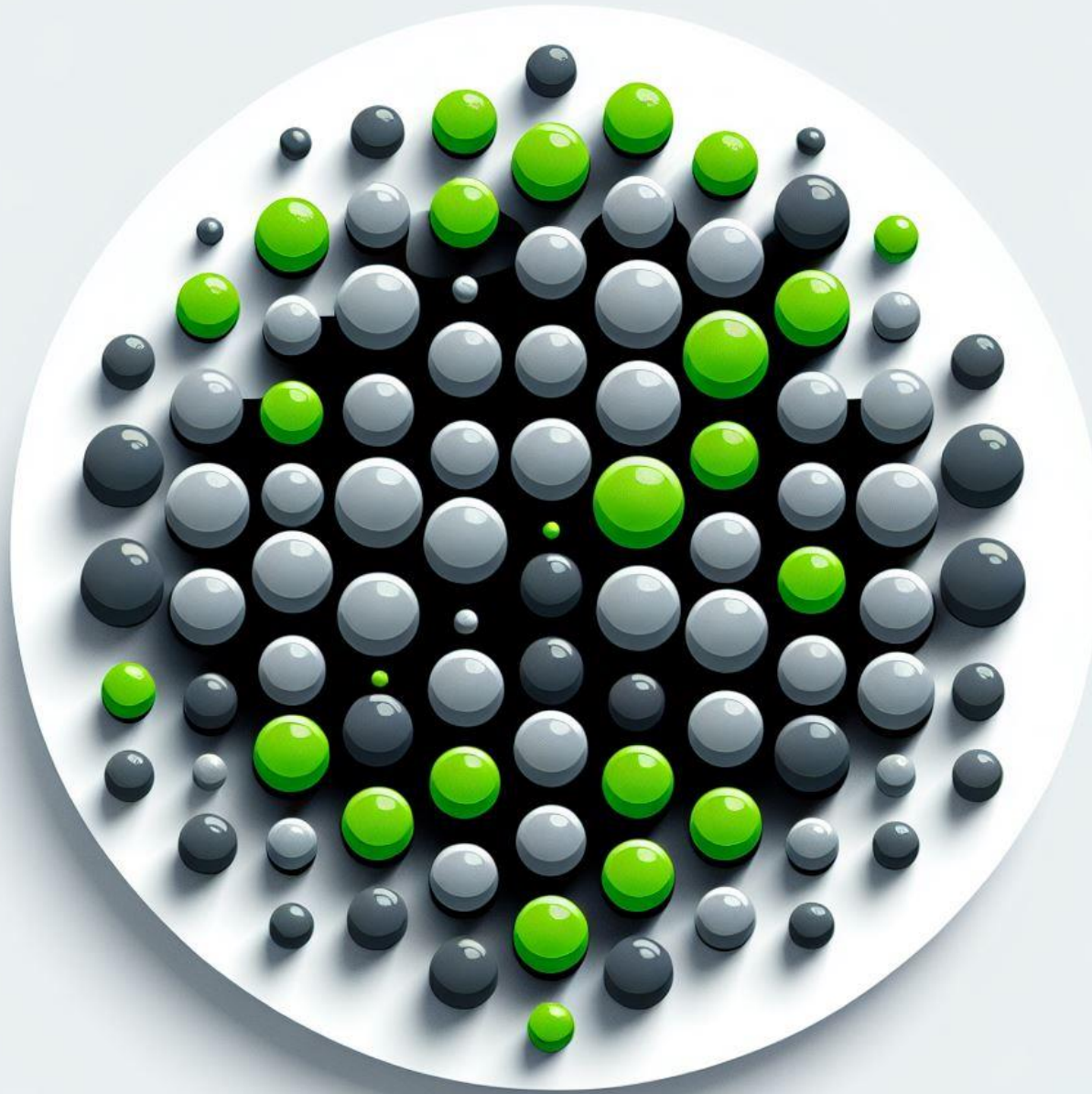Andy Crowder, Partner @ Norton Rose Fulbright
Nicole Auerbach, Partner and Co-Founder @ Elevate Law

Moderated by: Pratik Patel, Co-Founder and Head of Innovation @ Elevate

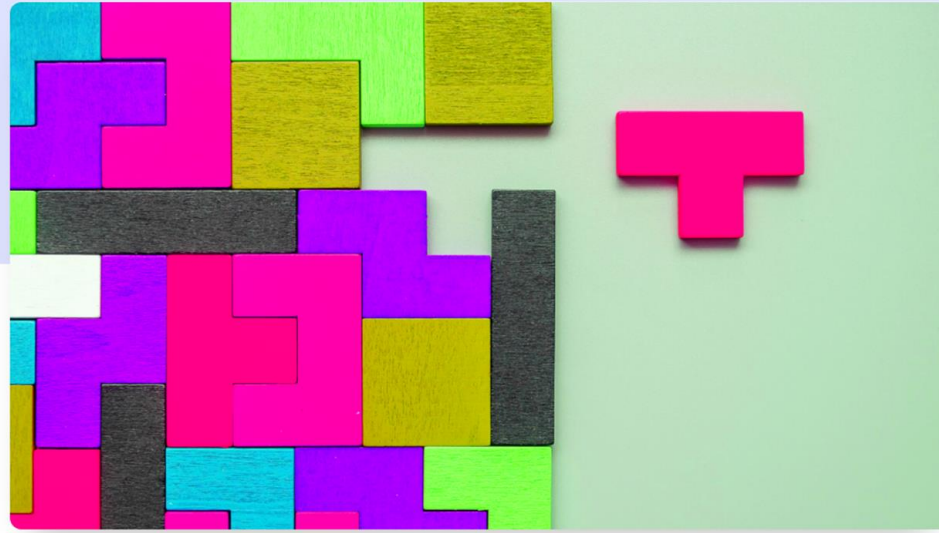What was your "aha" moment that catapulted you into becoming a tech-focused lawyer?

Where across the legal activities matrix are you currently using AI?

What has your team LEARNED from use and experimentation with AI?
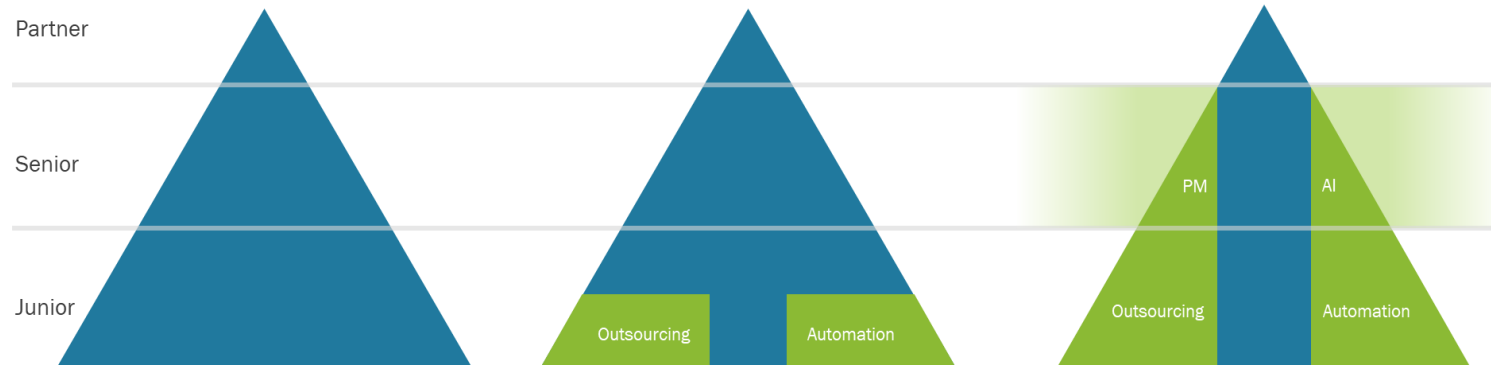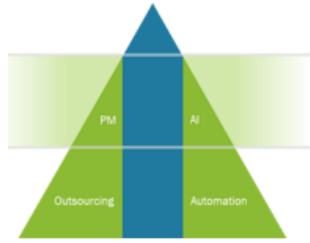
The Rise of the T-Shaped ~~Lawyer~~ Team

Pyramid ▸ Tree ▸ Rocket

	Pyramid	Tree	Rocket
Partner			
Senior			PM / AI
Junior		Outsourcing / Automation	Outsourcing / Automation

How will AI reshape the mix and structure of the legal team and delivery model of the future?

Rocket Model in M&A

	Collection/Discovery	Due Diligence	Agreements, Schedules, and Reports	Legal Integration	Business Integration

Legal Strategy	• Identify potential sources
	• Communicate to internal stakeholders
	• Provide spot check validation
		• Define strategy and risk tolerance
		• Provide checklists
		• Review pre-screened, high-impact documents
			• Provide input and direction for drafting and negotiation of agreement
			• Set requirements for DD and other reports
				• Define strategy for
				  • transitioning contracts
				  • integrating contracting function post-close
					• Define strategy for business integration
					• Identify necessary contract-related data and actions

	• Define scope and breadth of required docs • Determine relevancy criteria	• Provide input on strategy, risks and checklists • Review pre-screened, high-impact documents	• Draft and negotiate agreement • Provide input to DD report as applicable	• Provide advice as to what is required to transition contracts	• N/A
Legal Processing / Automation	• Support/facilitate collection of documents • Manage the deployment of tech to drive efficiency • First-pass validation and document storage room monitoring	• Ingest and process documents • Abstract key provisions • First-pass review and risk assessment	• Prepare due diligence and other reports per instructions from counsel • Generate agreement lists to accelerate review of seller's schedules	• Prepare reports necessary to implement strategy • Send necessary notices, consents, etc. • Harmonise/integrate templates	• Analyse contracts and generate required reports • Send notices and tech-enable first pass negotiation • Migrate agreements into target CLM

What roles or layers of activity do you think will **be most trusted and augmented by AI?**
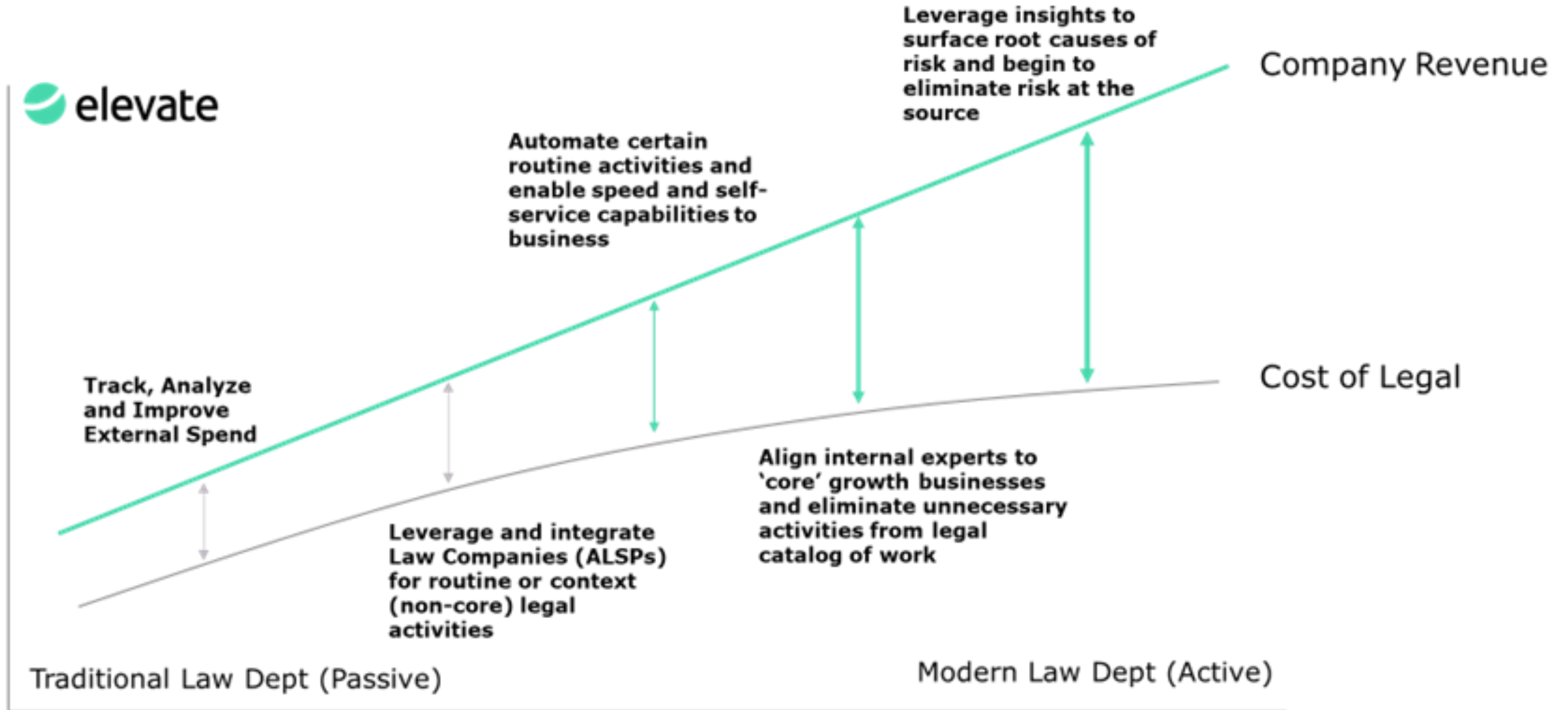
How will AI impact the role and demand for Associates?

How will AI impact how legal services are priced?

LEGAL FEES

Running Legal Like a Business

How has AI been used **against you** on a matter to make your job more challenging?

What ethical role should lawyers play in the evolution of AI in law?

How do you think AI will most impact the consumer market and A2J?

Q&A