

What do agile legal ecosystems really look like?

Legal ecosystems, when established correctly, are incredibly powerful. They can eradicate inefficiencies, sharpen a lawyer's commercial acumen, strengthen client relationships and even build secure global networks.

But how are legal ecosystems built?
And what value does each component drive?

1 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.

Most law firms and corporate law departments now use ALSPs

71%
of corporate law departments

79%
of law firms



Professional networks

A way to organically expand access to peers and professionals with unique or complementary skills, and a source of new perspectives and ideas.

A culture of service innovation

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



Future horizons:

The legal team of tomorrow

The growing role of tech in legal ecosystems means AI and automation specialists, even data scientists, may soon be working alongside lawyers to offer a seamless mix of legal and tech expertise.

2 Technology

The orchestration layer

Too many law firms labour under a patchwork of unintegrated tech solutions that complicate processes and stifle growth. In an agile legal ecosystem, tech 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 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 staying at the forefront of this rapidly evolving landscape.

Adam Cooke, CEO, Multilaw

Key components:

Analytics

Data analytics provides insights that drive faster decisions and higher performance by, for example, tracking and measuring team deployment, productivity, billing and profitability.

68%
of law firms use legal analytics¹

50%
of UK legal teams are using some form of AI assisted lawtech²

Automation

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

Platformisation

A hub of authoritative data and interoperable applications, which securely provides all stakeholders with centralised access to relevant client, case or project information.



Future horizons:

Blockchain-based documentation

Blockchain tech will eventually enable law firms to simplify transactional document management tasks, by providing a shared, transparent, and immutable real-time ledger.

Increase client value, find new routes to market

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.