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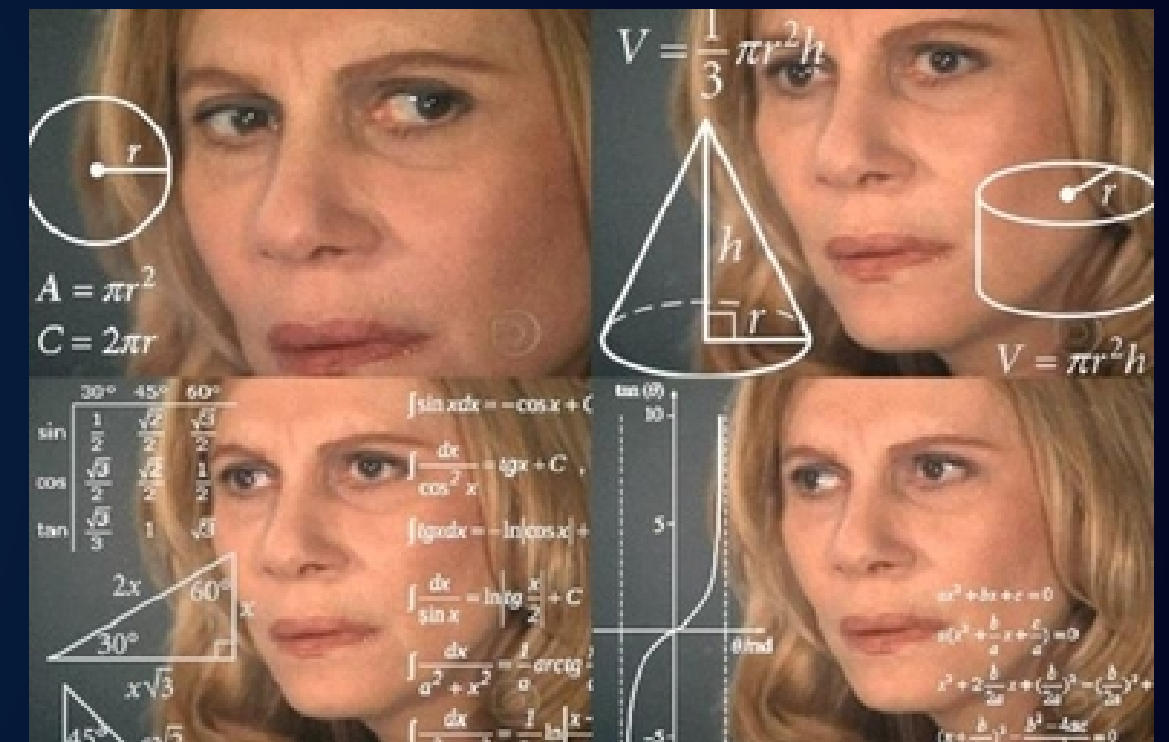


KALYANI STRATEGIC SYSTEMS LTD.

Legal Operations Reimagined: *A GC's Guide to Strategic Excellence*

What is Legal Operations?

Legal Operations is defined as managing and optimizing a legal department's day-to-day resources with a strategic, data-driven approach to drive better outcomes, reduce costs, and increase efficiency.



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Legal Operations in APAC

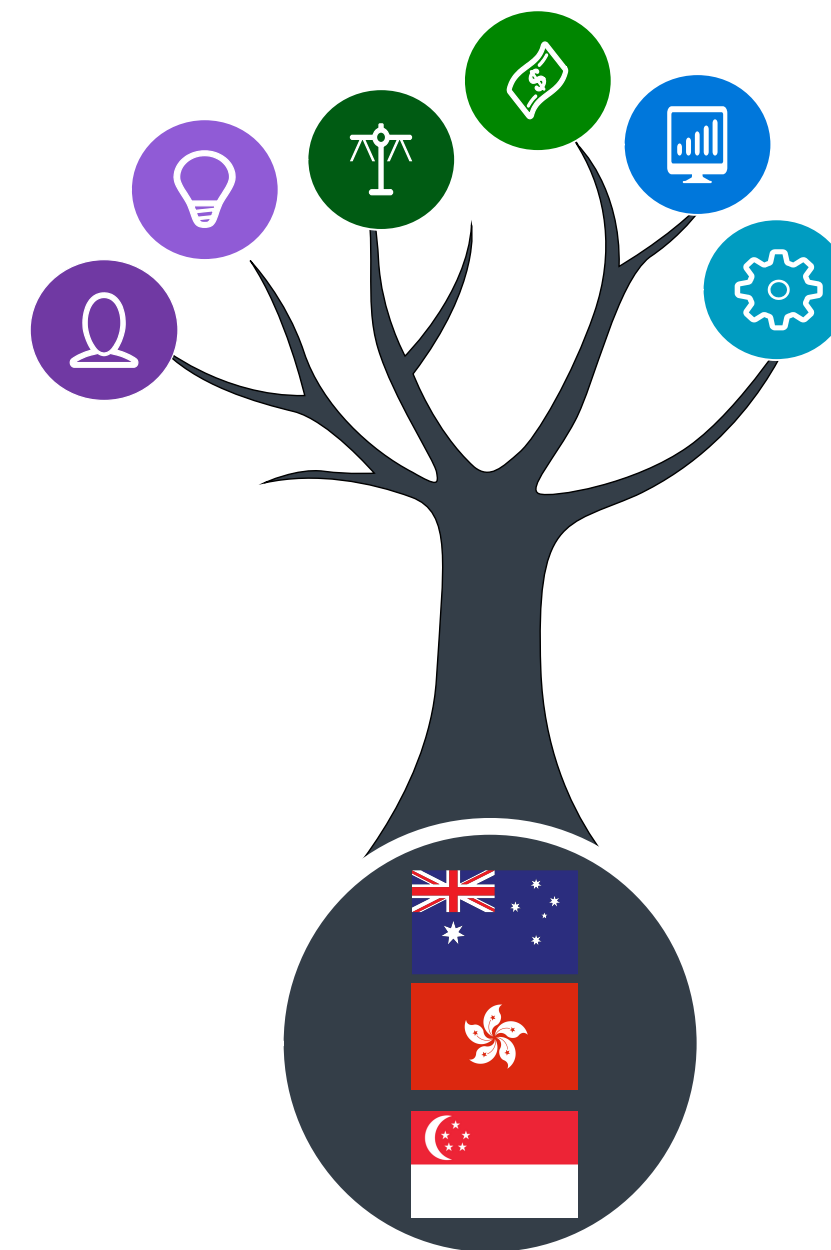
People



Payments



Process & Technology



APAC Legal Operations - PPT

Payments



Outside Counsel &
Legal Billing

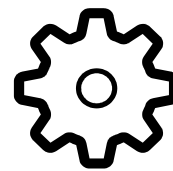


Financial Planning,
Forecasting & Strategy

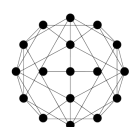
Process & Technology



Technology &
Workflow Automation



Data Analytics & Metrics
Reporting



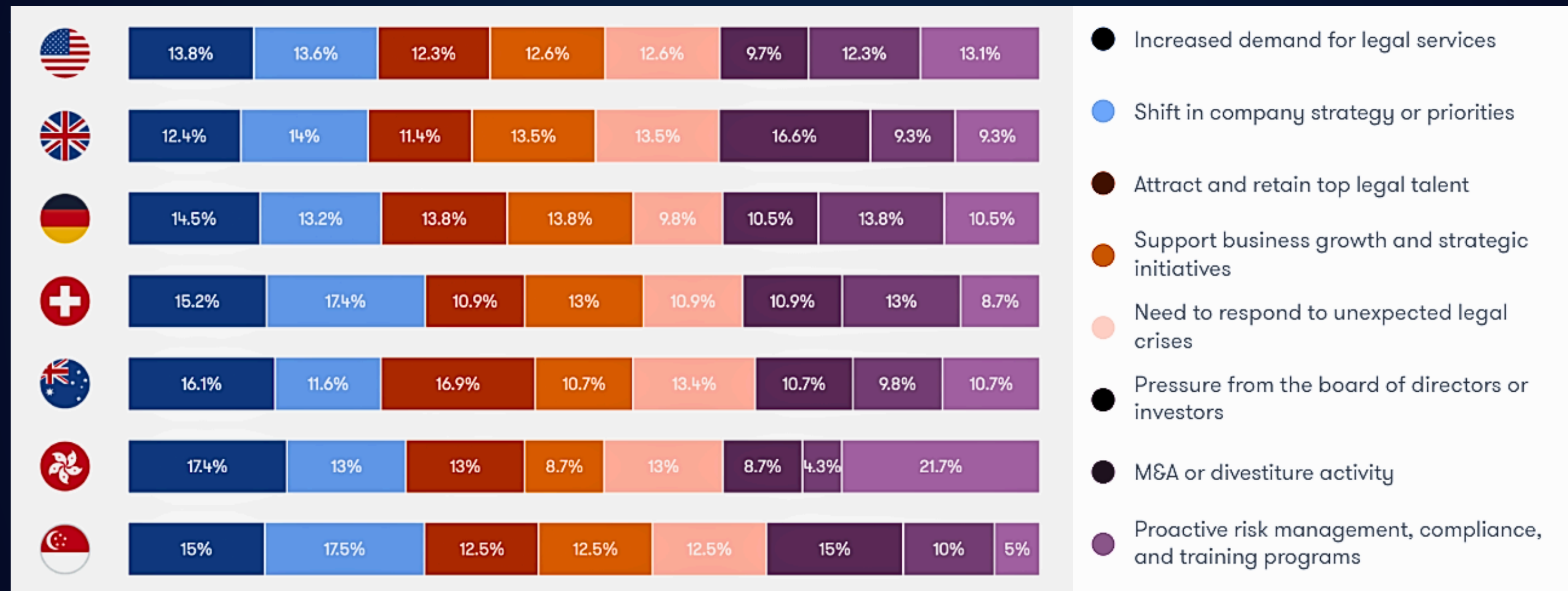
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Budget Shifts by General Counsel

Drivers by Region



Source: Axiom (2025)

Legal Operations as Design Thinking

Leverage data-driven insights to simplify complex legal processes, strategically aligning legal efforts to core business objectives.

Applied a "business-first" design mindset, focusing on targeted metrics and clear visibility into the root causes of operational bottlenecks.

Delivered measurable business impact by proactively partnering across teams, driving empathy and efficiency through purposeful collaboration.



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Shifting Priorities for General Counsel - APAC

	<p>1. Compliance and risk management (37.1%), 2. Manage legal technology solutions (37.1%), 3. Data analytics and reporting capabilities (35.3%), 4. Professional development of the legal department (31.1%) 5. Explore flexible staffing options (30.5%)</p>
	<p>1. Data analytics and reporting capabilities (42.1%), 2. Professional development of the legal department (42.1%) 3. Connect the legal department with other business units (40.8%) 4. Vendor management and outside counsel (36.8%), 5. Demonstrate value of the legal department (36.8%)</p>
	<p>1. Vendor management and outside counsel (34.5%), 2. Compliance and risk management (32.7%) 3. Manage legal technology solutions (32.7%), 4. Demonstrate value of the legal department (32.7%) 5. Data analytics and reporting capabilities (30.9%)</p>
	<p>1. Compliance and risk management (66.7%), 2. Professional development of the legal department (50.0%) 3. Vendor management and outside counsel (33.3%), 4. Data analytics and reporting capabilities (27.8%) 5. Explore flexible staffing options (27.8%)</p>
	<p>1. Explore flexible staffing options (68.4%), 2. Professional development of the legal department (47.4%) 3. Demonstrate value of the legal department (47.4%), 4. Improve operational efficiency (42.1%) 5. Compliance and risk management (31.6%)</p>

Source: Axiom (2025)

APAC Legal Operations - PPT

Payments



Outside Counsel &
Legal Billing

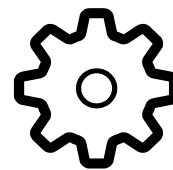


Financial Planning,
Forecasting & Strategy

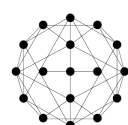
Process & Technology



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Legal Operations as Contracts Force Multiplier

Transform scattered systems into strategic enablers, pairing operational execution with GC priorities and region-specific business dynamics.

Chose precision over procurement, uncovering real deal blockers behind the data instead of defaulting to another enterprise tool.

Built a replicable model tailored to business needs, turning APAC wins into scalable playbooks for global legal transformation.



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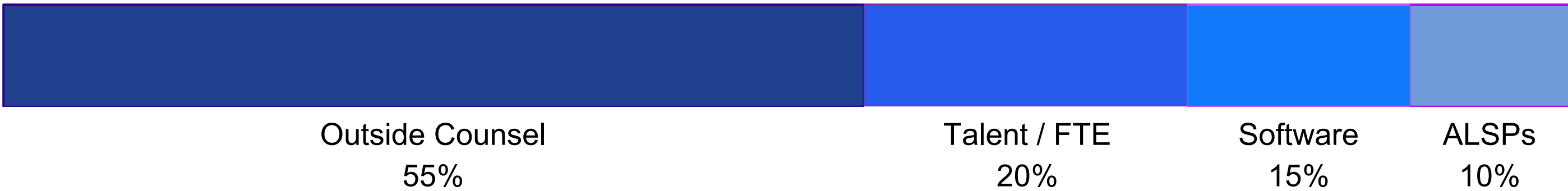
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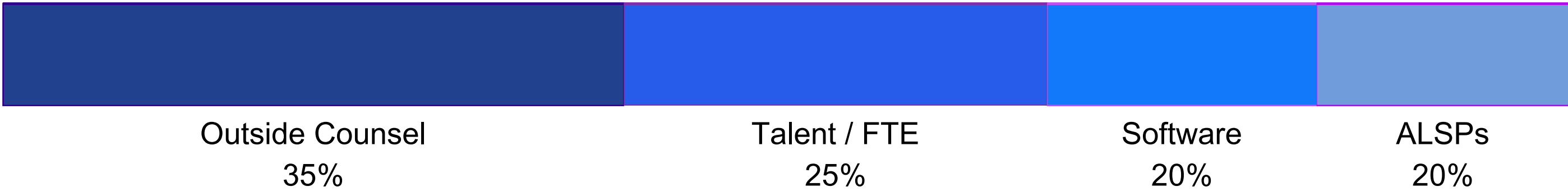
AI is redefining legal spend

Traditional:




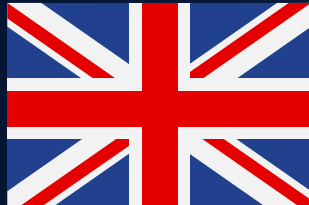



Reduced:
Outside Counsel

Modern:



Increased:
Technology
Talent

What are the GC's main AI goals in 2025?

	1 - Efficiency 2 - Cost Savings 3 - Ability to handle more work in-house
	1 - Efficiency 2 - Cost Savings
	1 - Business Impact 2 - Cost Savings
	1 - Efficiency 2 - Cost Savings 3 - Ability to handle more work in-house
	1 - Efficiency 2 - Cost Savings

Source: Axiom (2025)

AI as the Strategic Bridge for GC + Legal Ops

	General Counsel	Legal Operations
eBilling	Analyze year-over-year practice spend vs. budget.	Ask AI to analyze legal spend from Excel (firms, practices).
Contracts	(With CLM) Have AI analyze existing contract data and playbooks → strategic recommendations for automated improvements and change-management.	(No CLM) Use AI to build/analyze enterprise-wide surveys on contract pain points & desired features → informed RFP & budget request.
Governance & Regulatory	Review AI summaries to swiftly assess impact, proactively guiding company policy adjustments.	Use AI-driven feeds to summarize regulatory updates quickly, identifying high-level risks needing legal review.
Resource Optimization & Headcount	Leverage AI-generated benchmarks/data to build a persuasive, data-driven headcount/resource business case.	Input your legal team size/budget into AI → instant benchmarks vs. industry peers.