

And what value does each component drive?

## Partners

## The know-how layer Legal firms of all sizes are leveraging

partner ecosystems to augment their core competencies and deliver more customer-centric solutions. They're also rethinking culture and adapting organisational structures to drive increased service focus.

Key components:

### ALSPs

Outsource partners that alleviate manual tasks or provide on-demand specialist expertise, easing recruitment pressures and giving firms more time to focus on value-led outcomes.

departments now use ALSPs

Most law firms and corporate law

71% of corporate law departments

79% of law firms



## networks A way to organically expand access

**Professional** 

or complementary skills, and a source of new perspectives and ideas.

to peers and professionals with unique

## Empowering disciplines such as sales,

service innovation

marketing, and customer service to contribute to the firm's commercial direction, drives 360-customer centricity and, ultimately, competitive advantage.



# and, unimately, competitive advantages

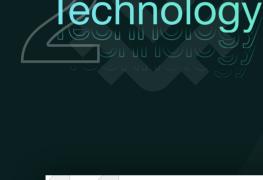
### The growing role of tech in legal

**Future horizons:** 

### ecosystems means AI and automation

The legal team of tomorrow

specialists, even data scientists, may soon be working alongside lawyers to offer a seamless mix of legal and tech expertise.



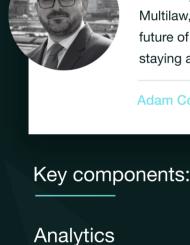
## Too many law firms labour under a patchwork of unintegrated tech solutions that complicate processes and stifle

The orchestration layer

forms an orchestration layer, connecting people with each other and the information they need to generate the most value, for the least cost.

The legal industry is undergoing a technological

growth. In an agile legal ecosystem, tech



staying at the forefront of this rapidly evolving landscape.

Adam Cooke, CEO, Multilaw

nents:

**Automation** 

transformation, and it's more important than ever for lawyers and law firms to embrace technology as a way to increase efficiency, improve client service, and drive innovation. At Multilaw, we believe that technology can help shape the future of the legal ecosystem, and we're committed to

Data analytics provides insights that

50% of UK legal teams are using some form of Al assisted lawtech<sup>2</sup>

drive faster decisions and higher

and measuring team deployment,

productivity, billing and profitability.

performance by, for example, tracking

Al-powered process automation simplifies and streamlines high-frequency, resource-hungry tasks, such as contract and document management.

of law firms use

legal analytics1

## PIATIOTHISATION A hub of authoritative data and

centralised access to relevant client, case or project information.

interoperable applications, which

securely provides all stakeholders with

**Platformisation** 



Increase client value,

Firms should work towards developing and refining their legal ecosystem now, in order to evolve their legal delivery model in line with client expectations, increase their value to clients, and find new routes to market for their core skills.

find new routes to market



<sup>1</sup>LexisNexis Legal Analytics Survey, 2022 | Lupl, Tech Trends, 2022 <sup>2</sup>University of Oxford, Al-assisted Lawtech: Its Impact on Law Firms, Dec 2021