

# How “Value, Technology & Collaborative” impact the legal industry

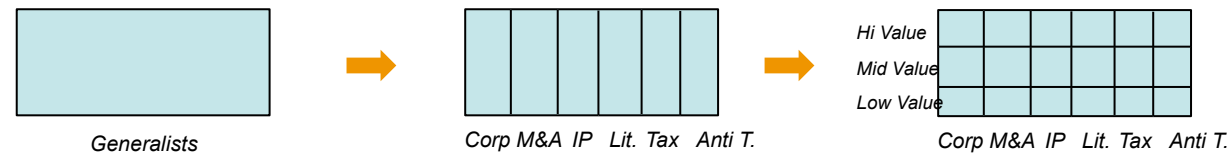
By Olivier Chaduteau – Day One

# VTC impacts

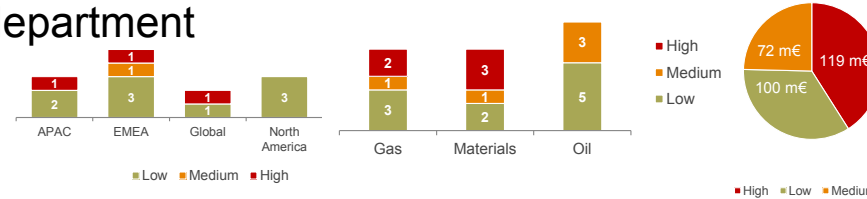
- Through our interviews for the book *La direction juridique de demain* as well as through our daily work with legal departments around the world, we have witnessed a certain number of **key trends** and they all revolve around three themes:
- **Value**
  - In what way does the legal department bring value to the company and how can you measure and highlight the contribution of the legal team and of outside counsels?
- **Technology**
  - The legal profession is not protected from the overall impact of IT and new digital innovations. New solutions are required and new tools must be put in place: Enterprise Legal Management (ELM) is arising
- **Collaborative**
  - The lawyer is no longer a one-(wo)man-job, you have to collaborate, not only within the legal department but also with the other stakeholders, within and outside of the company.

# Value: some trends

- Law firms are segmented by added value : Mega firm, local firm, niche firm, LPO firm, law consultant, secondment... + AFAs



- Develop KPIs (quantitative & qualitative), in order to manage and to value the legal department



Subject Matter Gap Analysis			
Stakeholders	Business Issues	Legal Offering	Competencies (Internal, external, Mix)

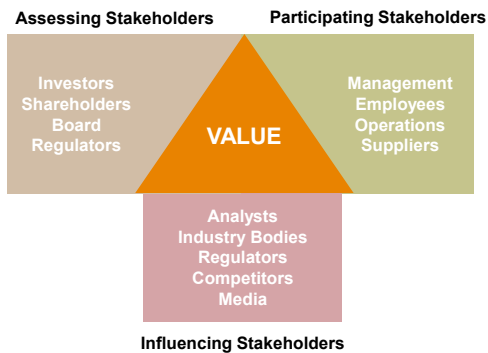
- Improve legal department efficiency by looking at the best leverage/ FTE in the pyramid + training business people (push down, push out, push away, pull in) and develop mobility

- Run a subject matter gap analysis on a yearly basis (aligning Legal with Strategy) and internalize more work

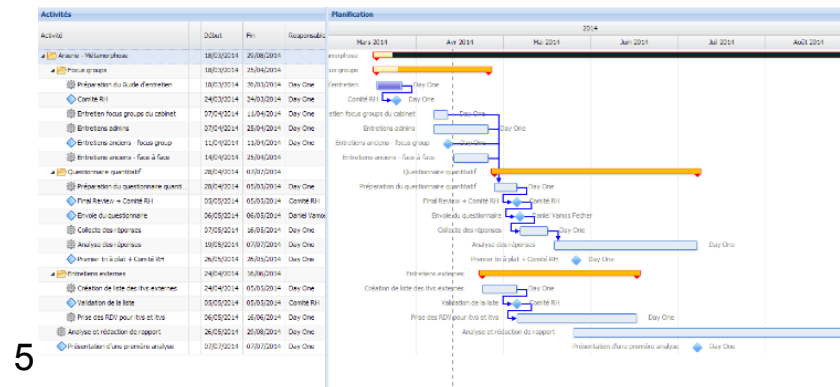
# Technology: some trends

- Implement ELM (Enterprise Legal Management)
  - Document management
  - Versioning and markups
  - E-billing system: track legal fees per law firms, matters, outside counsel timesheets, projects...
  - Benchmark legal fees...
- Implement internal social media and collaborative tools and systems (Knowledge sharing community)

# Collaborative: some trends



- Develop LPM (Legal Project Management) competencies – trainings, tools, application
- Ask law firms to come for free in order to talk about new laws, new regulations (monitoring), and develop team knowledge sessions amongst in-house lawyers and outside counsels...
- Define the contract policy with a systemic approach (what Legal does, what clients do under the supervision of legal, what legal doesn't do, risk culture...)
- Implement business & legal planning in order to anticipate business needs and plan legal resources when possible (being proactive)



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