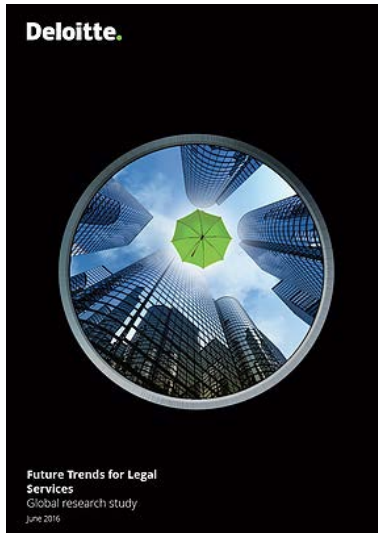
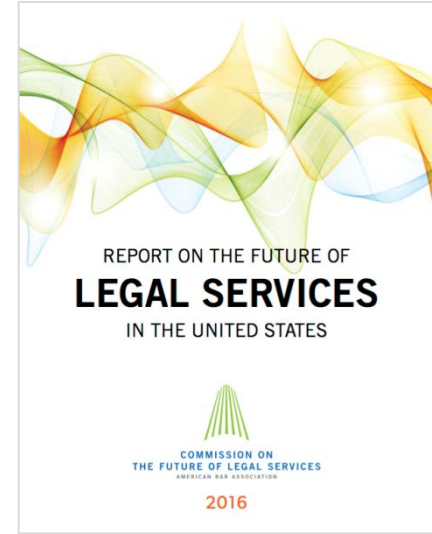
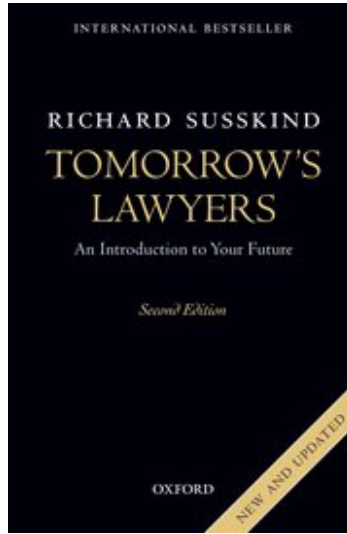


**XIV ЩОРІЧНИЙ ЮРИДИЧНИЙ ФОРУМ «РОЗВИТОК РИНКУ ЮРИДИЧНИХ
ПОСЛУГ В УКРАЇНІ - 2018»**

**Назад у майбутнє: фактор сучасності у
юридичному бізнесі**



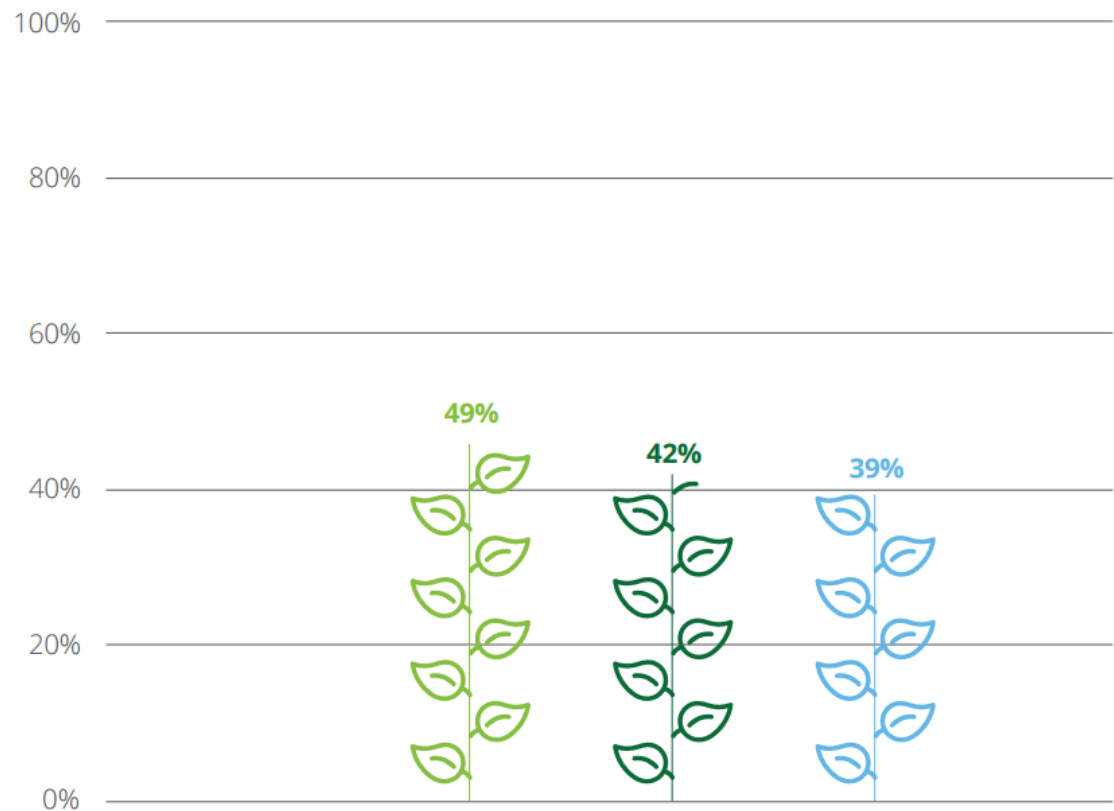
The story in brief

1. Integrated, cross-border advice beyond legal. Law firms are seen to be trailing other professional services firms in their ability to offer integrated multidisciplinary services.
2. Use of technology. Participants are looking for better, more relevant technologies, to be used and shared on integrated platforms.
3. Regulatory and global compliance advice. Nearly half (49%) of all participants said that their department's legal spend was growing in the area of regulatory compliance. Global compliance is perceived as a major issue for in-house lawyers.
4. Fixed fees, value pricing and greater transparency. Participants most frequently mentioned fixed or capped fees (30% of all responses), while over a quarter of responses (27%) referred to some form of value-based pricing.
5. Demand for alternative or nontraditional legal service providers is increasing.

The legal services market is growing

Overall, both demand and spend for legal services are growing. Particular areas are experiencing faster growth than others. Nearly half (49%) of all participants said that their department's legal spend was growing in the area of regulatory compliance. Other growth areas include M&A (42%) and litigation (39%).

Major areas where legal services spend is increasing



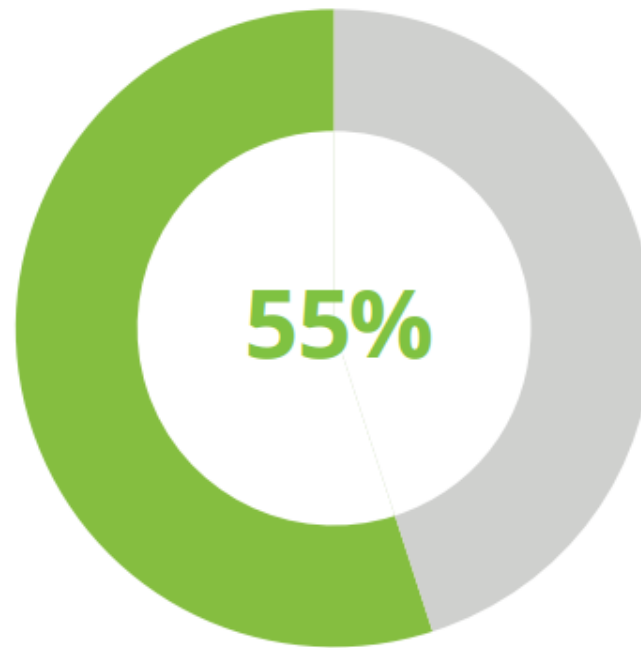
Areas of growth

- Regulatory compliance
- M&A
- Litigation

Traditional law firms under scrutiny

Conventional law firms are no longer meeting today's business needs. The majority (55%) of participants in the study (legal counsel, general counsel – or CEOs and CFOs) have taken or are considering a significant review of their legal suppliers.

Participants who have either recently reviewed their legal suppliers or will do so within the next 12 months



Participant responses

■ Yes

Challenges include global compliance & doing more

Global compliance is perceived as a major issue for in-house lawyers, with over a quarter (26%) saying it is the biggest challenge within their department. Doing more with less, appropriate use of technology and the speed of business also are among the biggest challenges for in-house legal departments today.

Biggest challenges faced in running or working in the corporate function



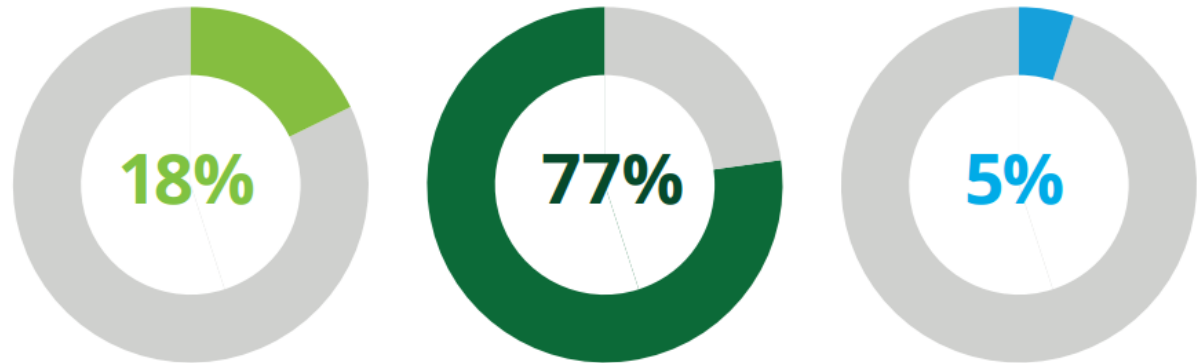
Participant responses

- Doing more with less
- Global compliance
- The speed of business
- Using technology appropriately

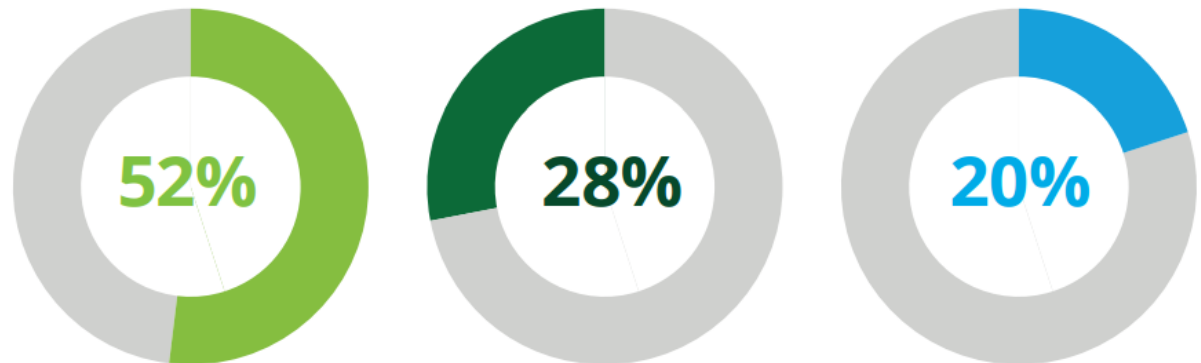
Use of technology is increasing

The majority of participants said that technology had not replaced the tasks of in-house lawyers (77%) – yet. But over half (52%) said that this will happen over the next five years. Purchasers want better and more relevant technologies, to be used and shared on integrated platforms.

Technology is used for in-house legal tasks *today*



Technology will be used for in-house legal tasks *in the next five years*



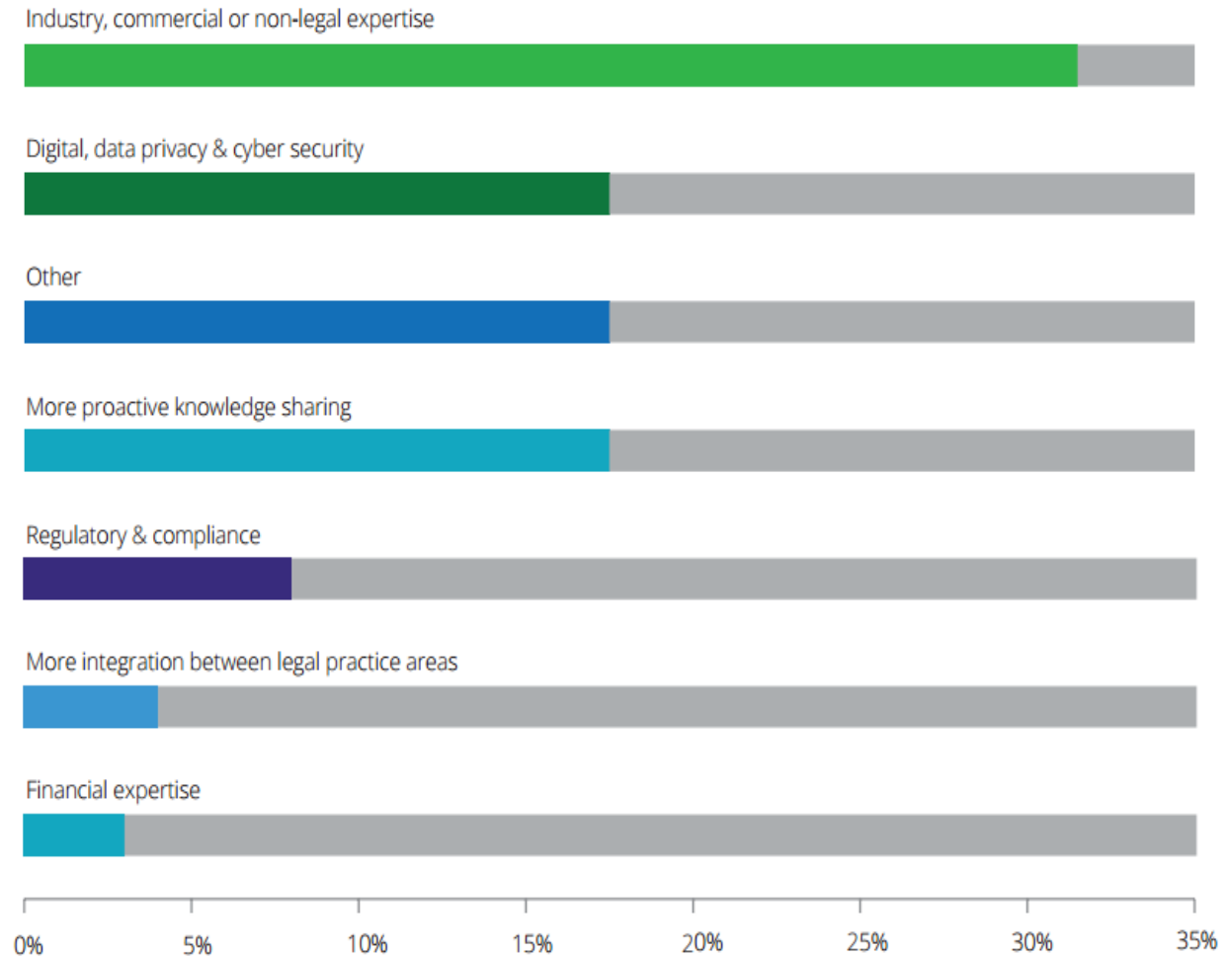
Participant responses

- Yes
- No
- Don't know

Need for a new type of legal service provider

One in three legal services purchasers surveyed want their legal services provider to bring industry, commercial and non-legal expertise, which currently they do not. They also want law firms to be more savvy on global data and cyber security protection issues and more proactive in sharing knowledge across many jurisdictions. Traditional law firms are seen to be trailing other professional services firms in this area.

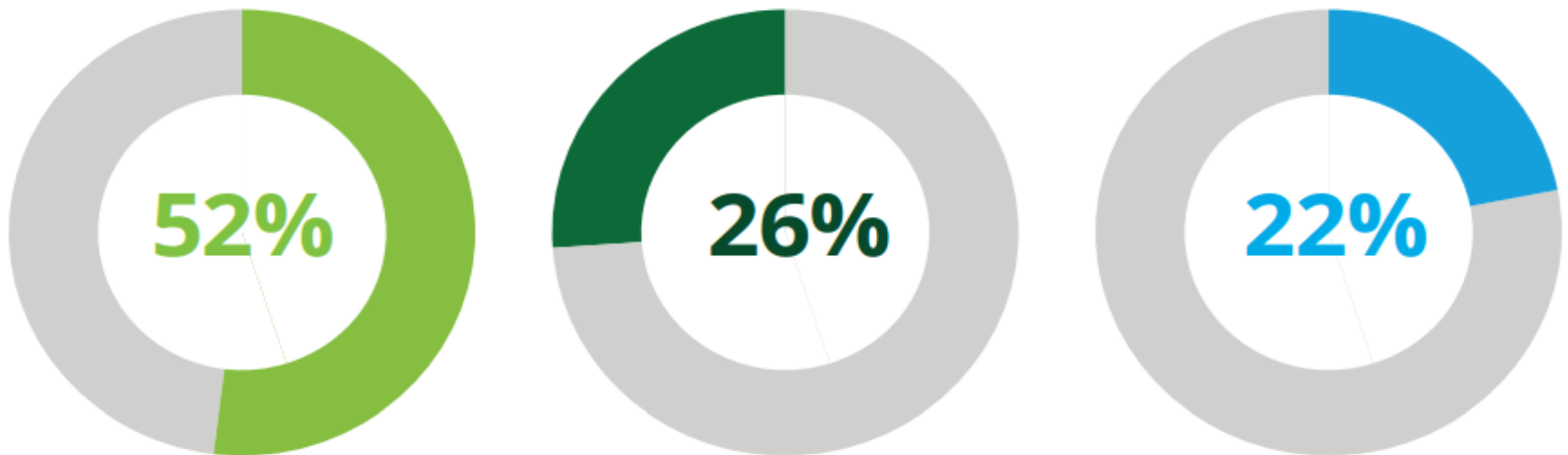
Expertise desired by purchasers, but not currently delivered by major law firms



Businesses are shifting purchasing patterns

52% of in-house legal departments are considering buying legal services from nontraditional law firms.

Can you imagine a future where you would be happy to buy your legal services from a non-traditional law firm entity that provided a range of services?



Participant responses

- Yes
- No
- Don't know

Expectations of Future

- Foster a firm-wide culture of innovation
- Big Law vs. New Law models
- Client Alignment Strategies
- International Exchange of Services
- Globalization of Law
- Competition & ABS
- Business vs. Legal Advisors
- More for Less
- Technological Legal Future

Technological Legal Future

- CRM and Automation
- Cloud Future
- Blockchain and Smart Contracts
- ODR
- AI