

Driving Legal Impact with CoCounsel Legal

AI tool strategies that move in-house teams forward.

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Today's Speakers





Agenda

1

Match priorities to outcomes

2

Streamline legal processes

3

Address roadblocks to adoption

4

Position the legal team as strategic advisors

5

Questions & Answers

Match priorities to outcomes

THE ALIGNMENT PROBLEM

86% of GCs believe their department is a significant contributor to organizational objectives

...only 17% of C-Suite executives agree

2026 STATE OF THE CORPORATE LAW DEPARTMENT

THE ALIGNMENT PROBLEM

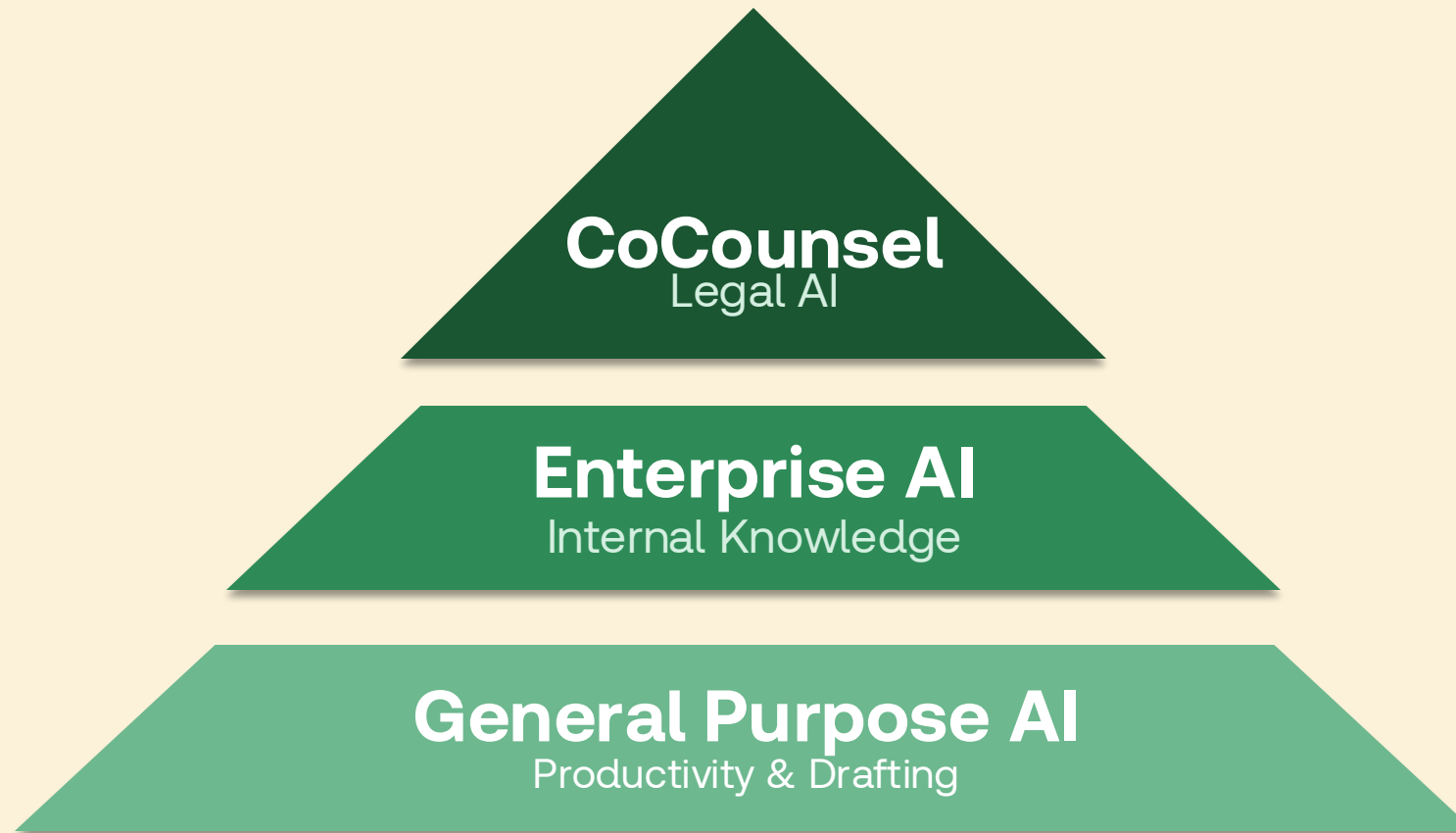
What Legal Talks About?		What the Business Cares About?
Risk mitigation	➔	Deal velocity
Compliance	➔	Revenue impact
Contract review	➔	Time-to-close
Outside counsel spend	➔	Cost per outcome

THE AI STACK: WHERE COCOUNSEL FITS


47% of all corporate legal departments now have access to generative AI tools, and mentions of **technology as a strategic priority** have doubled in the past year — with 86% of those technology comments explicitly mentioning AI.

2026 STATE OF THE CORPORATE LAW DEPARTMENT

THE AI STACK: WHERE COCOUNSEL FITS



General AI pulls from the internet. CoCounsel pulls from verified legal sources.



Streamline
legal
processes

THE FOUR HIGH-IMPACT USE CASES

Legal Research

Draft From Practical Law
AI Surveys
Deep Research

Contract Review

Issues lists
First Pass Redlines

High-Volume Document Analysis

Due Diligence
Evidence Review
Internal Investigations

Drafting & Checklists

First Draft Agreements
Compliance checklists
Intake Forms

Live Demo



Address roadblocks to **adoption**

THE THREE REAL BLOCKERS



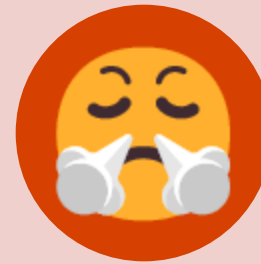
“I don't trust the output”

Fix: Show the reasoning. Every CoCounsel output is traceable to source.



“I don't know how to use it”

Fix: Start with one task. Build the habit before expanding scope.



“My team won't adopt it”

Fix: Find your internal champions. Socialize the wins

Position the legal team as **strategic advisors**



THE SHIFT IN LEGAL'S ROLE

Reactive Legal Team

Waits for the business to bring problems

Measures success by risk avoided

Described as a bottleneck

Viewed as a cost center

Strategic Legal Team

Anticipates issues before they arise

Measures success by value delivered

Described as a deal accelerator

Advises the CEO as a strategic partner

CoCounsel Legal *Reimagined*

THE NEXT GENERATION OF
COCOUNSEL

Q&A

Upcoming Executive Events

Email for more details!



**Industry
Specific
Conference**

Future of AI & Technology Forum

September 17, 2026

Chicago, IL

**Great For Entire
Legal Teams**

SYNERGY

November 16-19, 2026

The Fountainbleau – Las Vegas, NV

**Curated for
General Counsel
& Chief Legal
Officers**

Corporate Executive Briefing

May 10-13, 2026 / May 2027

Pebble Beach, CA

Invitation Only Briefing

**Virtual -
Ongoing**

Gen AI Lunch & Learns



Thank you!

The page features four horizontal orange lines of varying lengths and positions. The top line is the longest, starting from the left edge and extending past the right edge. The second line is shorter, starting from the left edge and ending with a dot. The third line is the shortest, starting with a dot and ending at the right edge. The bottom line is the longest, starting from the left edge and ending with a dot. The word "Appendix" is centered in a dark green font, with a dot on the line to its left.

Appendix

Quantifying benefits & calculating ROI

VALUE CAPTURE GUIDE

Key performance indicators

Turning GenAI's potential into market leadership requires clear, measurable goals

A holistic view of key business metrics:



Efficiency & Throughput
Time based metrics



Client Experience
Responsiveness & satisfaction



Financial
Realization & profitability



Quality & Risk
Error rates & compliance



Adoption & Sentiment
User engagement

Efficiency & throughput

Time-based metrics

Objective:

To reduce the average billable hours spent on document review by X% and redirect to higher-value client work within six months of the CoCounsel rollout (by March 2026). This will be measured against the baseline time-tracking data from the three months prior to launch.



Key Results & Initiatives:

- Prioritize 3 practice areas for launch
- Identify 3 use-cases for CoCounsel per practice area (**Month 1**)
- Deliver multi-format training resources to fee earners within each practice area (**Month 2**)
- Monitor usage, refine use-cases and explore additional applications for practice areas (**Month 2-6**)

Client experience

Responsiveness & satisfaction

Objective:

To increase the average client satisfaction score for Responsiveness from X/10 to X/10 by the end of the Q2 2026. This will be achieved by utilizing CoCounsel to assist in drafting initial client updates and summarizing case developments and will be measured through quarterly client feedback surveys and Net Promoter-style questions.



Key Results & Initiatives:

- Focused training on accelerating the time it takes to produce high-quality updates such as timelines, correspondence, and matter updates (**Month 1**)
- Explore new ways of delivering a positive client experience with GenAI enabled solutions via client collaboration portals (e.g. HighQ)

Financial

Realization & profitability

Objective:

To increase the firm-wide billing realization rate (percentage of hours worked that are actually billed and collected) from e.g. X% to X% within the next 12 months (by September, 2026). This improvement will be driven by reallocating time saved from non-billable research and administrative tasks (using CoCounsel) to more focused, high-value billable work.



Key Results & Initiatives:

- Reduce attorney time on non-billable administrative tasks.
- Show clients measurable efficiency gains on billable work.
- Improve matter management and more effectively manage the scope.

Quality & risk

Error rates & compliance

Objective:

To reduce the rate of errors and inconsistencies found during partners/senior attorneys review by X% within four months (by December 2025). This will be accomplished by integrating a mandatory CoCounsel powered quality and compliance check into the standard document review workflows for each practice group.



Key Results & Initiatives:

- Develop workflows to prevent common errors (e.g., consistency in formatting and firm style).
- Improve quality of first drafts by empowering CoCounsel created work product.
- Establish streamlined processes for partners/senior attorneys to review associate work and provide feedback.

Adoption & sentiment

User engagement

Objective:

- To achieve a 40% monthly active user rate among all attorneys and maintain an average user satisfaction score of at least 4 out of 5 for CoCounsel measured through post-training surveys and ongoing user feedback. This target should be met within three months of completing the onboarding training program (by December 2025).
- To increase the monthly active users by 5% per quarter thereafter.



Key Results & Initiatives:

- Deliver relevant use-case based training tailored to practice areas and offices.
- Provide short focused training sessions.
- Reinforce and additional training via bite-sized videos.
- Provide gamification incentives for high levels of engagement.
- Introduce recognition programs, rewards, and peer sharing to drive engagement.