Perspectives on Legal Tech from Silicon Valley

Shuo Chen March 2021



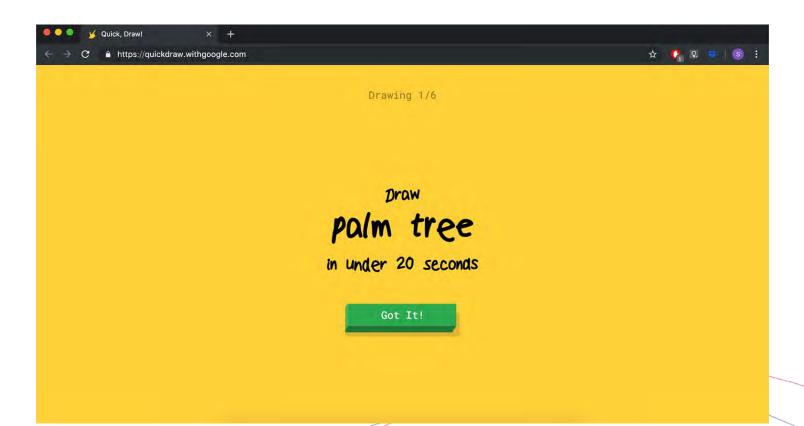


• • •

Let's play a game!



quickdraw.withgoogle.com





- 1. Why
- 2. What
- 3. How

• • •



- 1. Why
- 2. What
- 3. How

• • •

Media





Why Stats



A whopping 69% of attorneys spend too much time on administrative tasks. Attorneys can get back this time by automating certain aspects of their jobs. In fact, 23% of a lawyer's job can be automated with existing technology! Still not convinced? Here are some eye-opening facts that should encourage you to start automating certain aspects of your firm:



INBOUND CALLS

By 2019, a predicted 162 BILLION CALLS to businesses will be made using smartphones.







of customers sau that if they have a poor phone experience with one business they are likely to choose another one.

DOCUMENT **ASSEMBLY**

Only of lawyers use document assembly software.



Automated document assembly systems can cut administrative time bu

on average

TIME TRACKING





of billable time per month due to poor timekeeping.

CALENDARING

7% of all legal malpractice claims are due to not knowing or incorrectly interpreting a deadline.



of all legal malpractice claims stem from failure to properly calendar dates.

BILLING & **PAYMENTS**

...

Law firms collect only of the work they perform.





On average. of all law firms' clients have balances that are past due.

RUTOMATION SOLUTIONS:

Of all communication channels. the phone call is still the preferred method customers choose to communicate with businesses. Invest in a virtual receptionist like Ruby or Smith.ai. They will ensure each of your callers receive a warm greeting and reach the right people. They can also route callers to voicemail, take messages, and much more!

All-encompassing legal practice management software such as Rocket Matter will enable you to create documents with just a few clicks. Take pre-existing and custom fields and automatically generate a document that you can use again and again. Any document that you would normally generate more than once is perfect for automation. You'll save yourself hours of administrative time!

Stop losing out on precious billable time! How? Use a conversational time-tracking assistant like Tall. You can use your voice to track time throughout your day using any device powered by Amazon Alexa or Google Assistant (including your smartphone.) You can then sunc to your legal practice management software (such as Rocket Matter) with the click of a button, saving you time and lots of aggravation.

Avoid missed deadlines (and malpractice suits!) by combining your legal practice software with a court rules calendaring solution such as LawToolBox. You'll be able to generate your court deadlines instantly, share calendar dates with your entire team, and have dates automatically update if something changes. You'll minimize risks and also qualify for the maximum discounts in malpractice insurance!

Start by accepting credit cards and offering alternative fee arrangements such as payment plans and recurring billing. With payment plans, lawyers can set an amount for an invoice and charge clients on a monthly basis until the balance is paid off. With recurring billing, clients pay a set amount of money every month to handle normal interactions. This ensures a steady cash flow to your firm.

Why

Research



1/3
of all current jobs in legal

departments will be automated

by 2025

63% of in-house legal work is repeatable. fact-based decisions that involve no subjective judgment or interpretation

of current legal department budgets are spent on technology

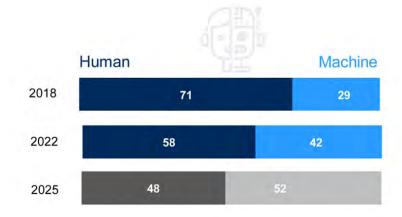
Why

Research



Rate of automation

Division of labour as share of hours spent (%)



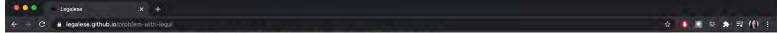
Source: Future of Jobs Report 2018, World Economic Forum

Why

Problems







Part I. The Problem with Legal

The status quo sucks

(tell us if you've got something to add)

Just on commas alone Oxford comma determines labor dispute // Comma that costs a million (Canadian) dollars // Missing comma gets woman out of parking ticket // In 1872, one misplaced comma cost American taxpayers \$2 million (\$38,350,000 in today's dollars) // \$4M action resting on an oxford comma // Commas in wills that have landed families in court // How a comma gave Americans the right to own guns // Porn sentence upheld on a comma // Attorney allowed to bill more because of an oxford comma // Typo costs basketball coach \$379,000

Broken law in other guises

British MPs can't resign (therefore given unpaid job with no actual responsibilities instead) // Will voided due to numerically challenged chief justice // Clerical error, so inmate freed 90 years early // County judge's (incorrect) insistence on procedure led to reversal of conviction // JP Morgan to live with lawyers' \$1.5B paperwork error // Ownership of LA Dodgers rests on conflicting 'final' drafts in divorce papers // Motion denied for being "incomprehensible" with footnote quoting Billy Madison: "Mr Madison, what you've just said is one of the most insanely idiotic things I've ever heard. At no point in your rambling, incoherent response was there anything that could even be considered a rational thought. Everyone in this room is now dumber for having listened to it. I award you no points, and may God have mercy on your soul" // 1966 federal government publication, Gobbledygook Has Gotta Go: "the flossy, pompous, abstract, complex, jargonistic gobbledygook that passes for communications in government "has gotta go!" It's too out-of-date to renovate; it's too expensive to tolerate" // Punished for dishonest verbosity, attorneys tried to make 70-page brief fit into a 50-page limit by reducing font sizing and line spacing (fined \$1000 with explicit instructions that they could not pass the fine along to their client) // Uninstall please?, motion "riddled with unprofessional grammatical and typographical errors that nearly render the entire [motion] incomprehensible", Florida judge ordered lawyer to reread civil procedure text in entirety and for attorney to "personally hand deliver a copy" of the court's order along with a marked-up copy of the motion to the client

The law firm business model is... "risking obsolescence" // "struggling" // "rigged to fail" // "dying" // "broken" // "all wrong" // "stumbling" // "in a death spiral" // "trapped in 1995"

Everybody now!

The "Quiet Crisis" in Legal // The Lawyer, the Addict // The end of lawyers? // Contract lawyers are "copy and paste monkeys" // ABA's report on the Future of Legal Services in the US that was (deliciously snarkily) called toothless by Legal Zoom's Eddie Hartman // The ABA writes about automation and the legal profession: in 2015 and then similarly 6 months later // How automation is the profession of the past of the profession of the profe



Countries

March: Al

Technology

Strategy

July: Next

Generation

Al Plan

December:

Three-Year

Action Plan





March:

April:

France's AI Communication Australian

on Al

May:

Budget

May: Al

R&D

Strategy

January:

Blockchain and Strategy for

January:

Al Task Force Digital Growth Strategy

June:

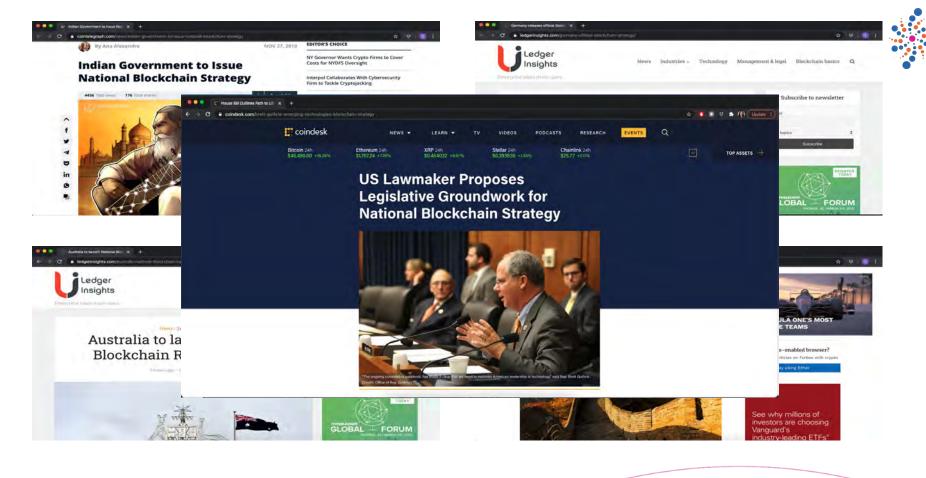
National

Strategy for Al

Fall 2018:

Germany's Al

Strategy





Texas lawyer trapped by cat filter on Zoom call, informs judge he is not a cat



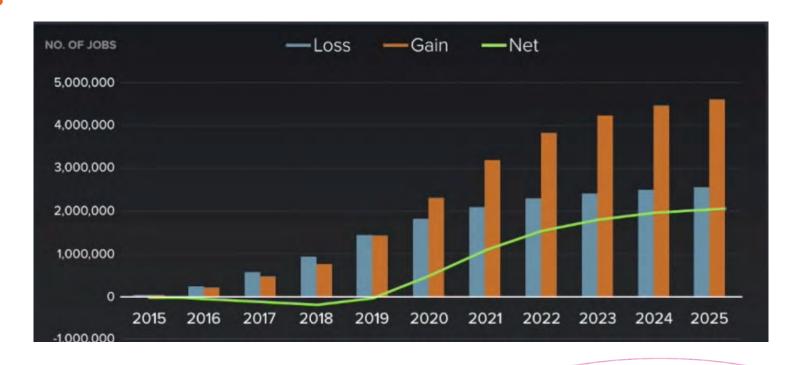
- Lawyer Rod Ponton unable to undo filter during court debate
- 'I don't know how to remove it ... I'm here live. I'm not a cat'



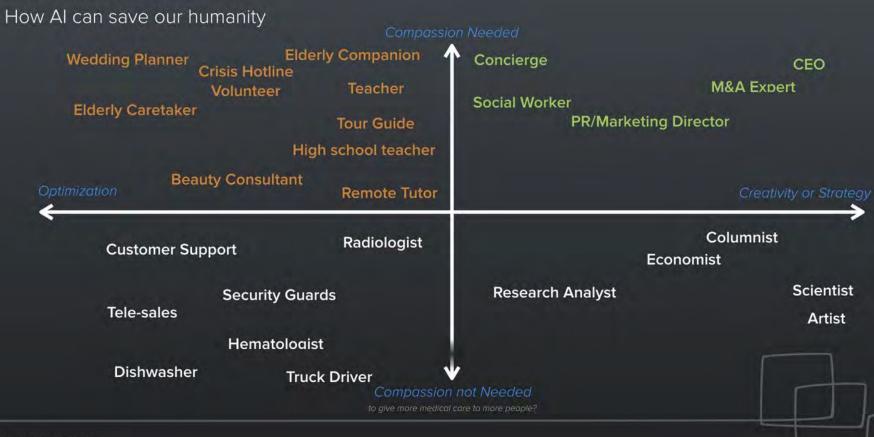
▲ 'I'm here live, I'm not a cat': lawyer appears with kitten filter in Zoom court – video



Impact



The New Jobs



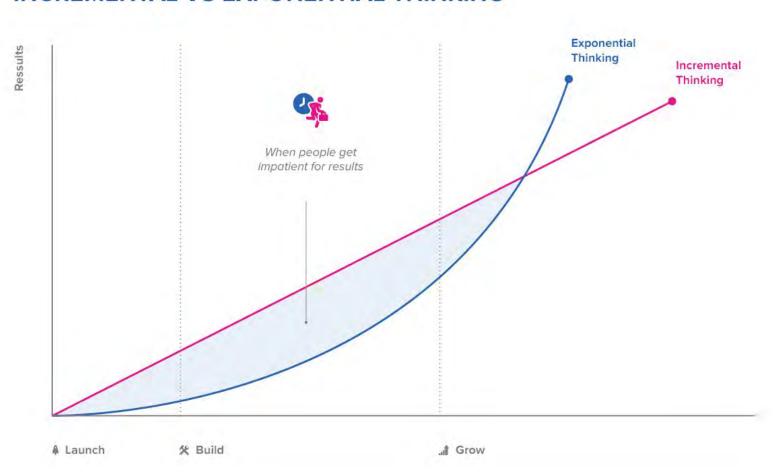


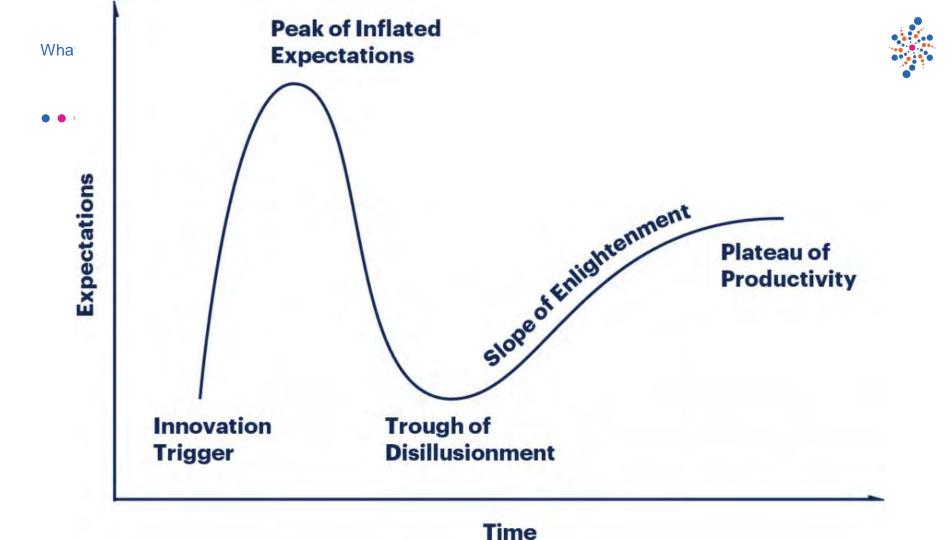
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- 3. How

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INCREMENTAL VS EXPONENTIAL THINKING





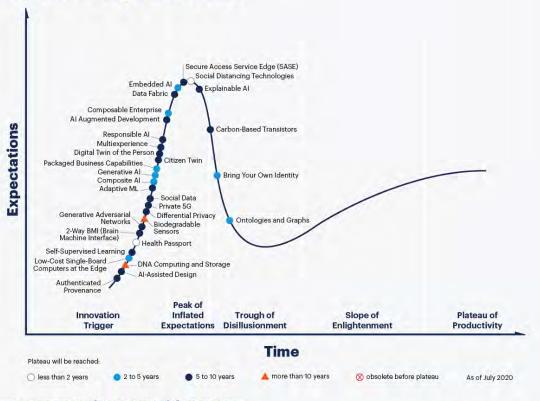


What



Hype Cycle for Emerging Technologies, 2020





gartner.com/SmarterWithGartner

Source: Gartner

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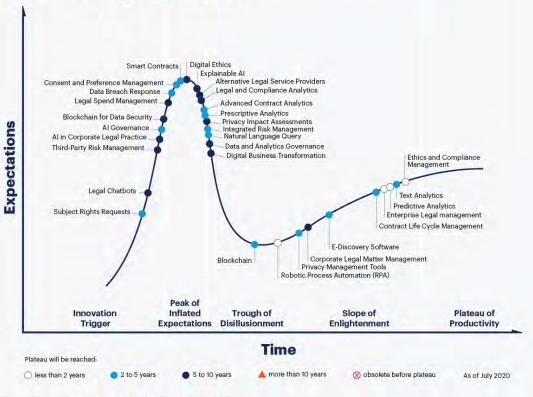
Gartner.

What



Hype Cycle for Legal and Compliance Technologies, 2020



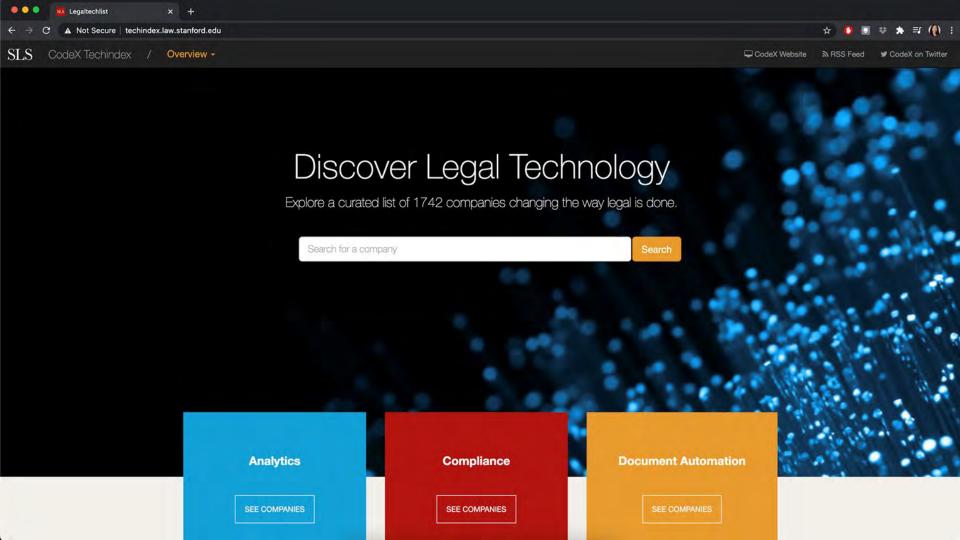


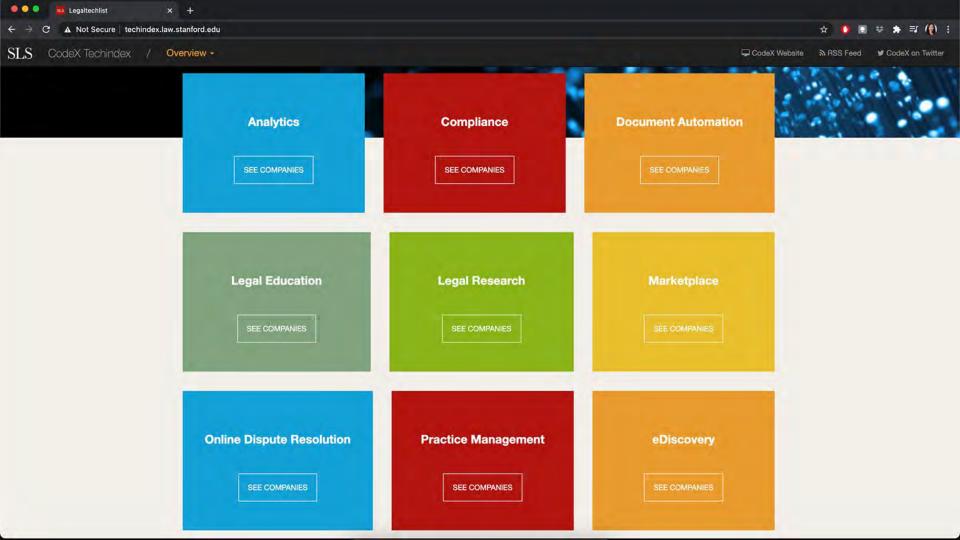
gartner.com/SmarterWithGartner

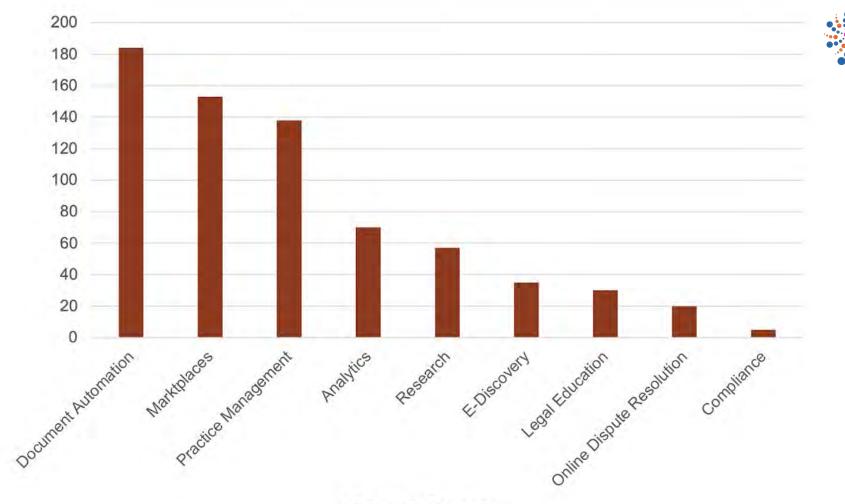
Source: Gartner

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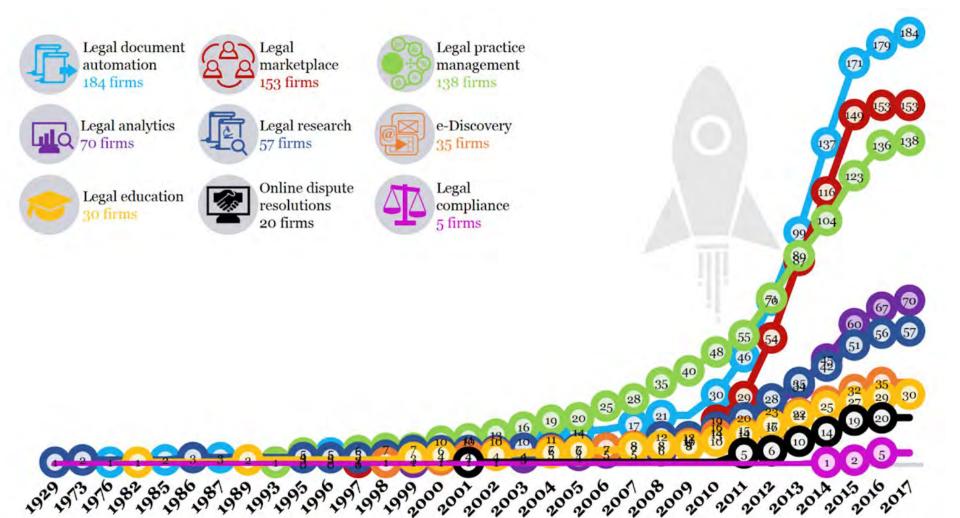
Gartner.





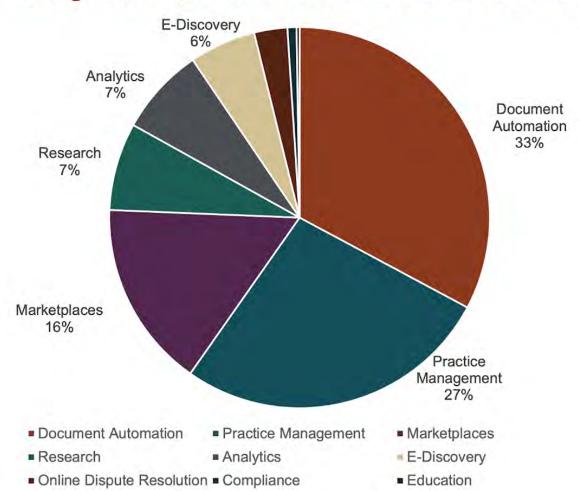


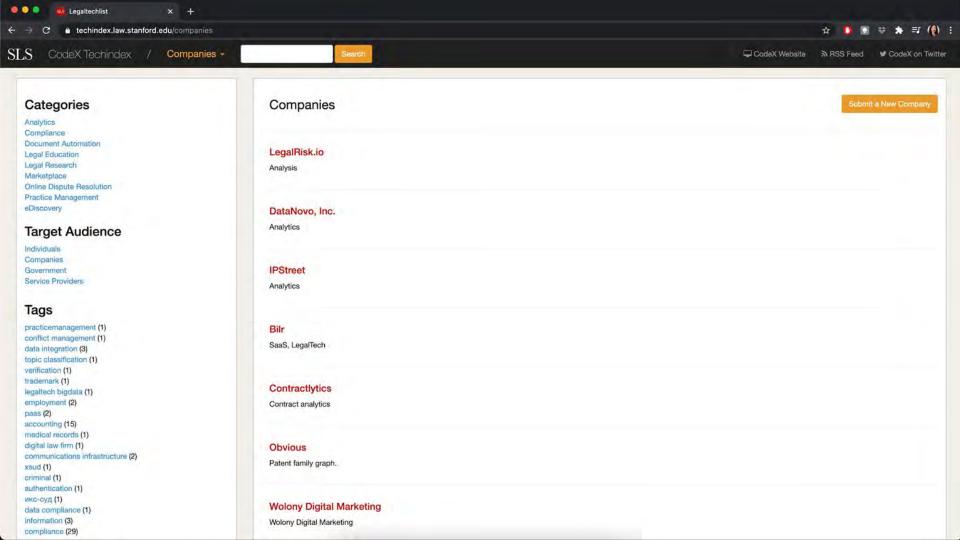
■ Count per Category

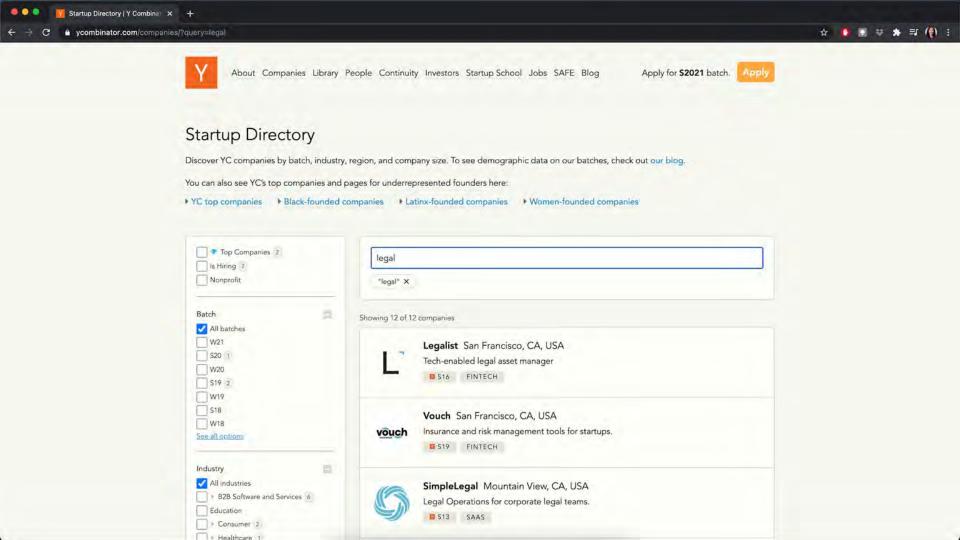


Fundraising: Over \$2.5B raised in more than 450 deals









Trends



- Move to the cloud
- Learning from consumer technologies (mobile, design)
- Intelligent agents as a means of document automation
- E-discovery, Analytics and Automation: from search to AI
- DLT and Smart Contracts: emergence of a new category
- A move towards decentralization

Applications



Pattern detection

Recognize (ir) regularities in data

Foresight

Determine the probability of future events

Customization

Generate rules from specific profiles and apply general data to optimize outcomes

Decision-making

Generate rules from general data and apply specific profiles against those rules

Interaction

Communicate with humans through digital or analogue mediums

Applications



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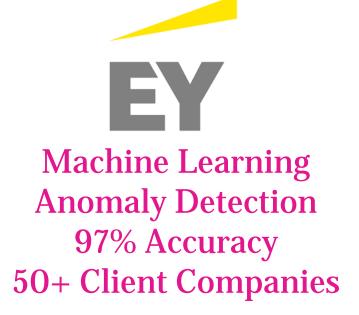
What

Governance, Risk & Compliance





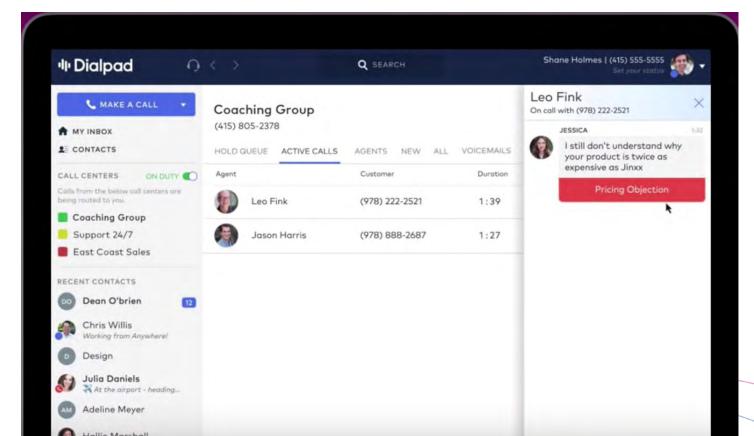
Governance, Risk & Compliance



Fraud Prevention



Sentiment Analysis



What

Visual





Applications



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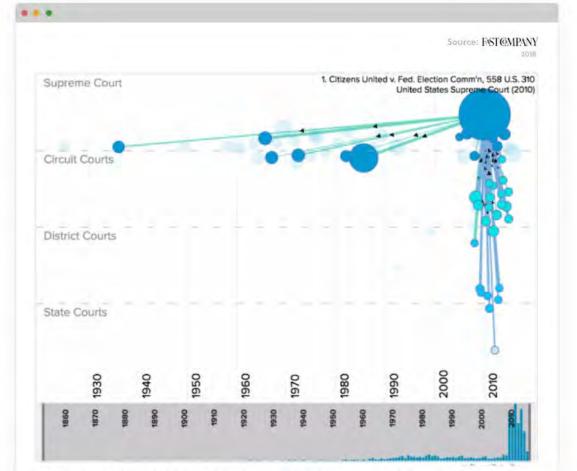
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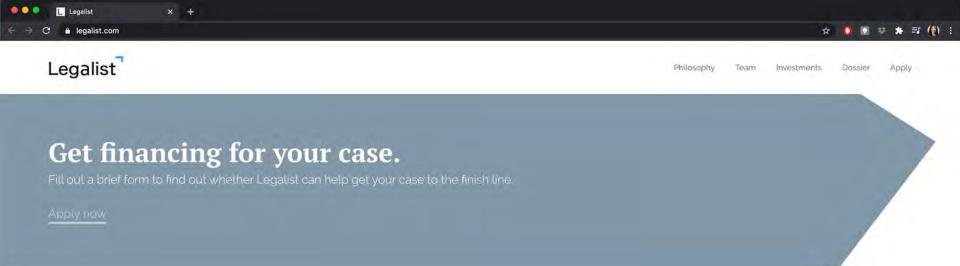
What











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We mine court records to make better funding decisions. Dossier offers insights to help litigants and attorneys choose data-driven strategies and win their cases.



Research

COVID-19 Is Priming the Bankruptcy Market - What Should You Know Before Joining In?





Philosophy

Team

Research

Discrepancies and Barriers in DIP Funding



Investments

Legalist Nabs BigLaw Alum From **Another Litigation Funder**

Law360 reports on Legalist's recruitment of Megan Baer as Investment Counsel

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Here's how 4 litigation financiers are thinking about data and analytics - and why some players think it's an industry prime for disruption

Business Insider interviews Legalist CEO Eva Shang about the use of analytics and artificial intelligence in litigation finance underwriting.

Read More

Litigation funding startup Legalist is seeing a boom in demand to back lawsuits - and is hoping to attract hundreds of millions of dollars from investors to keep up with the need

Business Insider interviews Legalist CEO Eva Shang about how the firm has grown since its launch and how she envisions its future.

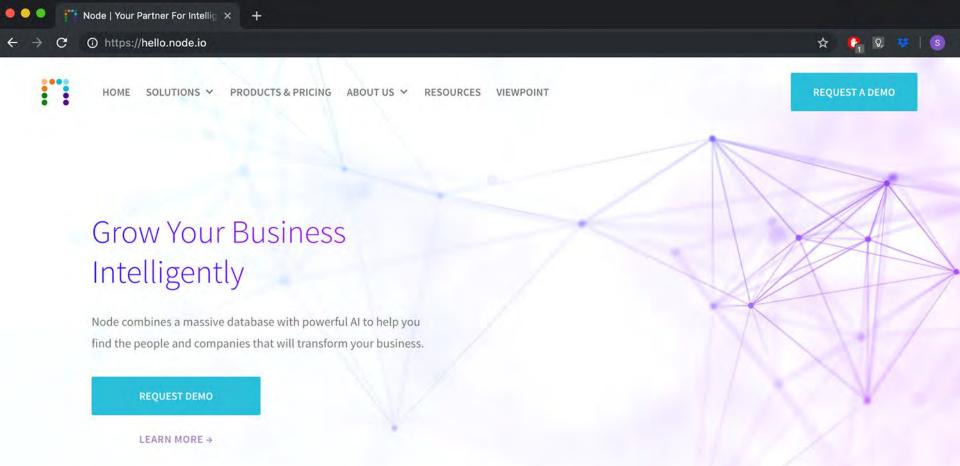
Why Litigation Finance Could Be a Lifeline for Small Firms in the Next

Coronavirus-fueled Recession









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Attorney for Smith Consul.	
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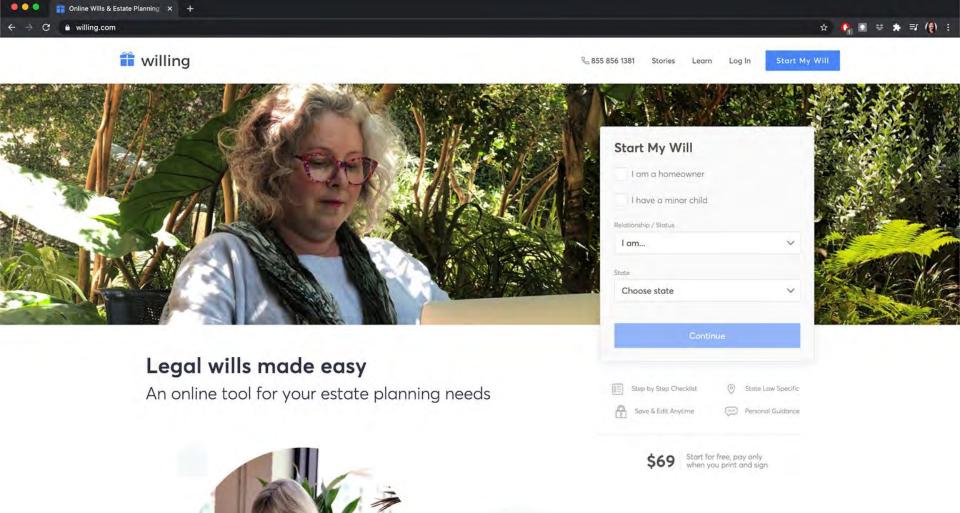








Doiln Herold.



Applications



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Regulation Review



Natural Language Processing IRS Regulation Review

What

Regulation Review





Natural Language Processing IRS Regulation Review 3x consistent & 2x efficient Break-Even ROI in a Year

Finance and Law

Contract Intelligence (COIN) - JPMorgan



Made possible by investments in machine learning and a new private cloud network, COIN is just the start for the biggest U.S. bank. The firm recently set up technology hubs for teams specializing in big data, robotics and cloud infrastructure to find new sources of revenue, while reducing expenses and risks.

As for COIN, the program has helped JPMorgan cut down on loan-servicing mistakes, most of which stemmed from human error in interpreting 12,000 new wholesale contracts per year, according to its designers.

Applications



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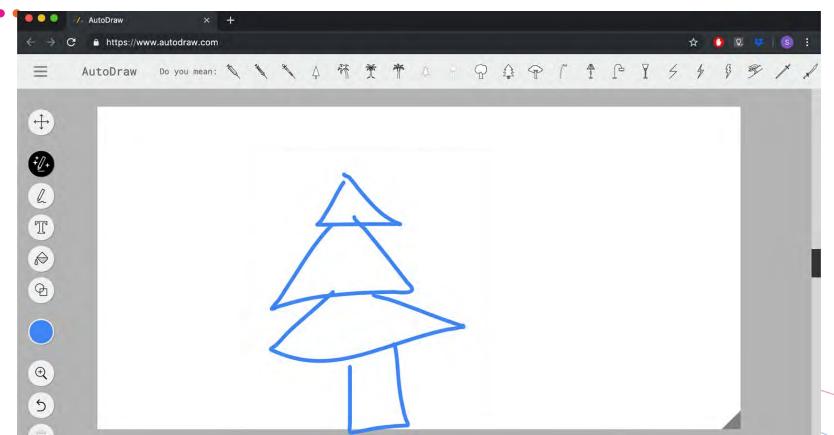
Interaction

Communicate with humans through digital or analogue mediums



What

Putting Things Together



What

Putting Things Together





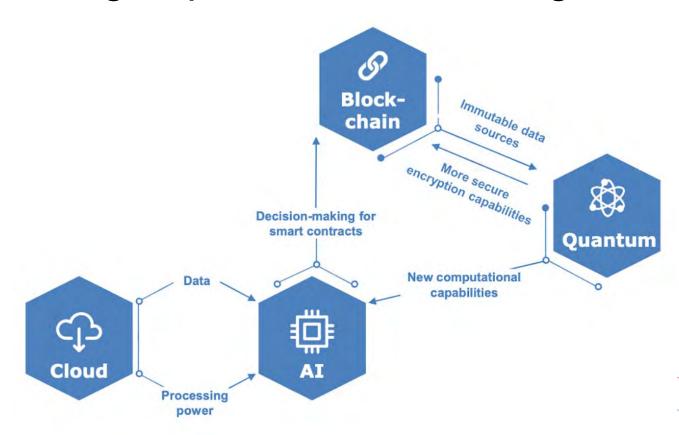


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How

Intersecting Exponential Technologies





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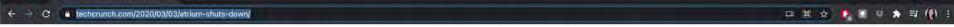
Atrium raises \$65M from a16z to replace lawyers with machine learning

Twitch's Justin Kan returns to pwn law firms

Josh Constine @joshconstine / 7:01 AM PDT • September 10, 2018









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* \$75M legal startup Atrium shu × +

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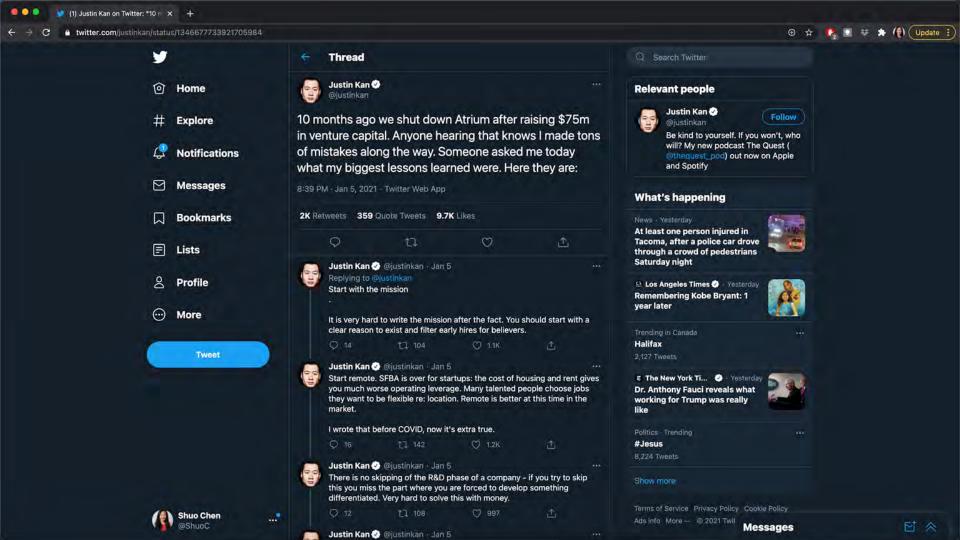
\$75M legal startup Atrium shuts down, lays off 100

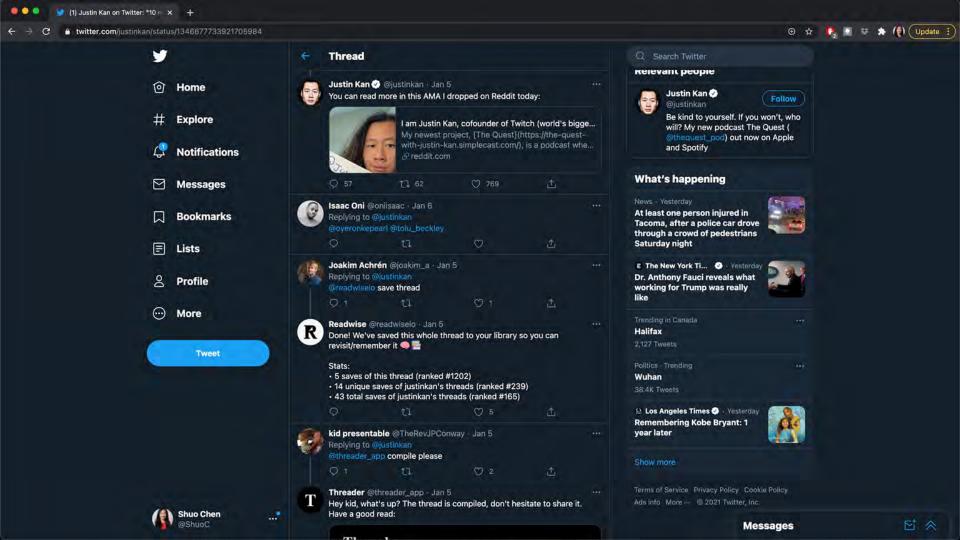


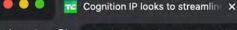
Josh Constine @joshconstine / 3:42 PM PST • March 3, 2020

Justin Kan's hybrid legal software and law firm startup Atrium is shutting down today after failing to figure out how to deliver better efficiency than a traditional law firm, the CEO tells TechCrunch exclusively. The startup has now laid off all its employees, which totaled just over

of its \$75.5 million in funding to investors, including Series B lead























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Cognition IP looks to streamline the patent filing experience with a dose of smarter search

Matthew Lynley @mattlynley / 8:05 am PST • February 1, 2018





Disrupt 2020

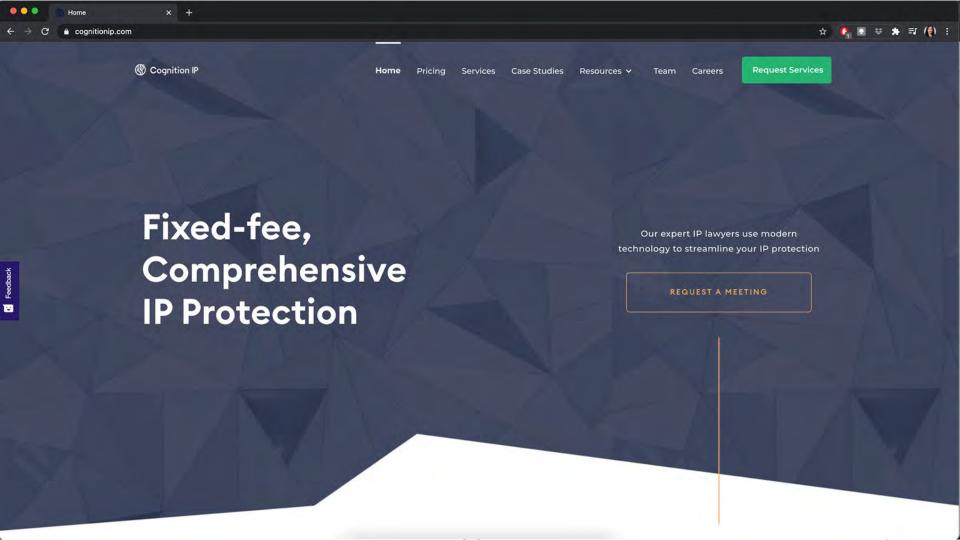
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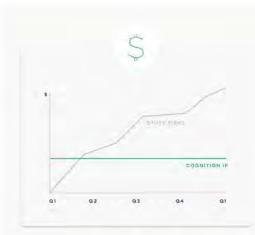






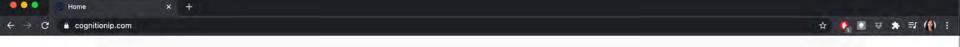
We have a 91% historical success rate for patent applications that we file. Compare this to the 55% success rate of the average law firm in the United States. We put care and attention into our work and our technology helps produce consistent results. Our past successes show this.





Fixed-fees so you'll never be surprised by a legal bill.

We price our services on a fixed-fee basis so you'll know how much to budget for all your IP needs. Other firms bill by the hour and won't tell you how much the final cost is until after they send you the invoice. We give you control over your legal spending.



IP prepared in weeks. Not months.

We prepare patent applications in a matter of weeks, not the months long wait times you have with traditional law firms. We prioritize our startup clients and get to work on their IP right away. Your work won't get put on the back burner behind a traditional law firm's bigger clients.



HELPING YOU PROTECT YOUR IP

IP Strategy

We provide expert guidance on IP strategy based on years of experience and advanced analytics.

Freedom to Operate

Ensure that you have the freedom to commercialize your product and prevent lawsuits before they occur.

Trademark

Protect your brand by working with us on a comprehensive trademark search and application filing.

Provisional Patent Application

Based on your invention disclosure, we'll prepare and file your provisional patent application to obtain a strong priority date.

Non-Provisional Patent Application

Work with our IP practitioners with domain expertise who will craft and file your nonprovisional application.

Patentability Search

Our worldwide patentability search will help provide greater certainty that you'll be able to patent your invention.

How

Focus on ...



- Knowledge
- People

Knowledge



LegalTech For Startups

Industry Specific Solutions

Document Ceneration & Assembly

Libraries & Repos

For Lawyers and/or In-house Counsel

Litigation

Lawyers getting in on the game-

Legal Marketplaces

Computational Legal Studies

Smart Contract Implementations

Smart Statutes / Digital Legislation

Contract Formalisation & Natural Language
Generation

Artificial Intilligence & Natural Language Processing

.

Support Services

Ditter Interesting Things

Desitions

Other Players in the Field

Non-exhaustive listing, though we do try to put everyone we've encountered here. Holler if we missed something!

Legaltech-for-Startups

Bonsai helps freelancers get paid // Carta (formerly e-shares) does ownership management // Catalex does corporate administration, e-signatures, law browsers, working day calculators, court costs calculation, and PDF concatenates // Clerky (Delaware) does incorporations and fundings // CofoundersLab offers templates to entrepreneurs // Concord is end-to-end contract signature management // DocDep takes you from investment to divestment // Eloquens has an entire section for startups // FirstCounsel offers legal support for entrepreneurs, startups, and SMEs in Singapore // FounderSuite // FlashFunders is an equity crowdfunding platform with a ton of augmentations, according to Techcrunch // Founders Workbench // Handshakes maps out all relationships between companies and persons // Incorporations in finds the best jurisdiction in which to incorporate your particular startup // Ironclad automates a range of startup-friendly legal templates, with Dropbox and HelloSign integration // Jianfabang is an document automation service for startups // LawCanvas (for Singapore) // Legistify has DIY agreements // Nivaura is a cloud-based service for issue of financial instruments by SMEs // Patentory // Paper does incorporations and fundings // SeedLegals does incorporation & funding documentation in the UK // Sleek.sg does incorporations, SaaS company secretary, visas and immigration in Singapore // StartupDocuments is affiliated with Bedrock and does incorporations and fundings // StartupLawyer does incorporations and fundings // Stripe Atlas (Delaware) // Upstart Alliance provides online templates targeted at startups // Valcu offers document automation and some scripting // Valuative capital structure modelling and visualization // VCExperts offers due diligence and other tools // Venture360 is a complete deal management platform for seed funds // Visible.VC offers a Tech Investing Software Stack // Zegal (formerly Dragon Law) is founded by a lawyer

Fundraising Templates 500 Startups offers the KISS // CooleyGo has equity and debt instruments // SeedSummit for Europe, by SeedCamp // Series Seed (also for Finland and India) // Simmonds Stewart does automated KISSes for South-East Asia // Y Combinator has both Series AA and SAFE instruments in four flavours; though some think it's screwing you up, not safe, sacrifices flexibility and future bargaining possibilities on the altar of expedience; for some others, may not love it... but at least I understand it // Comparative reviews, e.g.: Shockwave Innovations'; Quora weights in; Square1bank compares the SAFE with convertible debt notes; SAFE vs KISS; SAFE vs KISS by Rubicon; KISSing SAFEly or SAFEly KISSing; SeriesSeed vs Series A; Invigorlaw's; Vincent Jacobs'

Cap Tables Techcrunch's Jason Rowley wrote about first round fundraising // Humble ventures gives a basic overview // Anatomy of a Startup Captable // Quora answers "What is the best captable template available online?", and also the best template for startups with different types of shares, bonus pools, multiple rounds, etc // AskTheVC // Capshare.com // Captable.io // ExactEquity // Gust Equity Management does captables and equity issues // Reportally.com // VentureHacks // eShares round modelling which is gaining impressive marketshare

Education How Startups Burn Money on Lawyers // Quora answers "When founding a startup is it worth immediately investing in a lawyer, or can you get by with pre-made documents?" // Heidi Roizen's Walkthrough // Docracy's guide to Term Sheets // Brad Feld's Term Sheet Blog Series, now available as a book, Venture Deals // Deal Terms, by Wilmerding // Angel or seed investing: Angel term sheets for startups, from the MaRS Library // Paul Graham on High Resolution Fundraising // The Truth About Convertible Debt at Startups and The Hidden Terms You Didn't Understand // Mark Suster's Bad Notes on Venture Capital // StartupCompanyLawyer // LivePlan helps you with forecasts // The Ultimate List of Legal Resources for Startups

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Luga Marketphocs

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Smarl Contract Implementations

Smart Stanines / Digital Legislation

Contract Formalisation & Natural Linguist

A Gircial Intelligence & Natural Language Processing

Support Services

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Desidence

Industry-specific Solutions

Real estate BitRent does smart real estate contracts on the blockchain; // Core Logic // Chromaway does it on the blockchain // EasyLaw does online land searches and calculates legal fees, stamp duties, and RPGT in Malaysia // Goodlord does tenancy agreements, references, e-signing all-in-one // Dealpath does corporate real estate deal management // Flip allows you to make a lease agreement, amongst others // Track With Ease // Shipping Bimco does shipping contracts & clauses // CP Desk is a good example of a vertical-specific legal application // Chinsay does contract management for freight // Conga lets you create customised shipping documents from Salesforce // Damco does document management for shipping // Immigration Boundless does marriage-based greencard applications // Citizenshipworks // FastVisa does immigration workflow automation // Legal Space is a digital immigration and visa solution for relocating to the USA // Joshua Browder does chat bots for asylum seekers (and parking tickets and air ticket refunds) // Oliver ai does immigration visas // Visabot is an Al chatbot for US green cards // WorldEvermore says it is turbotax for immigration // Wills doyourownwill // Willing makes wills online // Farewill in the UK and Wales // Freewill in the U.S. // LegalWills in Canada // Quicken WillMaker // WillCreator Deluxe // Wills.org.uk allows you to make a fully legal will online // MyWillOnline does it in Australia // Divorce Amicable does fixed price divorce and separations // DivorceMate targets Canadian family law practices for spousal/child support situations and document assembly // It's over easy does uncontested divorce filings in 3 steps // iSplitDivorce // LexQuanta has a divorce assets division simulator // Separate.us // SupportPay does child support // Wevorce // IP rights management Kenneth Adams' Copyright and the Contract Drafter (New York Law Journal, 2006) asks: are contracts copyrightable? // AltLegal // Acclaim IP does patent search & analytics // Anaqua // Cognate does trademark protection // DataNovo // elementaryIP groks patent law // IPNexus provides legal templates, forms, checklists, and guidelines for IP protection // Lecorpio (acquired by Anaqua) does IP software and services on a platform // Lex Machina groks patent law // Specific automates patent applications // Trademarkia // Trademark Now does trademark searches // Consumer Protection radvocate for automated consumer dispute processes

Document Generation & Assembly

Generators Autom // Business-in-a-Box // BamLegal // Clarilis allows firms to generate templates and precedents // Contract Standards // Contract Mill lets you create and use your own contract templates // Clausehound // CooleyGo // DiligenceEngine // eBrevia // FormSwift // iDisclose does filings, deal and hiring documentation // Jubenda generates T&Cs for privacy policies and cookies // InRule // LawCanvas (for Singapore) // LegalContract has good decent wizards covering the US // Prose // RadiantLaw // RocketLawyer // Shake // TermsFeed generates EULAs, privacy policies, and more // Turner is a pleasant Mac-app // Wilson Sonsini's Termsheet Generator // Wilmerhale // NDAs for Free // NDA Lynn helps you check your NDA // VentureDocs // Vanilla Law by MG/Chambers (news article) // UltraDox converts Google Docs to Microsoft Word // WeAgree

Assemblers (usually for law firms and in-house counsel) Autom.io // Avvoka offers contract automation and pair drafting // Bizibody // ContractExpress by Thomson Reuters // DocAssemble is opensource (YAML and Python) and allows domain experts to build what TBC would call a shallow-model expert system wizard // Law Help Interactive is another expert system // Exari // HotDocs // LegalFab // Planet X Law // XpressDox // Turner is a contract-drafting IDE // Documate // Nonprofit Techy compares A2J Author, Docassemble, QnA Markup and HotDocs // Justice for Some

Plug-Ins Woodpecker does automation in Word // Xpressdox // Contract Express Author

Libraries & Repositories

Libraries AVCAL (for Australia) // BVCA (UK) // edocr // ILRG Legal Forms Archive // LawCanvas - Easy Legal Documents for Singapore // LawDepot // LegalZebra (for Australia) // Onecle is an archive of legal forms // Orrick's Start-Up Forms Library and term sheets // Taylor Wessing's Documents (UK)

Smart Stanines / Digital Legislation

Contract Formalisation & Natural Linguist Generation

Artificial Intelligence & Natural Language Processing

Support Services

Drive interesting Things

Desidencel

For Lawyers and/or In-house Counsel

Practice Management Alta Claro // Autto is kind of IFTTT for lawyers with workflows as an expert system // Brightflag does ebilling & spend management // BusyLamp // Casepeer does personal injury case management // Case Status // Cavory does cloud-based legal practice management // Clio // CosmoLex // Dazychain // Digitory Legal // Dealmaker // DocEx Legal tracks your documents // Gideon Legal does chatbots and also predictive analytics // Josef creates chatbots for law firms // Jurato // Justly // LawDroid does chatbots // LawMaster // LawVU does matter and ops management // Legaler does online meetings for lawyers // Legal Inc. // MerusCase // Metajure // MyCase // NextChapter does practice management just for bankruptcy law // Paladin does pro bono work management for law firms // Practice Evolve from Australia // SavvySuit does chatbots // SimpleLegal // Sheriasoft practice management for law firms in Africa // Time Miner does billing // Vrsus does case management // Yerra is a tech consultancy for law firms, which has just been acquired by Elevate // Elevate is a consultancy firm specialising in law firms // Zygos

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Negotiation ContractRoom // SimplyAgree focuses on signature and closing // Synergist is a contract negotiation platform with easily tunable knobs // Parley Pro negotiate better contracts faster // The Doc Yard is a polished app for lawyers to address the pain point of deal negotiation and closing

Run-time Monitoring Intraspexion is an early warning system for employment litigation

Contract Life Cycle Management Contract Eagle // Contract Logix // Contractual.ly got acquired by Coupa // Concord Now // DocEngine offers CLM along with compliance checks // DocuCollab // Doxly // Exari // Icertis // iDPARC // Lawcadia does legal procurement management // Paper is a unified platform for contracts // Planning Blox // Precisely is doing contract management software with pleasant UX // Qualmet measures value of outside counsel, for inhouse counsel // SpringCM is a document and contract management platform // Viewabill promotes collaboration between in-house and external counsel // Arity does advanced document management

RegTech Corlytics is regulation technology and analysis with big data // ComplyGlobal helps big business cover their many widely dispersed asses // Corlytics // Global-Regulation // SaGo for compliance

Document Review Beagle, ai reads contracts // BrightLeaf does contract abstraction // ClauseMatch reads contracts // Counselytics reads contracts // Heretik reads contracts // JPMorgan reads contracts // ¡Eugene reads contracts // Kira reads contracts // LawGeex reads contracts // LegalRobot reads contracts // LegalSifter reads contracts // LitIQ drafts contracts // Luminance reads contracts (and other documents in dataronooms) // MetaJure reads contracts // PageMap reads contracts // RAVN reads contracts // rfrnz reads contracts // Seal Software reads contracts // Vaultedge reads contracts

Due Diligence dealWIP does cloud-based due diligence // Drooms // Luminance does due diligence as well // Midaxo does buy-side due diligence // Wizdocs // Fieldguide

Litigation

Allegory Law // Bounga does digital forensics // Blue J Legal helps lawyers research tax law // CaseText // Caseshare and Openlaw.cn are both case databases // Clarilegal // Cicayda // Courtroom5 for litigants-in-person // Docket Alarm // Docket Navigator is a curated platform for patent litigation // Docket Navigator is a curated platform for patent litigator is a curated platform for patent litigation // Docket Navigator is a curated platform for patent litigator is search engine for court decisions and other legal texts (France) // Fuerlaw also does e-discovery // FastCase // CaseText // Farly Neutral Appraisals predicts

Lawyers getting in on the game

Some more innovative / technical / interesting than others, obviously.

Allen & Overy and Deloitte make MarginMatrix which codifies the law in various jurisdictions and automates drafting of certain kinds of multi-jurisdictional documents // Allen & Overy's Fuse a legal tech innovation space // Baker McKenzie's Innovation Programme aims to apply design thinking to client services, and has 'deployed bespoke Al' to enhance its M&A and transactional practices // Chrissie Lightfoot on Twitter // Clydecode is a consultancy service by Clyde & Co specialising in smart contract advice // Evolution Lawyers // KM Standards (Kingsley Martin) reads and writes contracts -- see his 2013 FutureLaw talk // KWM's Project DnA on Github // NextLex offers templates, and also corresponding human services for compliance requirements // NextLex offers templates, and also corresponding human services for compliance requirements // OpenCounsel headed by Andrew Rens // Orrick's Term Sheet Creator // Papiertiger offers a few contract templates, made with lawyer approval // In Singapore, big 4 firm Rajah & Tann's bid in the space, Rajah & Tann Technologies // Robot Lawyer Lisa // SynchLab by Swiss law firm Synch // TermFrame from Pinsent Masons seems to be a wizard expediate lawyers choosing the ideal templates. // WireLawyer

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Legal Marketplaces

1 law // Advise Hub // Advo Assist is Germany's largest network // Asia Law Network (for Singapore) // Avvo // Axiom is positioning initially as an outsourcing option for in-house counsel (see coverage) // Ai.Law will eat it all, from China // Bodhala // Book-It Legal connects lawyers with law students // Caliber Litigation Services for court reporters // Cadeloop // Court Buddy does a-la-carte legal services at flat rates // Fair Document // Falvgu is a legal marketplace as well as case library // FirstCounsel // Anwaltauskunft, Anwaltinfos, Anwaltssuche, DASD, Bewertet, Rechtsanwalt, Advocado, LegalBase just in Germany alone // Ithaca is a humanitarian initiative to connect lawyers to refugees in need of asylum // Korum Legal is a boutique legal consultancy for special projects at cheaper rates // LawCanvas (for Singapore) // LawGives // Lawtap // Lawtrades // Lawyaw // Lawyers on Demand // LegalClick // LegalZoom // LexMeet! // Lexoo // MyLawyer (Singapore) // Nolo // Obelisk // Partnervine to sell document templates // Priori Legal // Premoniton, lawyers by win rate // RocketLawyer // VortexLegal

Computational Legal Studies

Borrowing from social science, these apply computational data-science techniques to the legal world.

The Law Lab at Illinois Tech // LawOS at Santa Fe Institute // law.mit.edu takes a social-science approach to examining law: see Dazza's video // Coding the Law examines how the legal system uses computer algorithms

Smart Contract Implementation

Adjoint will build and formally verify your smart contracts // Attores does smart contracts as a service // Bitquant // Clause will build a Ricardian smart contract and is teaming up with Thin Film Electronics to use near-field communication to pair physical goods to digital contracts // Counterparty // Democracy Earth // EthCore will build and browse your smart contracts // Ethernote appears to be a proof-of-concept implementing a promissory note as a smart contract // Imandra: Online ecosystem for sharing and analysing internal and client-facing trading system specifications; see also their language docs // International Blockchain Technologies registers your contracts in a blockchain // Kadena's haskell-based turing-incomplete PACT language // legalthings // Mattereum brings software smarts to legal agreements and enables the internet of agreements // Mintchalk is a web IDE for smart contracts // OpenZeppelin is an opensource library for smart contracts // Otonomos // Sagewise // SmartContract // UCL's blockchain group

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Industry-Specific Solutions

Document Generation & Assembly

Libraries & Repos

For Lawyers and for in-house & unned

Litigation

Lossyer's getting in on the game.

Lugal-Marketplaces

Computational Linear Studies

Smart Contract Implementations

Smart Statutes / Digital Legislation

Contract Formalisation & Natural Language Generation

Artificial Intelligence & Natural Language Processing

Support Services

Dither Interesting Things

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Smart Statutes / Digital Legislation

Digitising the World's Laws by Claire M, Germain, 2010 // Berkeley Bridge has an expert system // Checkbox has an expert system // Digital Legislation from Data61 attempts to answer the call // FiscalNote, Tim Hwang's startup on government relationship management has raised \$20M // Internet of Agreements by Vinay Gupta explains demand from blockchain // Making Sense of Regulations with SBVR // Neota Logic has an expert system // OpenFisca does legislation as code and multidisciplinary agile development of policy and legislation // SBVR to OWL 2 Mapping in the Domain of Legal Rules // The Foundation for Computable Law // On the Road to Regulatory Ontologies: Interpreting Regulations with SBVR // Oracle Policy Automation helps you build an expert system // How to build an automated legal-decision-making system // Labplus discusses better rules for government discovery and is now helping to turn New Zealand's legislation into code // Rules as Code is a global effort to draft machine-consumable legislation

Contract Formalisation & Natural Language Generation

The need for multilingual contracts can be seen in Indonesia, where a court has ruled that contracts must be in both Bahasa and another language // CLACK at UCL // Joe Dewey's essay on ContractCode, 2016 // CommonForm // Codex by Pax is a scripting language for Ethereum; in concert with Pax Directory // Michelson, by Tezos, is a scripting language for smart contracts // Lexon, by Lexys, is a scripting language for smart contracts // Babbage smart contract language for Ethereum // Restatement by Jason Boehmig, Tim Hwang, and Paul Sawaya (Intro essay; see also modelling - Background Reading) // CommonAccord has some early thinking online // Hammurabi Project hosts its DSL in Wolfram Language (Mathematica); an earlier version developed a DSL called Akkadian // You've heard of XBRL, now the SEC wants Python

A.I. & Natural Language Processing

Reliable natural language processing is a vastly harder problem than domain-specific-languages, compilers, and natural language generation, but we wish them the best. Should they be successful, drafting contracts which meet their Al's approval will be straight-forward because we can run the contracts through the Al ourselves.

Fagougou is an artificial assistant which predicts case outcomes based on precedent // Kira is used by a surprising number of law firms & professional services firms (top nordic firm, Freshfields, Clifford Chance, DLA Piper, Axiom, Deloitte) // Peter does for legal what Clara does for appointments // Al capable of legal reasoning from Weightmans and Kira // Riverview Law is also developing an artificial assistant // ThoughtRiver does NLP to read contracts and reason about them // Perceptiv also does NLP to read and extract data from finance contracts // SkoposLabs predicts effects of law and policy // Surukam helps corporate legal teams automate their workflows and the decision-making process with NLP and ML // Y Legal Reasoning

Support Services

Signature Services Adobe Echosign is the well-respected granddaddy, modulo some grumpiness. Competitors include DigiSigner // DocuSign // e-SignLive by Silanis // HelloSign // Scrive // SignEasy // RightSignature // Secured Signing // Signatys also can send your signed documents to court // and dozens more (see the full list) // Notarisation Notarize is an app // Human resources Hiringplan helps plan employment compensation

Other Interesting Things

Landscaping Thomson Reuters has a LegalTech landscape // German LegalTech Mapping // Swiss LegalTech Mapping // LegalGeek Startup Map // Law Hackers for a curated list of legal startups // A Medium post for some maps and classifications of services legaltech startups provide // Stanford's CodeX list of LegalTech startups // Ambrogi's Legal Tech Startups list: // tech.law.stanford.edu // AngelList shows over a thousand startups in the legal category, but many of these are what



LugalTech For Startups

Industry-Specific Solutions

Document Generation & Assembly

Liberries & Repos

For Lawyer's and/or In-house Equival

Literation

Lavyer's getting in on the genre

Legal Marketplaces

Compression in Logal Strongs

Smart Contract Implementations

Smart Statutes / Digital Legislation

Contract Formalisation & Natural Language
Generation

Artificial Intelligence & Natural Language Processing

Support Services

Other Interesting Things-

Deadpool

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Other Interesting Things

Landscaping Thomson Reuters has a LegalTech landscape // German LegalTech Mapping // Swiss LegalTech Mapping // LegalGeek Startup Map // Law Hackers for a curated list of legal startups // A Medium post for some maps and classifications of services legaltech startups provide // Stanford's CodeX list of LegalTech startups // Ambrogi's Legal Tech Startups list // tech.law.stanford.edu // AngelList shows over a thousand startups in the legal category, but many of these are what we call "law firms with websites", not actual LegalTech startups // AL100 is a directory of legal tech // The Technolawgist

Mmmm... a mix bag Artificial Lawyer is a blog covering the computational legal field // Can Law pivoted to Legal Tech consulting, it seems // Ergo // LawForMe is India-based, design-oriented, and aims to make the law and legal processes more available // Lawyers On Github // Legal Hackers is a global movement for law and technology // Legal Tech Labs is a Legal Tech incubator // Praktio by Michigan Law Professor, Michael L. Bloom teaches contracting drafting, analysis, and negotiation // Simple Rights crowd-sources statute simplification // QnA is a DSL for conducting and displaying interviews // Quegal intends to crowdfund the world's first live online pay-as-you-go legal advice service // An argument for opensource legal

Deadpool

(we're certainly not the first to have come up with a deadpool, but these folks talked about it after us and it's at once hilarious, illuminating, and wonderful! Check out:

@butnickdavls piece for ROSS Intelligence and @alexrkonrad's tweet)

To be clear, we're not entirely sure if these guys are defunct or just have broken websites. If we made a mistake, we do apologise. Let us know and we'll reinstate you up there!

JustInvesting wanted to move investing online // Restatement by Jason Boehmig, Tim Hwang, and Paul Sawaya // Termsheet.io (India & US) used to do incorporations and fundings, now they do investment tracking // LegalHub wanted to output documents into both human-readable (PDF, .doc) and machine-readable (JSON, XML) forms // Caserails // Lawyerfy used to do case management // OxLegal was a startup from Oxford University's accelerator that wanted to reduce the time lawyers spent on work // LawEdge // Legal.CF.SG wanted to provide free and open source templates to cofounders in Singapore // DocStoc // LawKick wanted to help you find the right lawyers at the right price // Lawful.ly wanted to give us plain language, annotated standard legal documents // Lawpolis wanted to build a collaborative community for lawyers // IPStreet // Legify // Kagu did business immigration help // QuickLegal provided on-demand legal advice and won the Techweek California App of the Year for 2014 // Upcounsel used to be a marketplace for legal services // Ross Intelligence used to help lawyers do research

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Formalising Contracts

Formalising Regulations Modelling Performance

Formal Verification of Smart Contracts

Academia-Industry Partnerships

Workshop & Conferences

// A Research Agenda in the Validation and Verification of Smart Contracts by Daniele Magazzeni, Peter McBurney, William Nash, 2017

Startups include: Adjoint // Kadena, with PACT // Tezos // Cardano

Academia-Industry Partnerships

Harvard University's Berkman Kein Centre for Internet & Society // PlainSite // Law.MIT.edu takes a social-science approach to examining law: see Dazza's video // Stanford University's Computational Law // Stanford University's CodeX Center for Legal Informatics produces a crop of startups every year // Stanford University's Computable Contracts Initiative // the Legal Informatics Research Network // Law OS, a research program on complexity and the law at the Santa Fe Institute // The Law Lab is an interdisciplinary teaching and research centre set up by Illinois Tech and the Chicago-Kent College of law, and focused on legal innovation technology // Lexifi's MLFi was one of the earliest commercializations of financial contract formalisation // CommonAccord // University of San Diego's Centre for Computation, Mathematics, and the Law // The Accord Project which was created by legal tech startup Clause and collaborates with the International Association for Contract Management, Hyperledger, Clio, etc. // University of Swansea has a Centre for Innovation and Entrepreneurship in Law // University of Oslo has the Norwegian Research Center for Computers and Law // Osgoode Hall Law School at Toronto's York University is preparing its students to compete against Al

Workshops & Conferences

The biennial International Conferences on AI & Law (ICAIL) started in 1987 // Since 1988, the Foundation for Legal Knowledge Based Systems (JURIX) has held annual conferences on legal knowledge and information systems JURIX; and since 2007, the JURISIN workshop runs alongside // LREC2010 Workshop Proceedings in 2010 // The Stanford Centre for Legal Informatics has been running the CodeX FutureLaw Conference since 2013 // AI4J (Artificial Intelligence for Justice), 2016 // The Hacking.Law series of conferences // 2017 saw the inaugural Legal Geek Conference in London // MIT Legal Forum // Singapore and its inaugural TechLaw.Fest in 2018

Some are more lawfirm-driven than others: // ILTACON // ABA TechShow // Clio Cloud Conference // Lawyernomics // the Law Society of Scotland's Law and technology conference // LegalWeek in the US

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Well, all information looks like noise until you break the code

says Hiro Protagonist, the hero protagonist in Snow Crash Neal Stephenson, 1992

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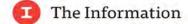
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People





Clubhouse Gets Investment In X

Clubhouse Gets Investment Interest at \$1 Billion Valuation

By Zoë Bernard, Kate Clark and Alex Heath | Jan. 22, 2021 6:24 PM PST Photo: Clubhouse Co-Founder and CEO Paul Davison. Photo: Bloomberg

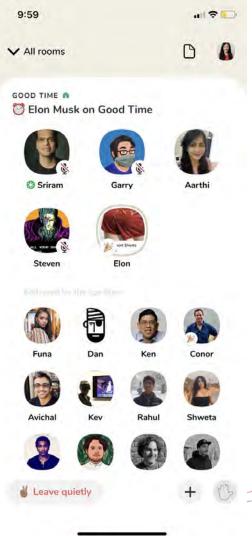
STARTUPS

VENTURE CAPITAL

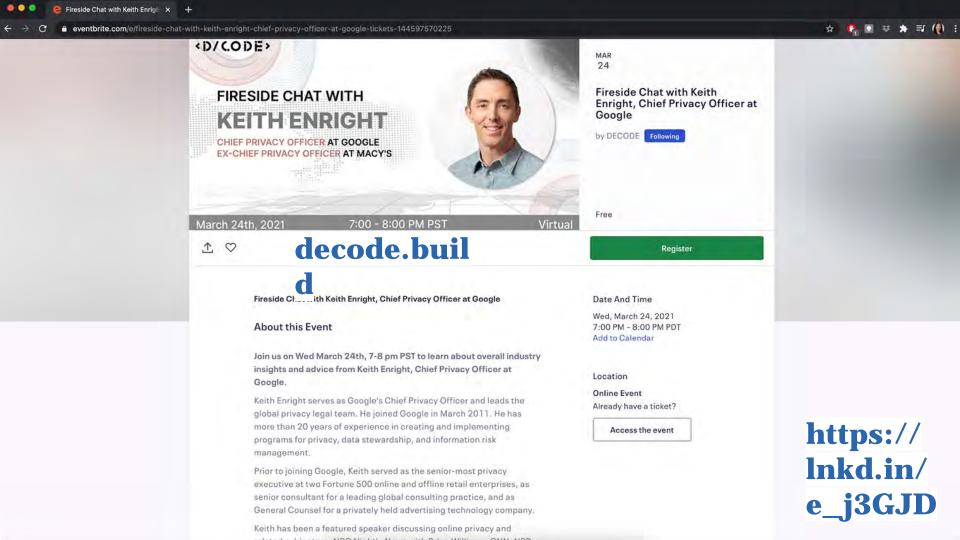
The race to invest in social audio app Clubhouse is on again. Venture capital firms have approached the startup's founders in recent weeks about leading its potential next round of funding at a roughly \$1 billion valuation, according to four people with knowledge of the discussions.

Investors also have tried to buy Clubhouse shares from existing shareholders at an implied valuation of \$1 billion, said one of the people. That figure is 10 times higher than the app's valuation from eight months ago following a hotly <u>contested</u> <u>investment round</u>, before it was even available on Apple's App Store. A new deal at a billion-dollar value would be unusual for a social media app at this stage of its life and would also reflect the broader increase in valuations for fast growing, privately

@Shuo_C









- 1. Why
- 2. What
- 3. How

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Thank you

Shuo Chen

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