

Free your lawyers to have  
the impact they deserve

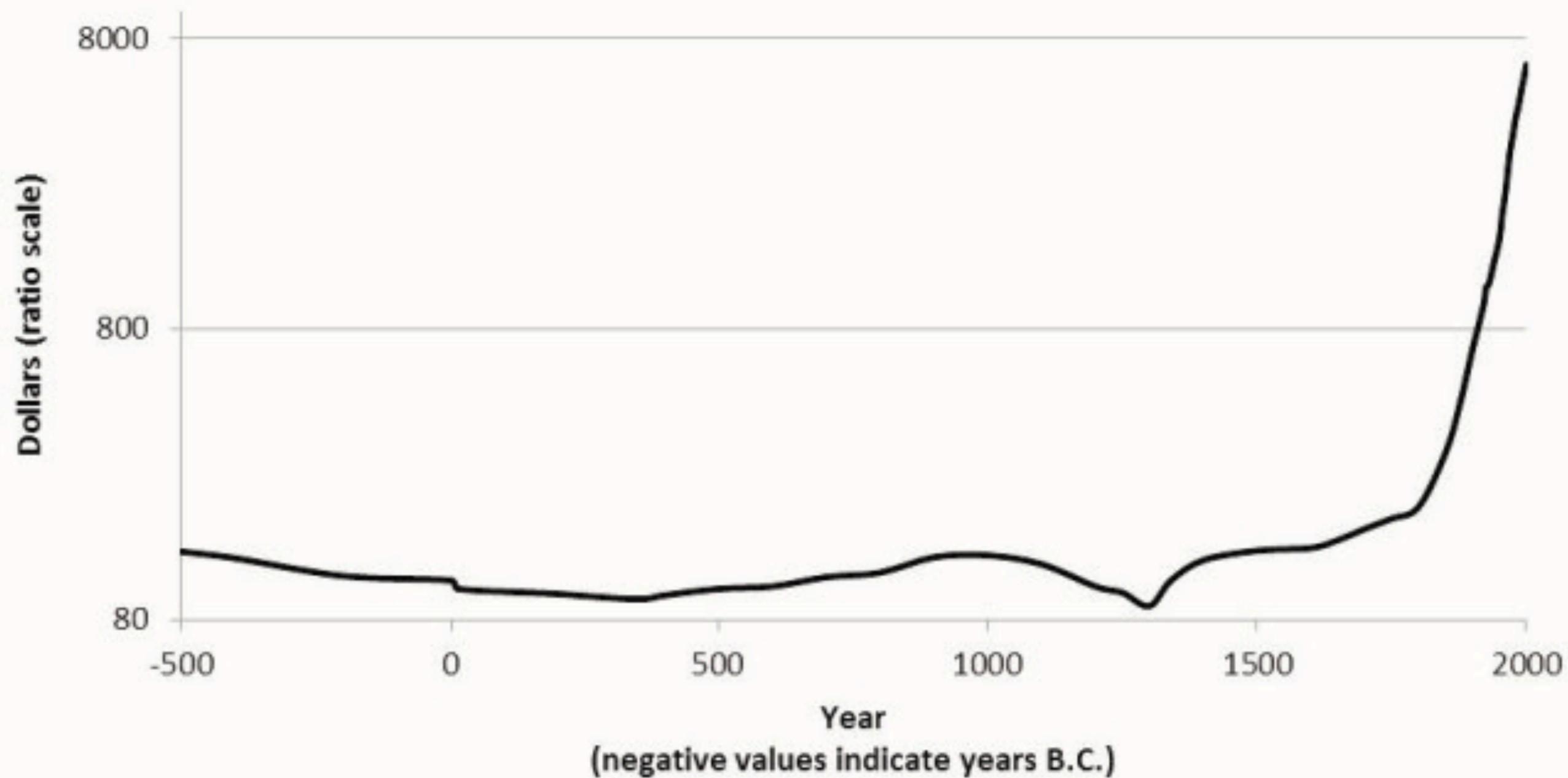
Through transformation and  
technology





# *Per capita Annual World GDP, 500 B.C. - 2000 A.D.*

(1990 international dollars)



**Figure 1**

# Plexus: Creating the Future of The Law

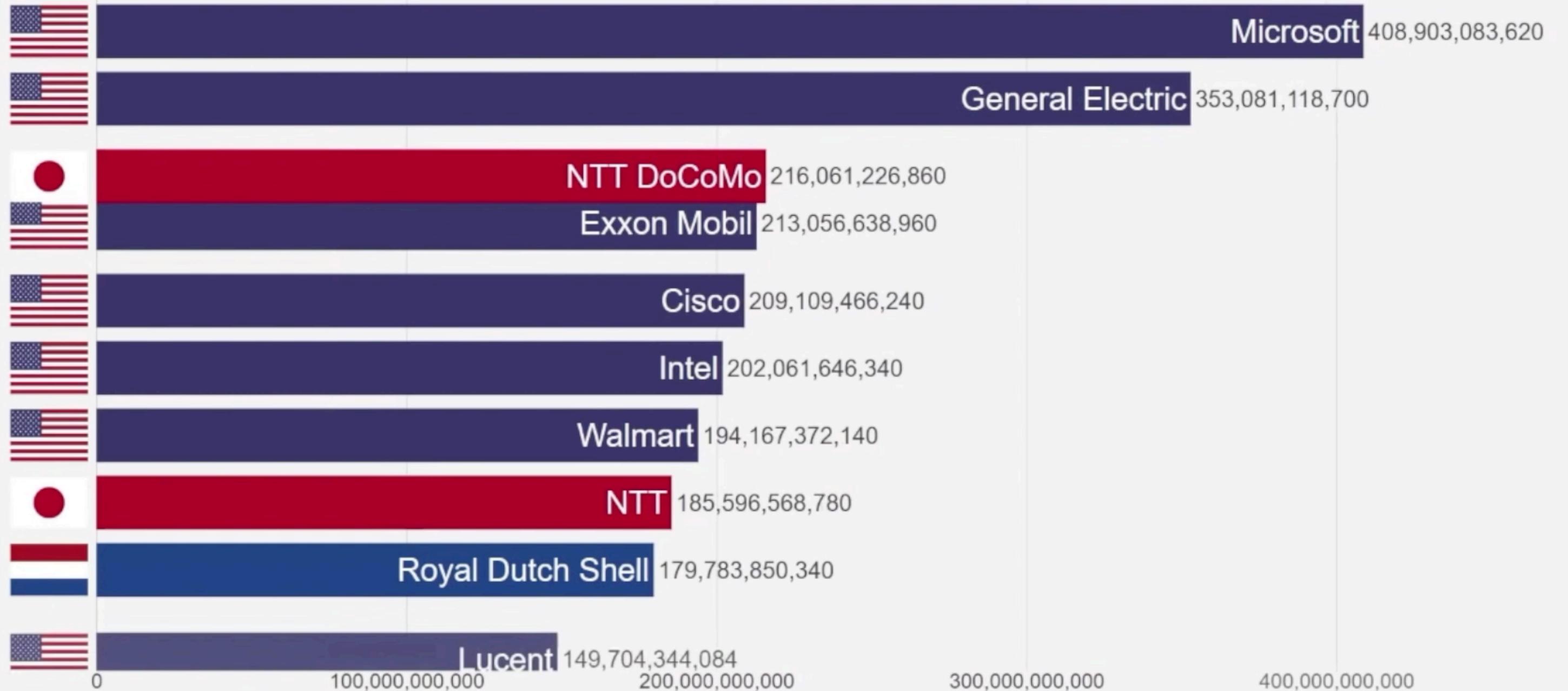




# Most Valuable Companies In The World

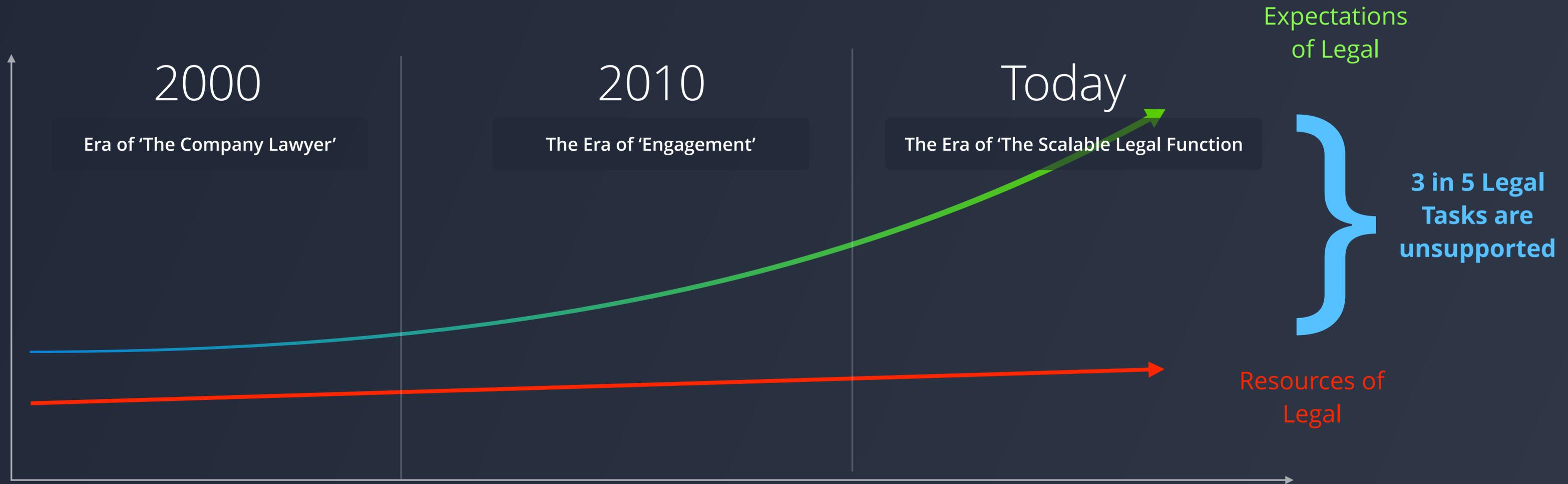
Jun-99

Market Cap in US Dollars



Top 10 Most Valuable Companies In The World (1997-2019)

# What got you here - won't get you there



## Key priorities

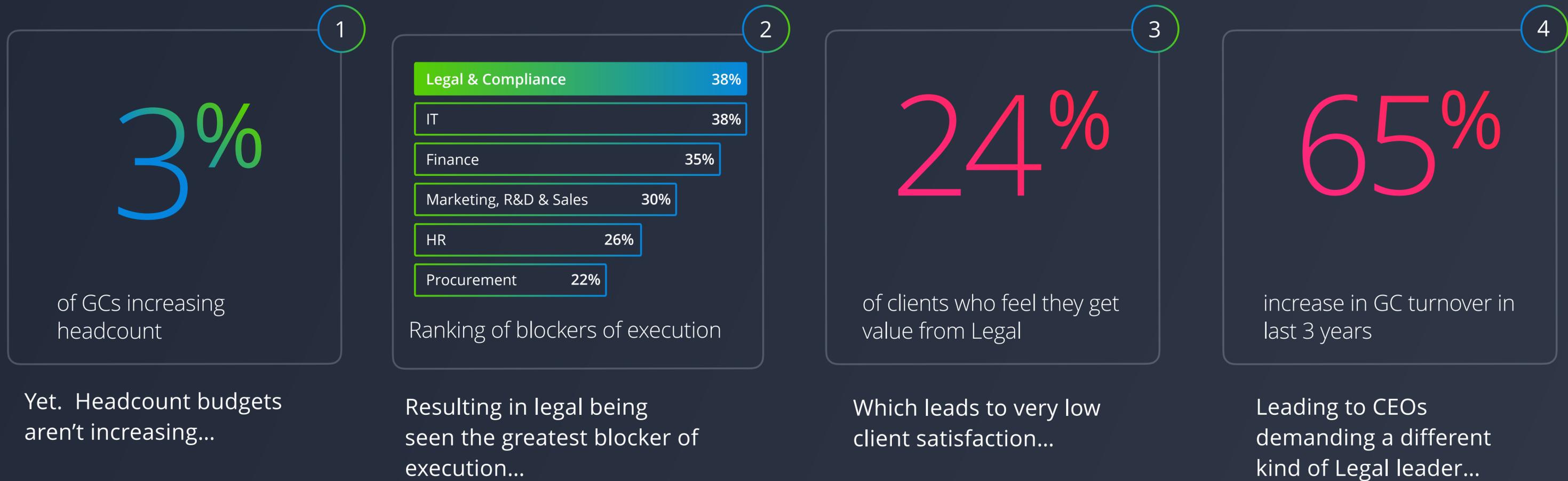
- ▶ Law firm management
- ▶ Technical knowledge
- ▶ Governance
- ▶ Contract Management

- ▶ Commerciality
- ▶ Solutions orientation
- ▶ Compliance with new regulations
- ▶ Legal department management

- ▶ Scalable service delivery
- ▶ Evolving supplier mix
- ▶ Regulatory sensing
- ▶ Advancing strategic objectives

The core challenge: It is impossible for a legal team of any size to reach the +80% of employees who make decisions that impact legal risk every day.

# 85% of legal tasks go unsupported

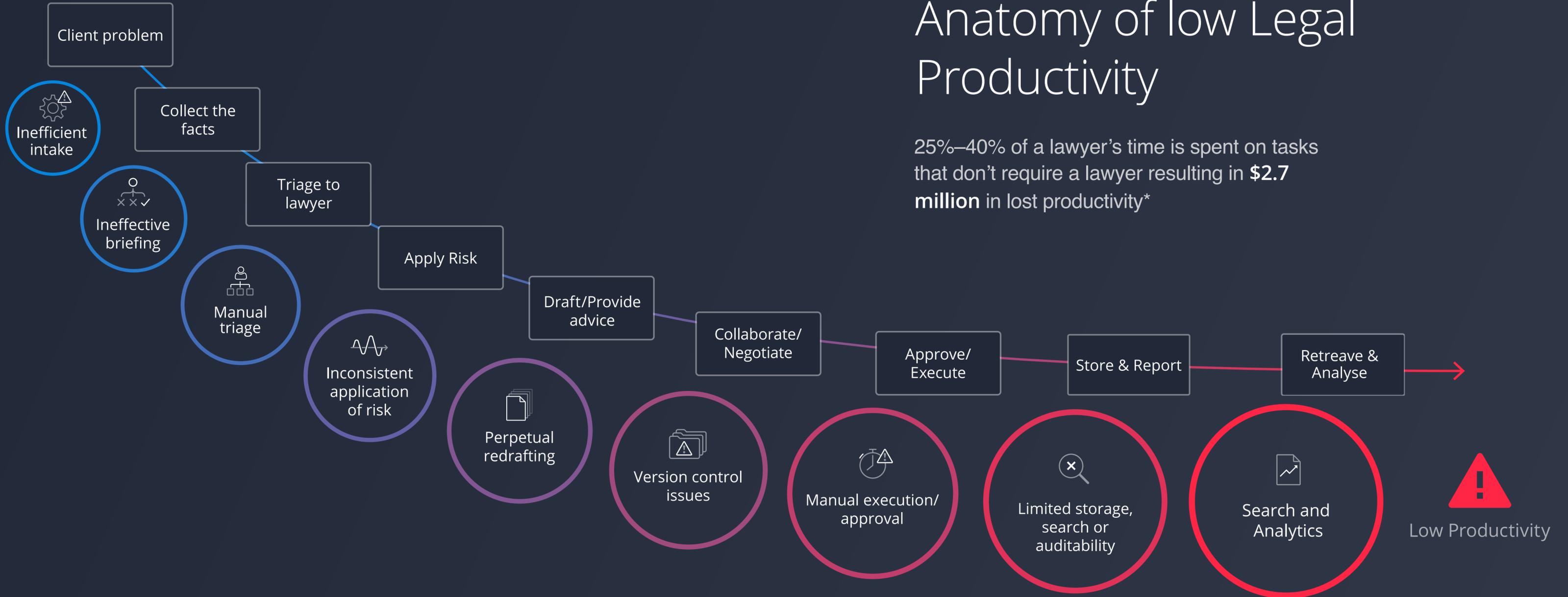


'Though almost 40% of General Counsel gave their team top marks for contributing to the commercial value of the company, only 14% of CEOs did so.'

- Bain & Company

# Anatomy of low Legal Productivity

25%–40% of a lawyer’s time is spent on tasks that don’t require a lawyer resulting in **\$2.7 million** in lost productivity\*



\* Gartner General Counsel Roundtable Research

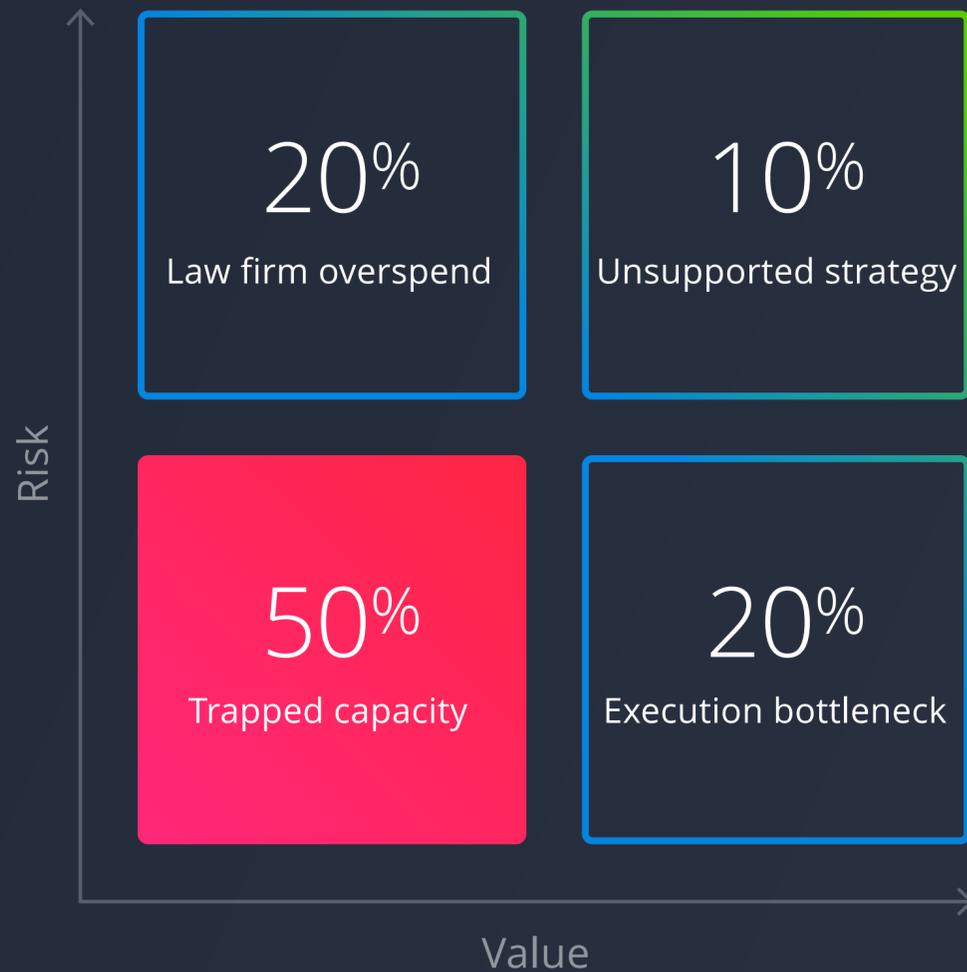
*“The business values our input....When they can access it, in the timeframe that they need it....*

*If not - they would prefer us to not be involved.”*

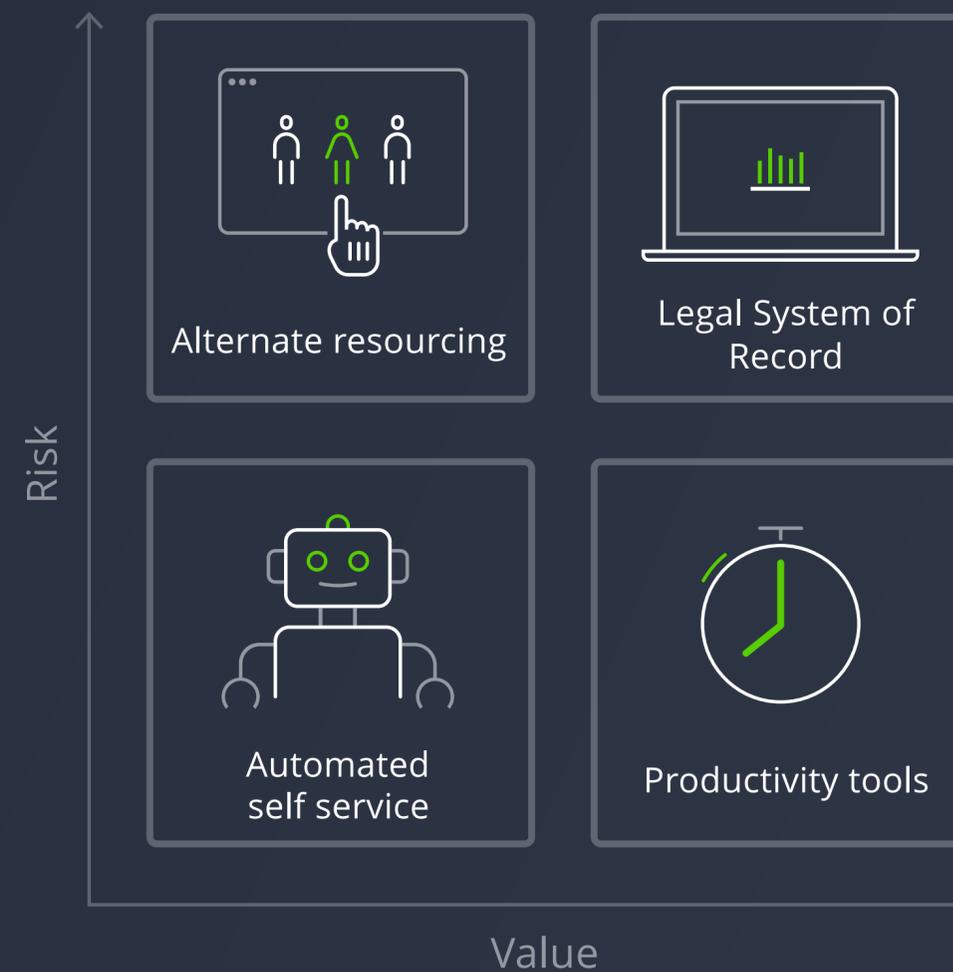
- ASX 50 GC

# The Legal Transformation Playbook

Resource allocation in an inefficient Legal Function



Resource allocation at a modern Legal Function



Harder *has failed*. It's time to work smarter.

The only way to deliver more value is to change *how* legal risk gets managed.

# The BIG Idea

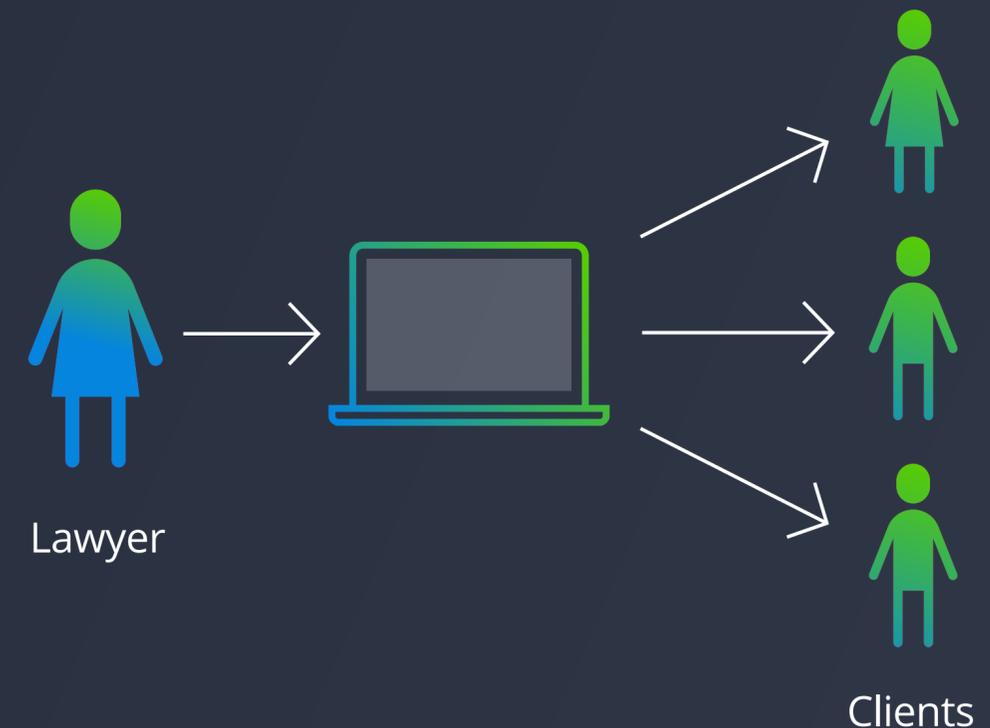
## The Function of The Past

Focused building the legal departments  
**capacity to support more legal decisions.**



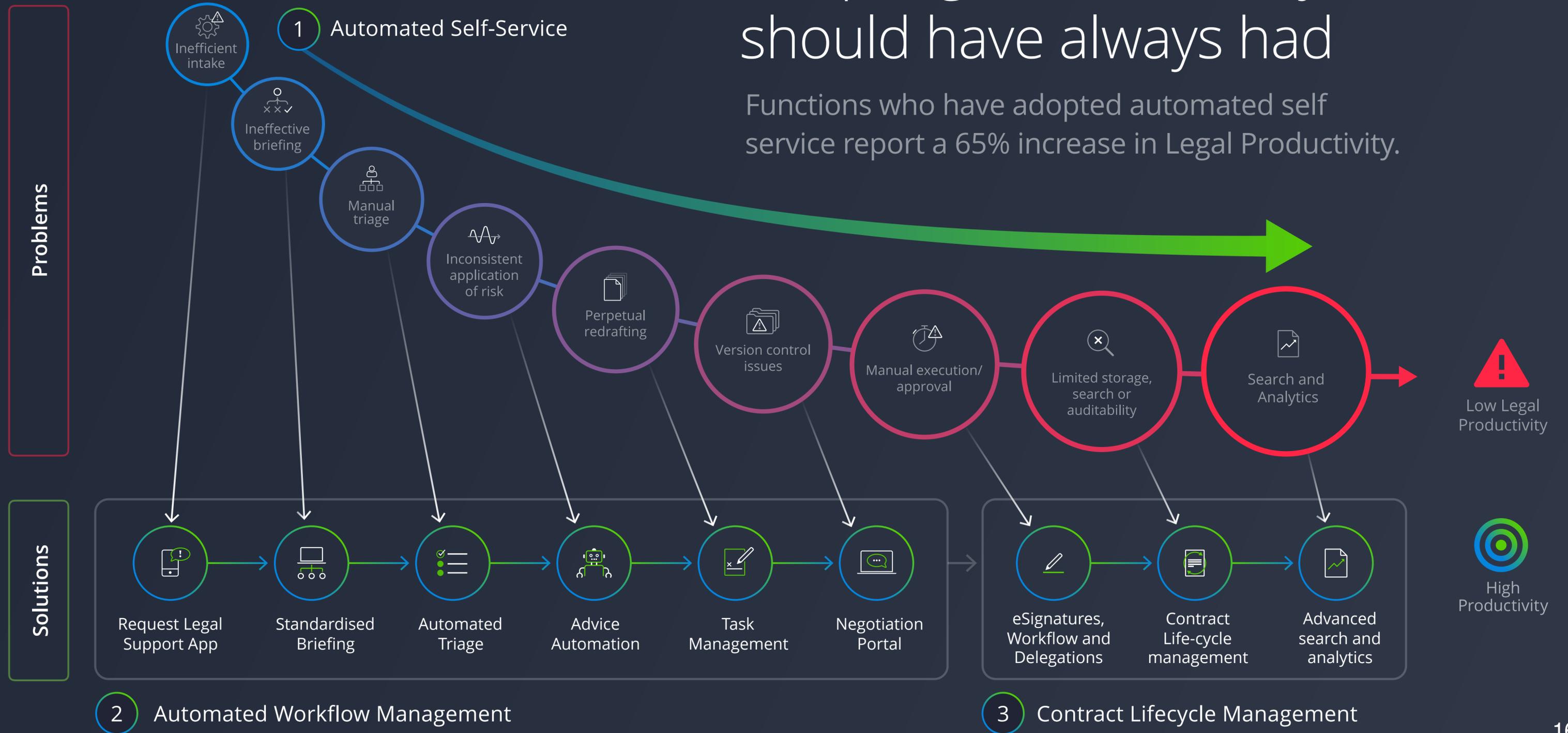
## The Function of The Future

Focused on building the organization's  
**capacity to make better legal decisions.**



# Adopting the tools lawyers should have always had

Functions who have adopted automated self service report a 65% increase in Legal Productivity.



L'ORÉAL

"85% of routine legal work is now Automated - freeing the team up to run with the business."

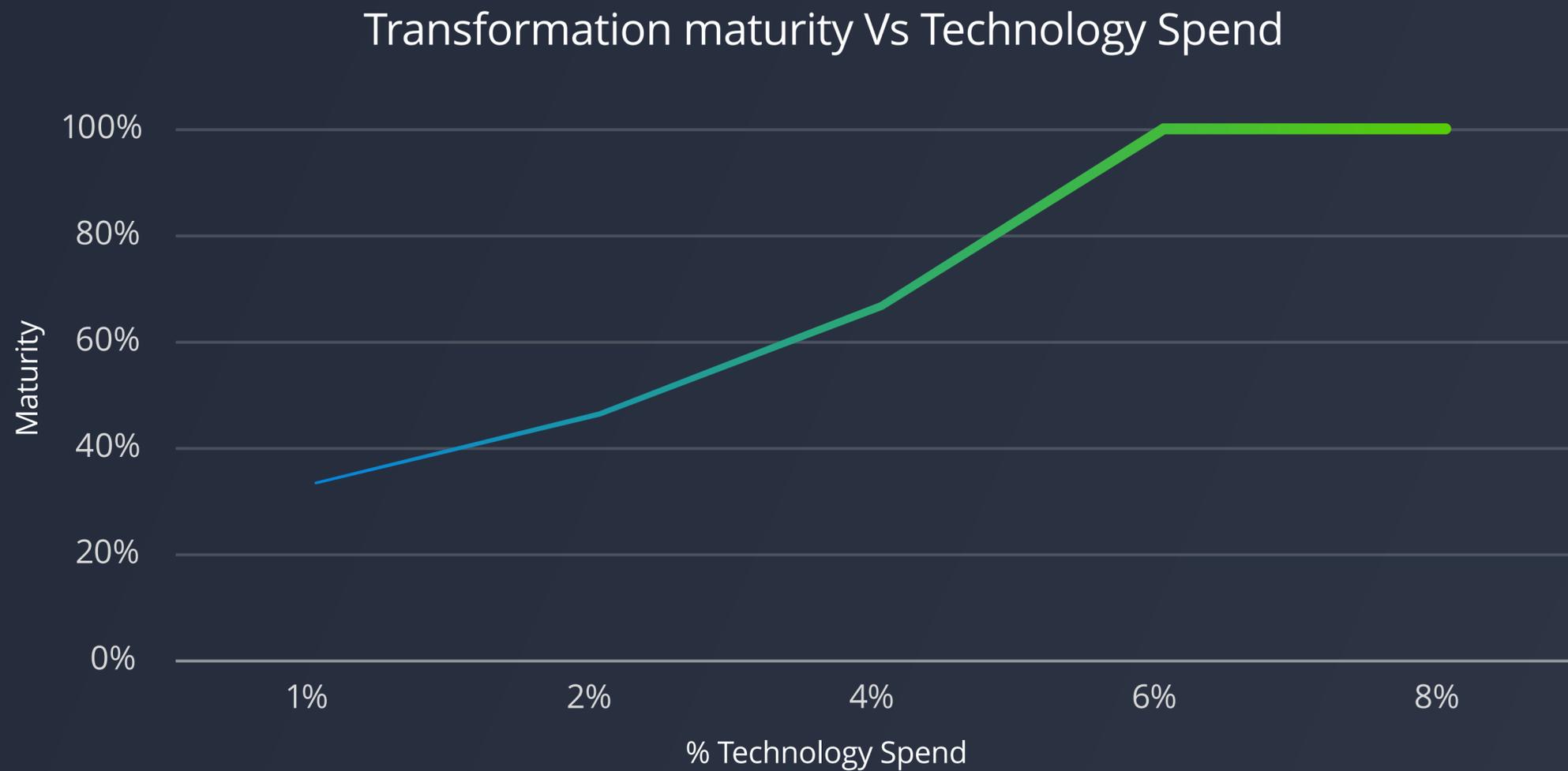
Anna Lozynski: General Counsel ANZ, L'Oréal

Free your team.

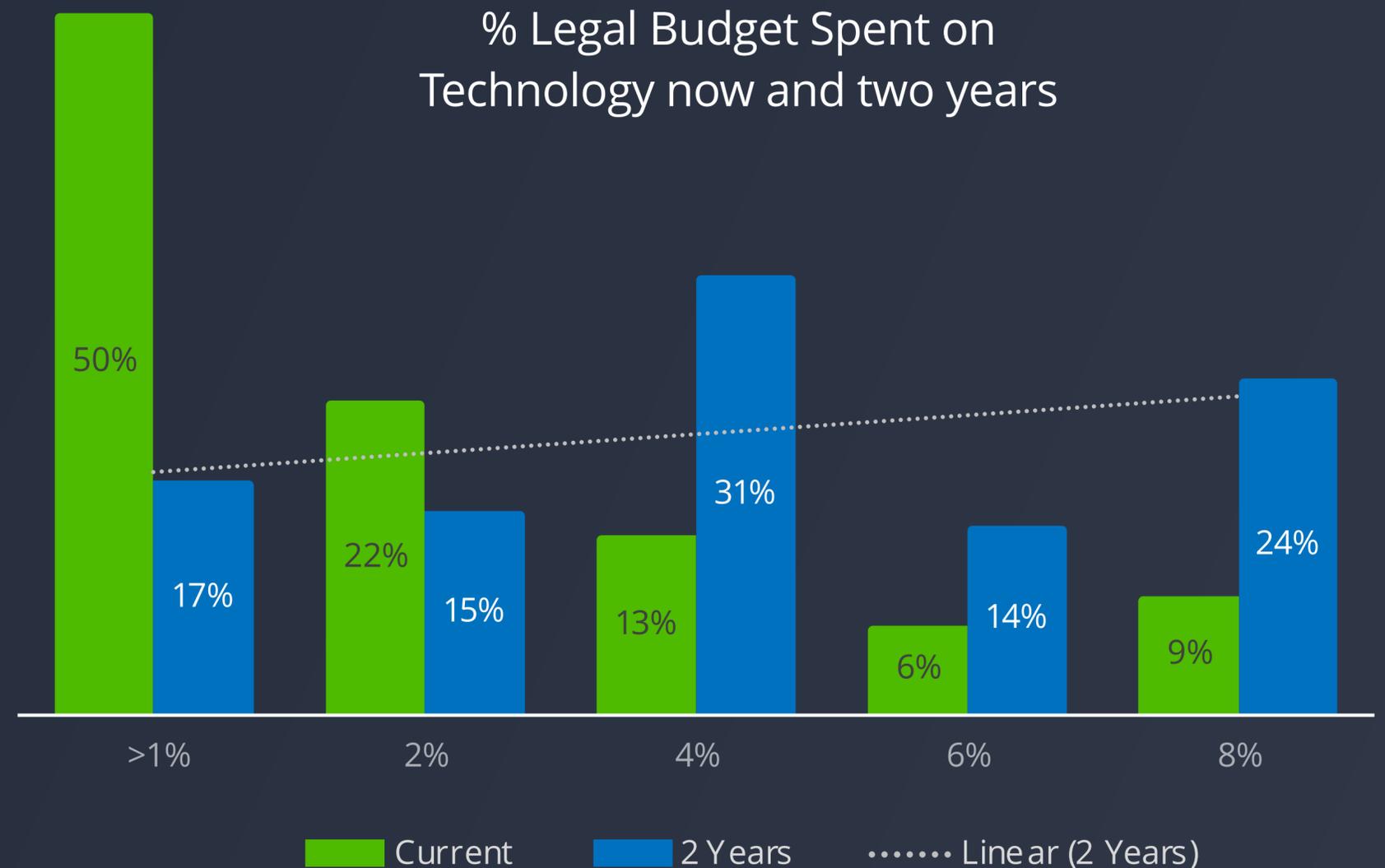
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To drive strategic impact

Those functions who report the greatest Transformation maturity also report the highest (%) spend on technology



Almost half of legal functions have no technology....yet **average spend will increase 111%** over the next two years.





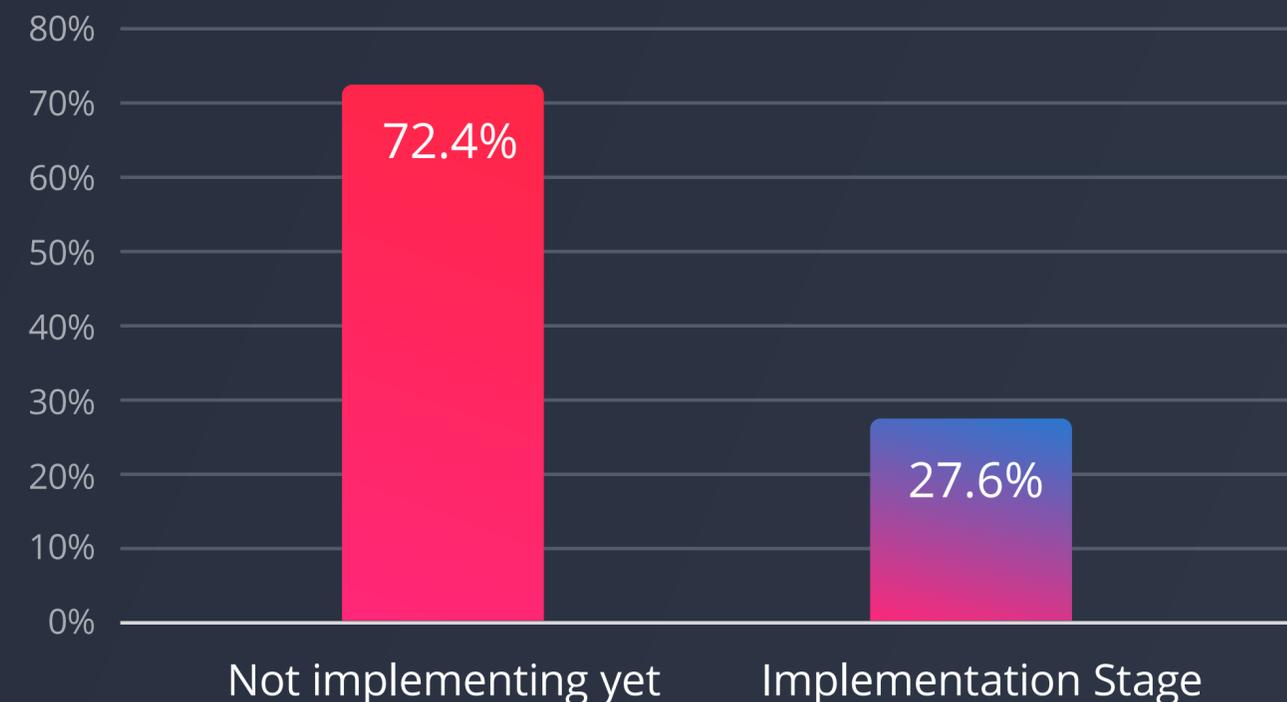
"I know I should be leveraging technology...but I don't know what I should be doing about it." - ASX 50 GC

But there's a problem

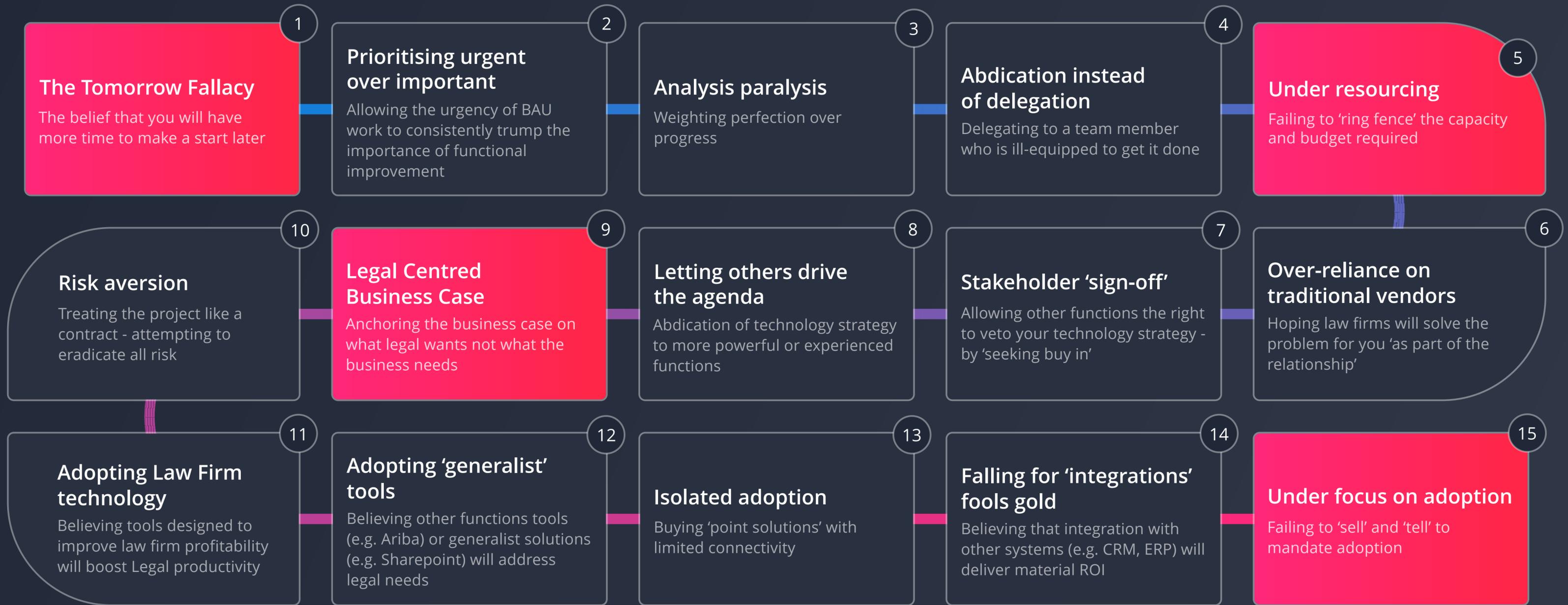
# We are operating a new paradigm

98% of GCs rate Transformation as critical to their future success. Yet few are implementing a strategy.

Which stage of the transformation journey best describes your legal function

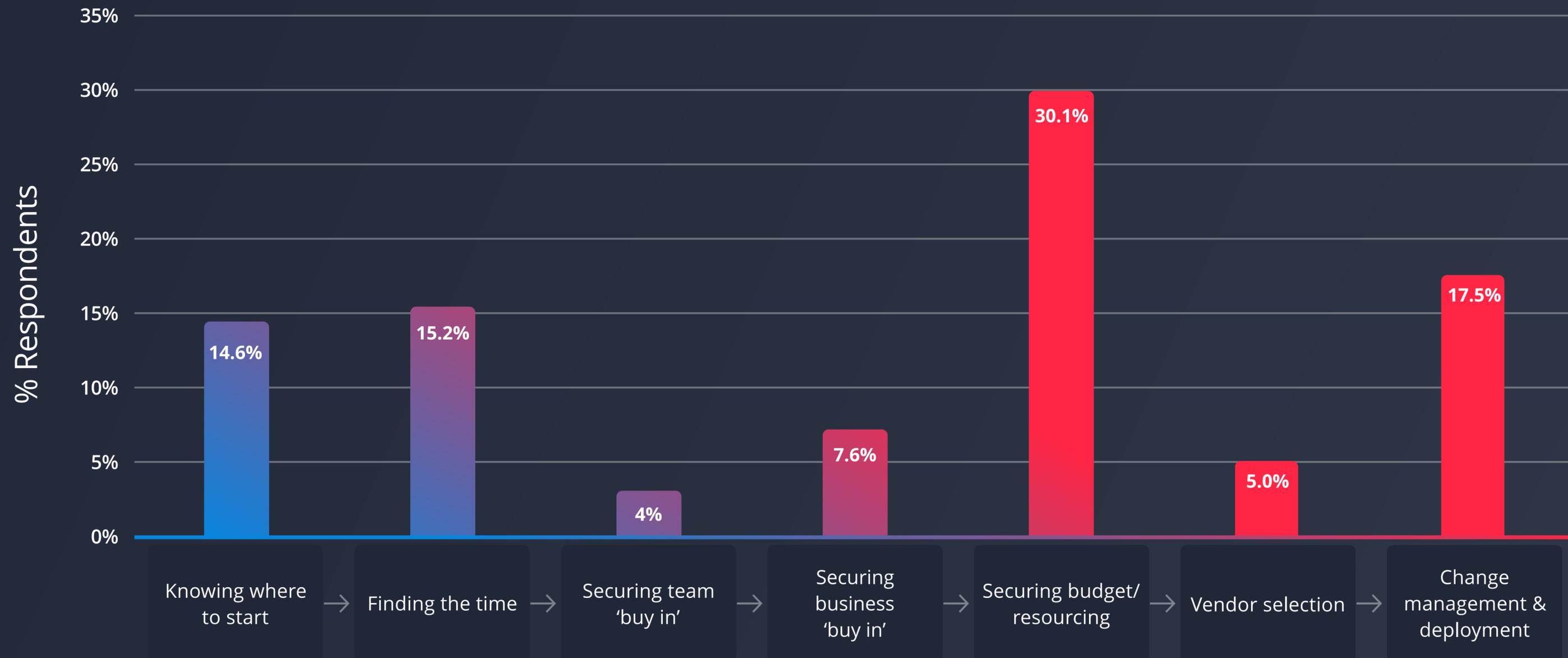


# The Transformation Doom Loop



# The greatest roadblocks to adopting technology

% of respondents rating greatest challenge



1

## The Tomorrow Fallacy

The belief that you will have more time to make a start later



# The Hamster Wheel or the Flywheel?

While most functions are stuck in a hamster wheel



Progressive GCs are investing in a Transformation Fly Wheel



**GC Makes Capacity to Make a Start**

Frees some budget capacity  
Brings in some additional resources

**Makes small investments**

Automates some templates  
Changes their supplier mix  
Adopts some productivity tools

**Gains business buy in**

Collects ROI and tracks impact  
Seeks investment from other functions

**Reinvests additional capacity in further transformation**

Invests further in Automation  
Adopts a sophisticated System of Record

**Abdication instead of delegation**  
Delegating to someone who is ill-equipped to get it done.



# RACI chart definition guide

	<b>Definition</b>	<b>Number of team Members to assign</b>
<b>Responsible</b>	Does the work to complete the task	At least 1 per task
<b>Accountable</b>	Delegates work and is the last one to review the task or deliverable before it's deemed complete	Limit to 1 per task
<b>Consulted</b>	Provides input based on either how it will impact their future project work or their domain of expertise on the deliverable itself	No max or minimum
<b>Informed</b>	Needs to be kept in the loop on project progress, rather than roped into the details of every deliverable	No max or minimum

# Legal Transformation RACI

	General Counsel	Project leader	Vendor	Legal Team	IT	Business Stakeholders
Problem Definition	Responsible & Accountable	Responsible		Consulted		Informed
Business Case Development	Accountable	Responsible	Responsible	Consulted		Informed
Vendor Selection	Accountable	Responsible	Consulted	Informed		
Funding	Accountable/ Responsible	Consulted	Consulted	Informed		Consulted
Solution Design	Responsible	Responsible	Accountable	Informed		
IT Security	Informed	Informed			Responsible/ Accountable	
Deployment	Responsible	Responsible	Accountable	Informed	Consulted	Informed
User Adoption	Accountable	Responsible	Responsible	Informed		Informed

**The Legal centred business case**  
Anchoring the business case on  
what Legal wants NOT on what the  
business needs.



# 6 Tips to increase your chance of getting funding

1. Just because your budget is currently titled 'law firm spend' - doesn't mean it's for law firms.

Rename it the 'getting sh\*t done budget'.



2. Buying technology feels unfamiliar...but you buy from service providers every day

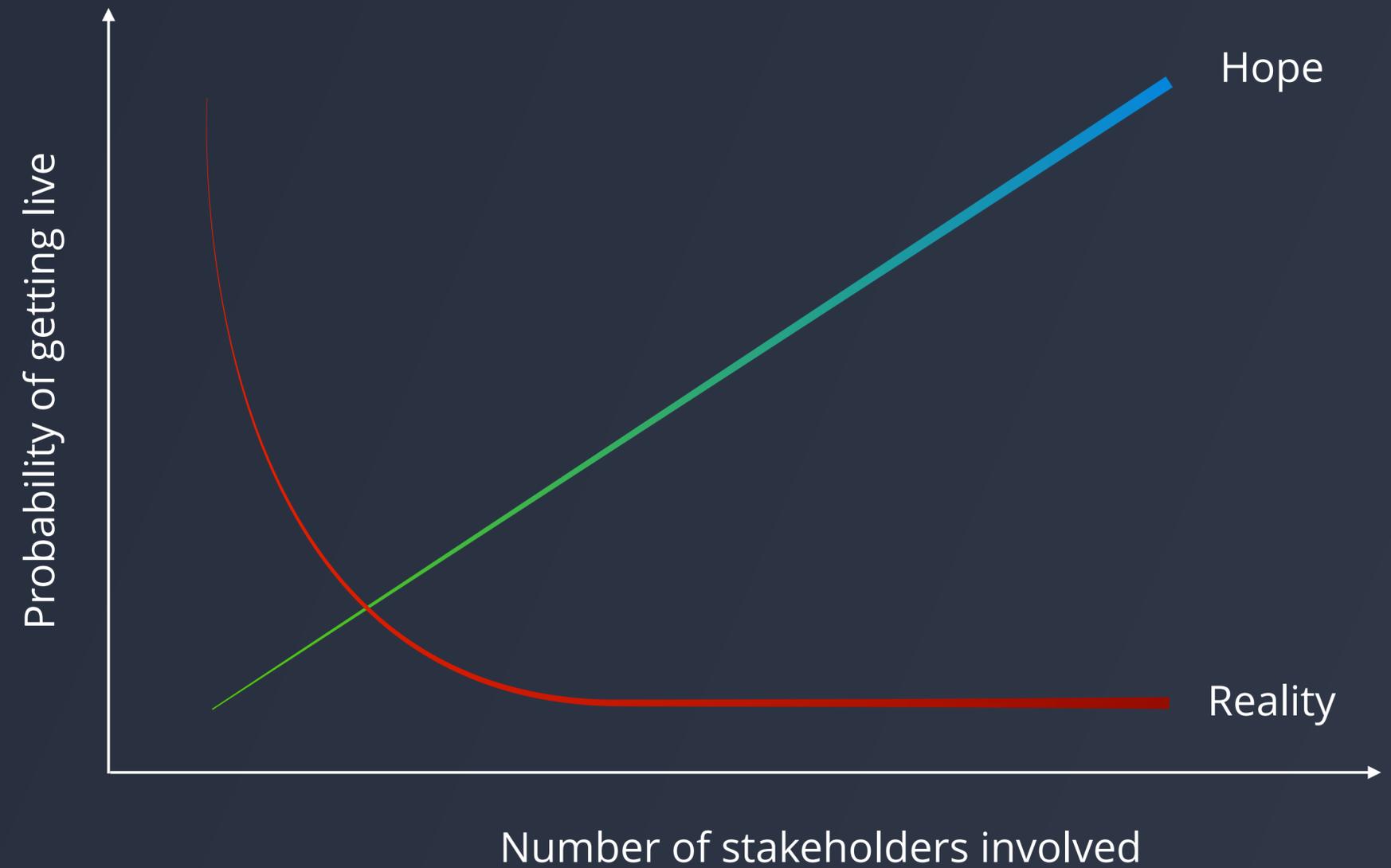
1. Are you clear on the problem you are trying to solve?

2. Have you determined the most credible solution to that problem?

3. Do you have a plan to realise value the value



3. Probability of getting live reduces exponentially with number of stakeholders involved



4. If you have to “sell” to get resources. Centre the business case on the business outcome - not the legal need...



# What's the business problem you are solving?

1

Shorten cycle-time

2

Increase revenue

3

Reduce cost

4

Increases productivity

5

Reduce risk/improve  
governance

6

Advance a strategic priority

'In god we trust. For everyone else - bring data'  
- Bloomberg



6. Good vendors will not only help you establish a business case. They will help you sell it to get funding.

...Let them. They have done it more times than you.

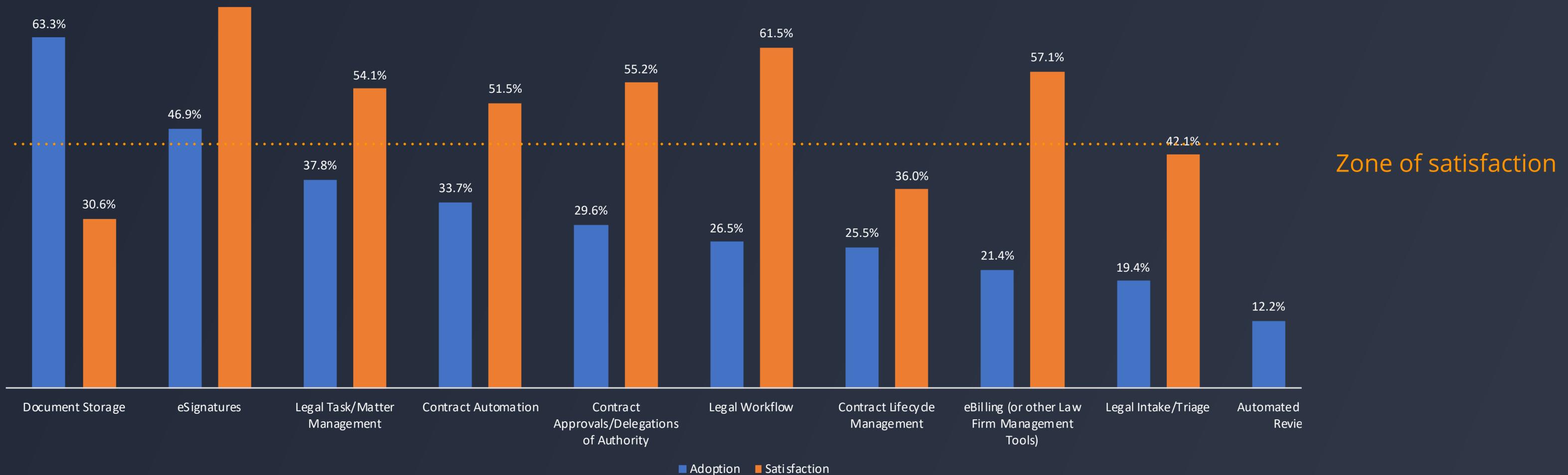


**Poor Vendor Selection**  
Adopting **Old, New, Generalist** or  
**Law Firm** technology almost always  
leads to failure.

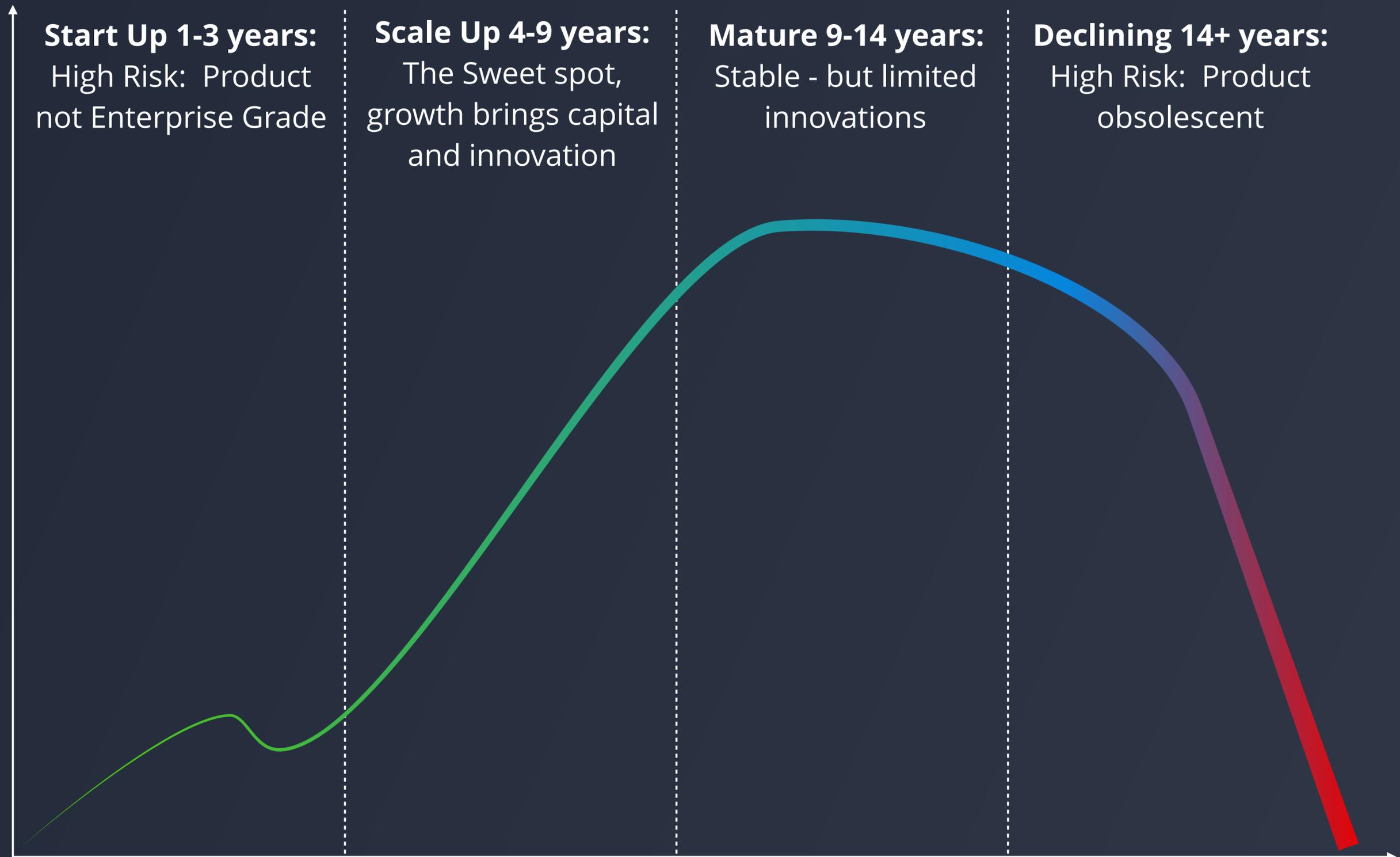


While GCs report reasonable satisfaction levels with some technology solutions...while adoption still remains incredibly low

Satisfaction Vs Adoption



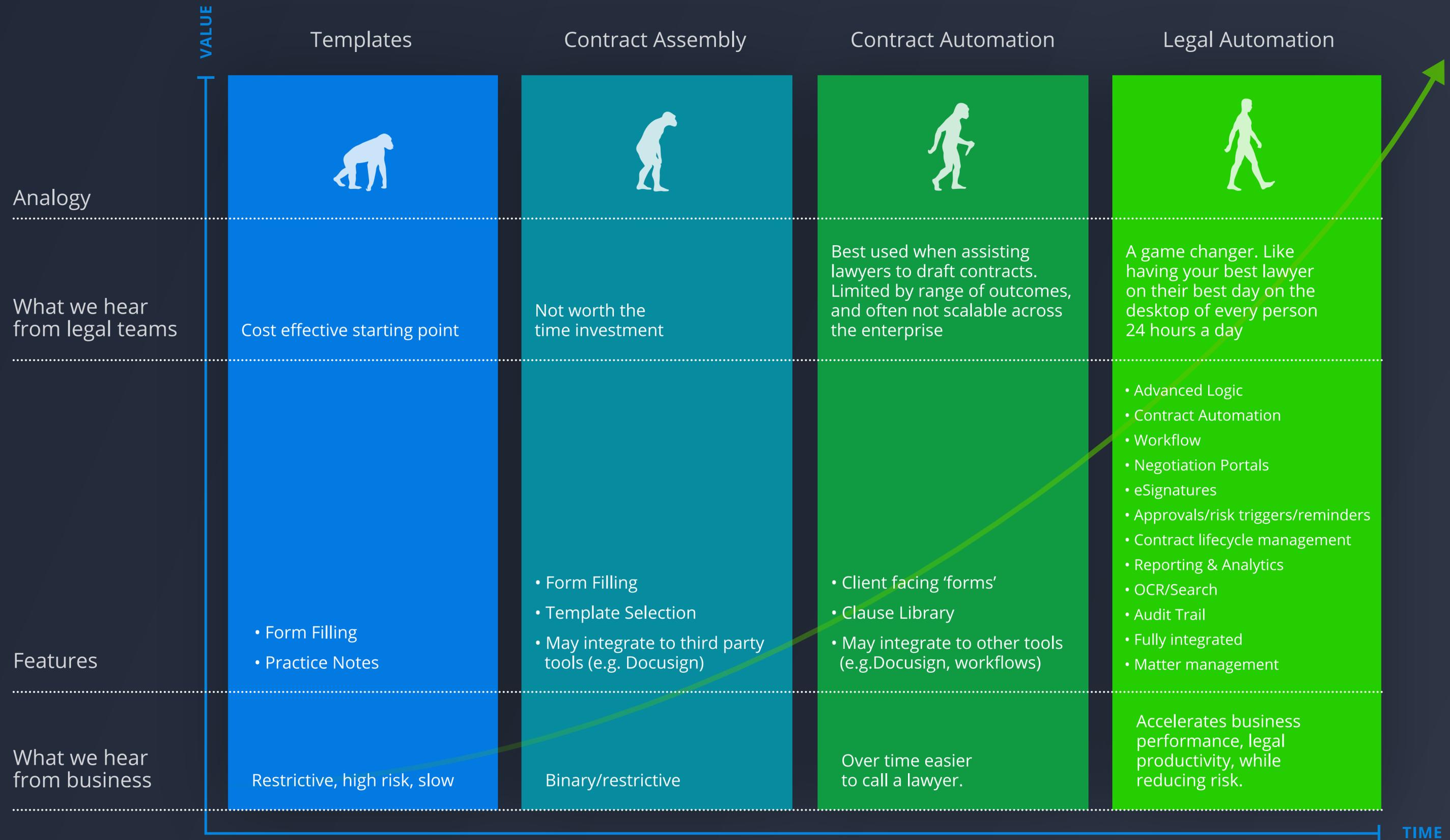
# The Life-Cycle of a Technology Company



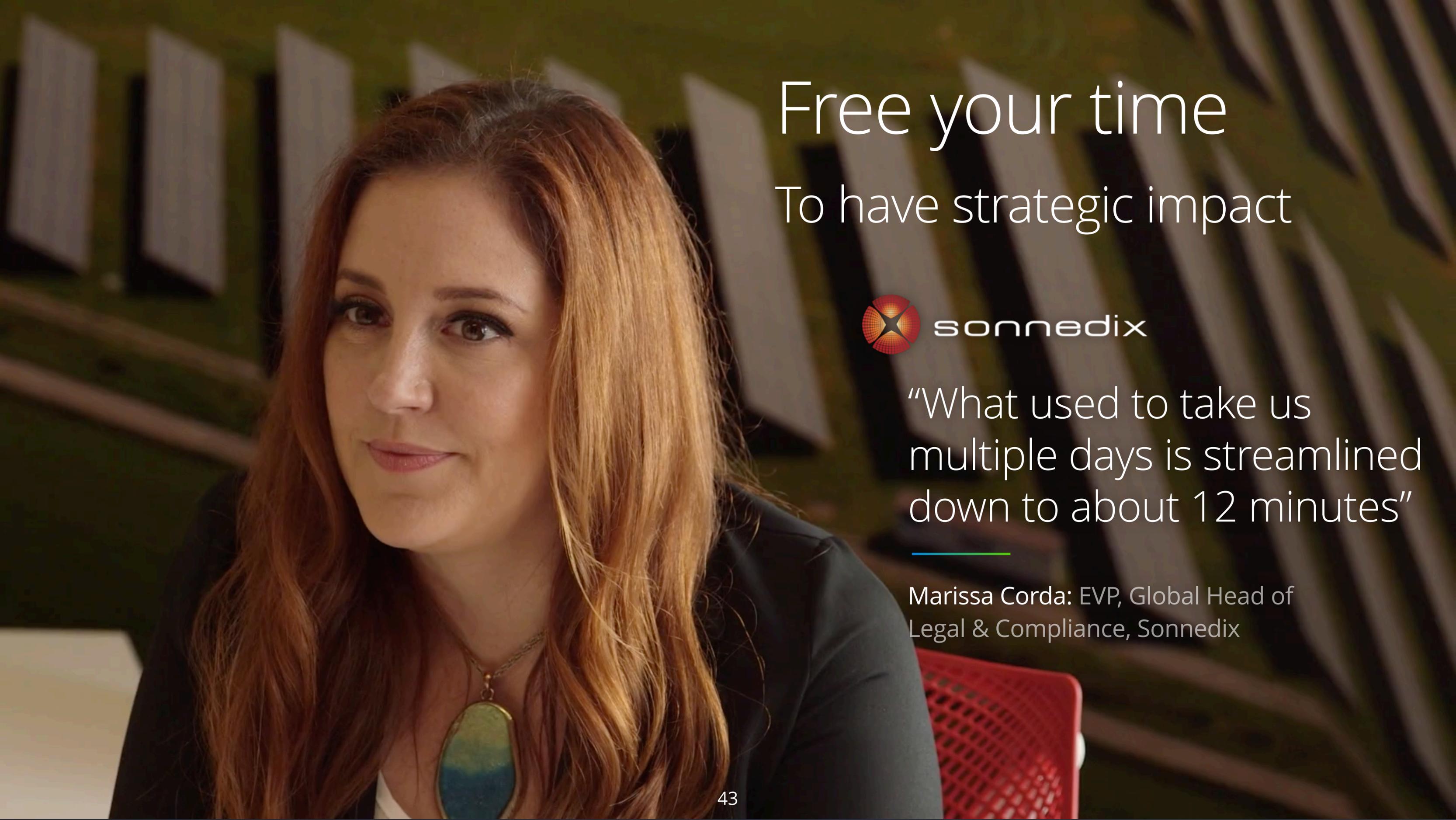
Never be the **first**. The **last**. Or the **only**. User of technology.

The worst. Being the **only**.

# The evolution of automation



TIME



# Free your time

To have strategic impact



“What used to take us multiple days is streamlined down to about 12 minutes”

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Marissa Corda: EVP, Global Head of Legal & Compliance, Sonnedix

To make a start go to our Transformation Toolkit @  
[www.plexus.co](http://www.plexus.co)

Playbooks  
eBooks  
How-to videos  
Case studies  
ROI calculators  
Business case templates  
Or email  
[insights@plexus.co](mailto:insights@plexus.co)



# The Future is Here



A photograph of a SpaceX Falcon Heavy rocket launching from the Kennedy Space Center. The rocket is ascending vertically, leaving a massive, billowing plume of white smoke and fire. In the background, the launch complex's service structure is visible. To the right, a tall, slender tower with a spherical top, labeled 'SPACE X', stands against the sky. The overall scene is set against a clear blue sky with some light clouds.

The Future is here

It's just not evenly distributed

Questions?