

**Legalcluster**



# LegalTech calendar



# Key take-aways



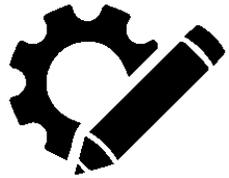
## Saturation

- Choice
- Costs
- Integration
- Application portfolio management

## Uptake

- Old habits, resistance to change
- Weak change management
- No technology making work easier
- Lack of tailor made solutions

# Legalcluster response



Tailor made solution via business analysis



Integrated platform, API architecture



Professional change management

# (Some of) Legalcluster Dream Team



**Pierre Netter**  
Managing  
Director  
Legal  
ecosystems  
expert



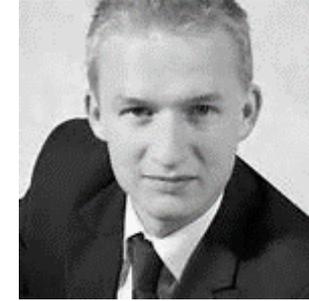
**Adam Zadrożny**  
Head of Artificial  
Intelligence  
practice



**Charline du Sorbier**  
CFO  
Cost management



**Florian Herlicq**  
Product Manager  
Legalcluster.com



**Tomasz Lachor**  
Director - Krakow  
Poland Tech Center



**Piotr Grabski-  
Gradziński**  
Development team  
director



**Jackson Webster**  
Cybersecurity  
Business Dev - UK



**Mathieu Meffre**  
Business Dev -  
France Benelux



**Ahmed Abdelghani**  
Digital Workplace  
Director



**Oussama Ayoub**  
Artificial  
Intelligence  
Programmer



**Thibaut DUMONT-  
GIRARD**  
GDPR expert  
Data Protection



**Slim Ngazou**  
SharePoint  
Programmer

# **Legaltech** versus **Legal Tech**

# Trends



## **Bet-the-company**

*Elite firms*

### Focus:

- Talent management
- High value work



**Legalcluster**  
BUSINESS SOLUTION



## **Run-the-company**

*Wider base*

### Focus:

- Building scale
- Effective use of data
- Process management
- Technology



*Next page*

**Legalcluster** 



## Run-the-company

*Wider base*



### Focus:

- Building scale
- Effective use of data
- Process management
- Technology



### **Client focus achieved through:**

- Productization
- Partnering with other parts of the legal supply chain (incl. ALSP)



Document automation  
Data analytics



Networking





**Legalcluster**  
EXPERT SOLUTION

Communicate

Collaborate

Plan

Work efficiently  
with your  
ecosystem

# Our solutions

Add business  
**intelligence** to your  
Microsoft environment

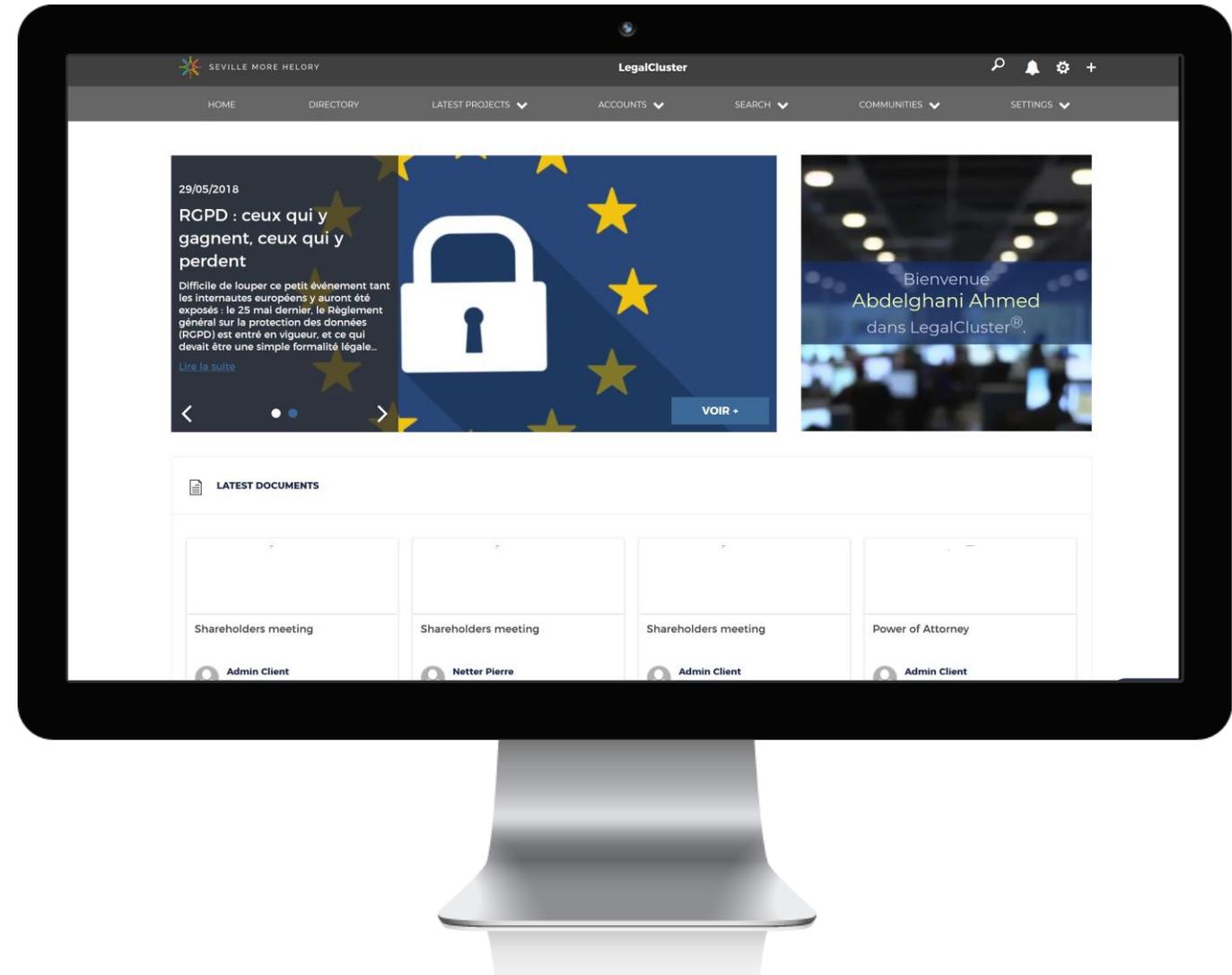
**Mobilize your**  
**ecosystem** for more  
efficient work

**Cooperate**  
intuitively in a **secure**  
environment

Fast access to your **legal ecosystem**

Find the right content from  
anywhere with a powerful  
search tool

Map your navigation with **your organization**



# Effortless documents management

Legalcluster  
EXPERT SOLUTION

The screenshot displays the LegalCluster web application interface. At the top, there is a navigation bar with the user name 'SEVILLE MORE HELORY' and the 'LegalCluster' logo. The navigation menu includes 'HOME', 'DIRECTORY', 'LATEST PROJECTS', 'ACCOUNTS', 'SEARCH', 'COMMUNITIES', and 'SETTINGS'. Below the navigation bar is a 'Document library' section with a table of documents. The table has columns for 'Name', 'Modified', and 'Modified By'. The documents listed are:

| Name  | Modified     | Modified By  |
|---|--------------|--------------|
| Courrier d'avocat Septembre 2018 Contentieux C.docx       | September 19 | Admin Client |
| Courrier de relance client Contentieux C.docx             | September 19 | Admin Client |
| Courrier injonction de payer août 2018 Contentieux C.docx | September 19 | Admin Client |
| Echange courriers entre parties Contentieux C.docx        | September 19 | Admin Client |

Below the document library is a 'Planner' section with two columns: 'À faire' and 'Avocat'. The 'À faire' column shows a task 'Rédiger' due on 09/01, assigned to 'DUMONT-GIRARD Thi...'. The 'Avocat' column shows a task 'Merci de nous transmettre le projet d'assignation' due on 10/05, assigned to 'Herlicq Florian'. On the right side of the interface, there is a 'Permissions Details' section showing a list of users categorized as 'Owner', 'Member', and 'Guest'.

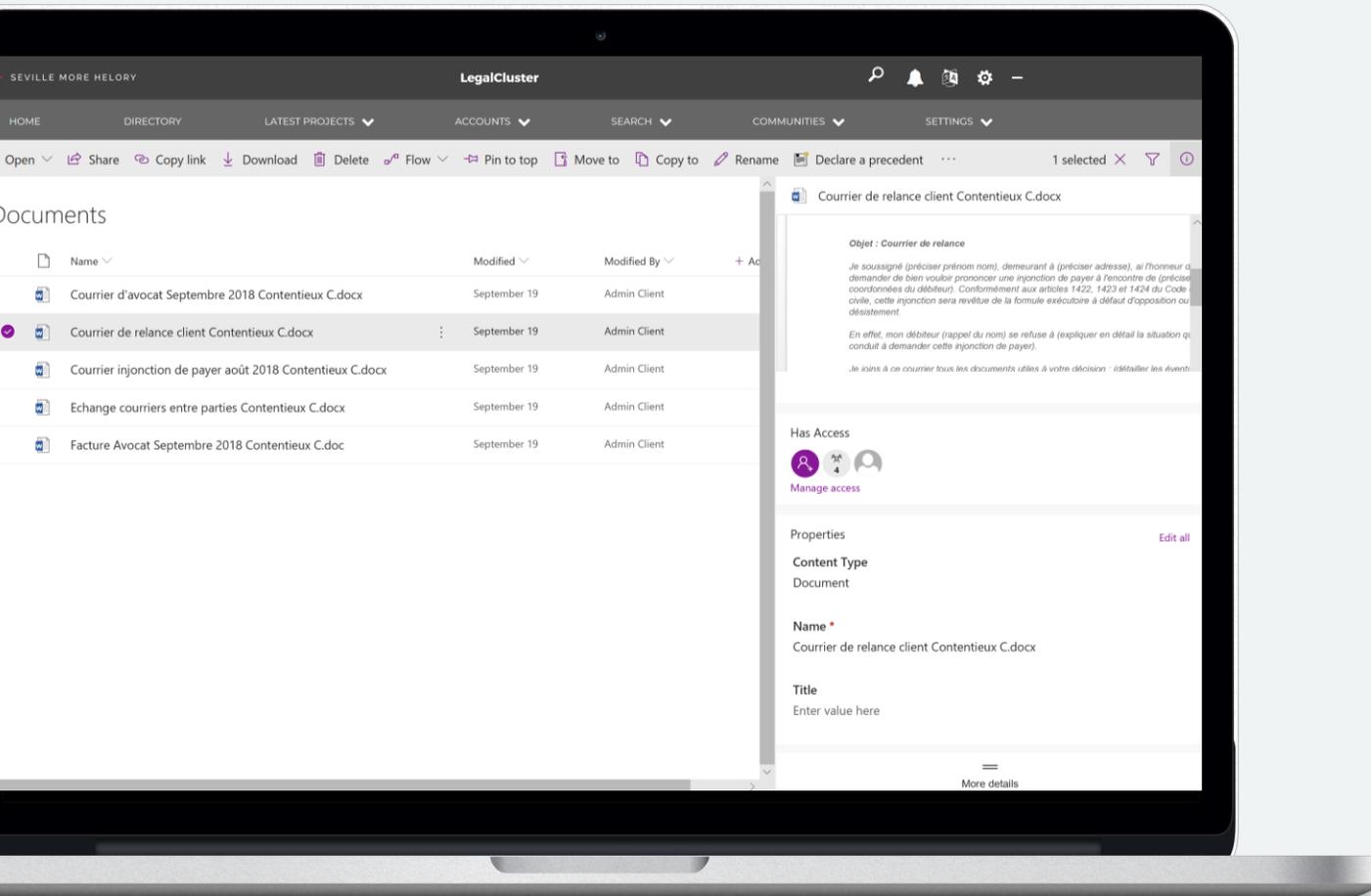
Decide who can view and **work on your documents**

Grant secure access to your colleagues, partners and clients

Change access quickly and at any time

# Collaborate in real time

Legalcluster  
EXPERT SOLUTION



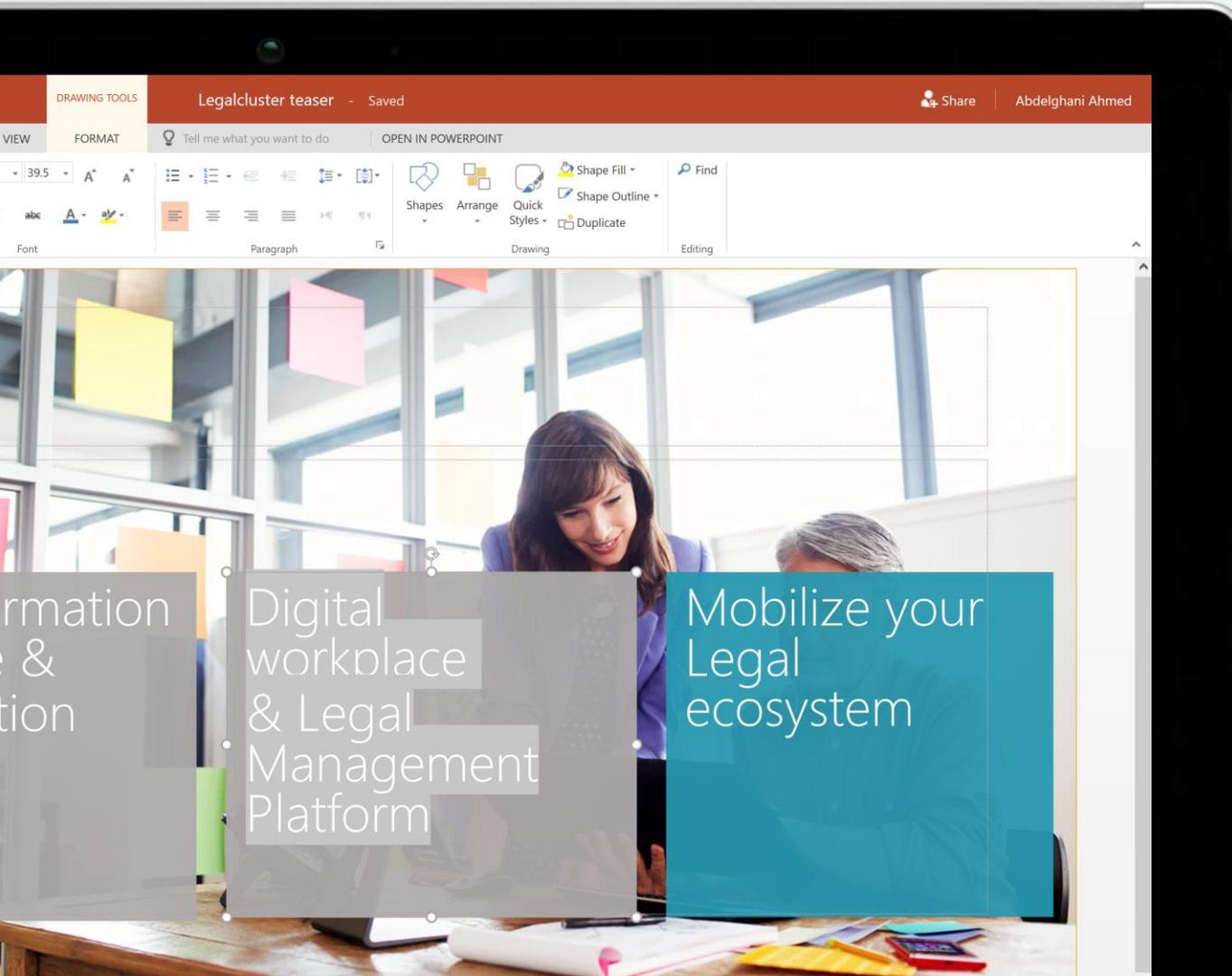
Co-edit a document with  
colleagues simultaneously

View updates in real time

Any changes you make are  
saved

# Work wherever you are

Legalcluster  
EXPERT SOLUTION



Preview your files from web  
browser

Update your Office Files with  
Browser with any device

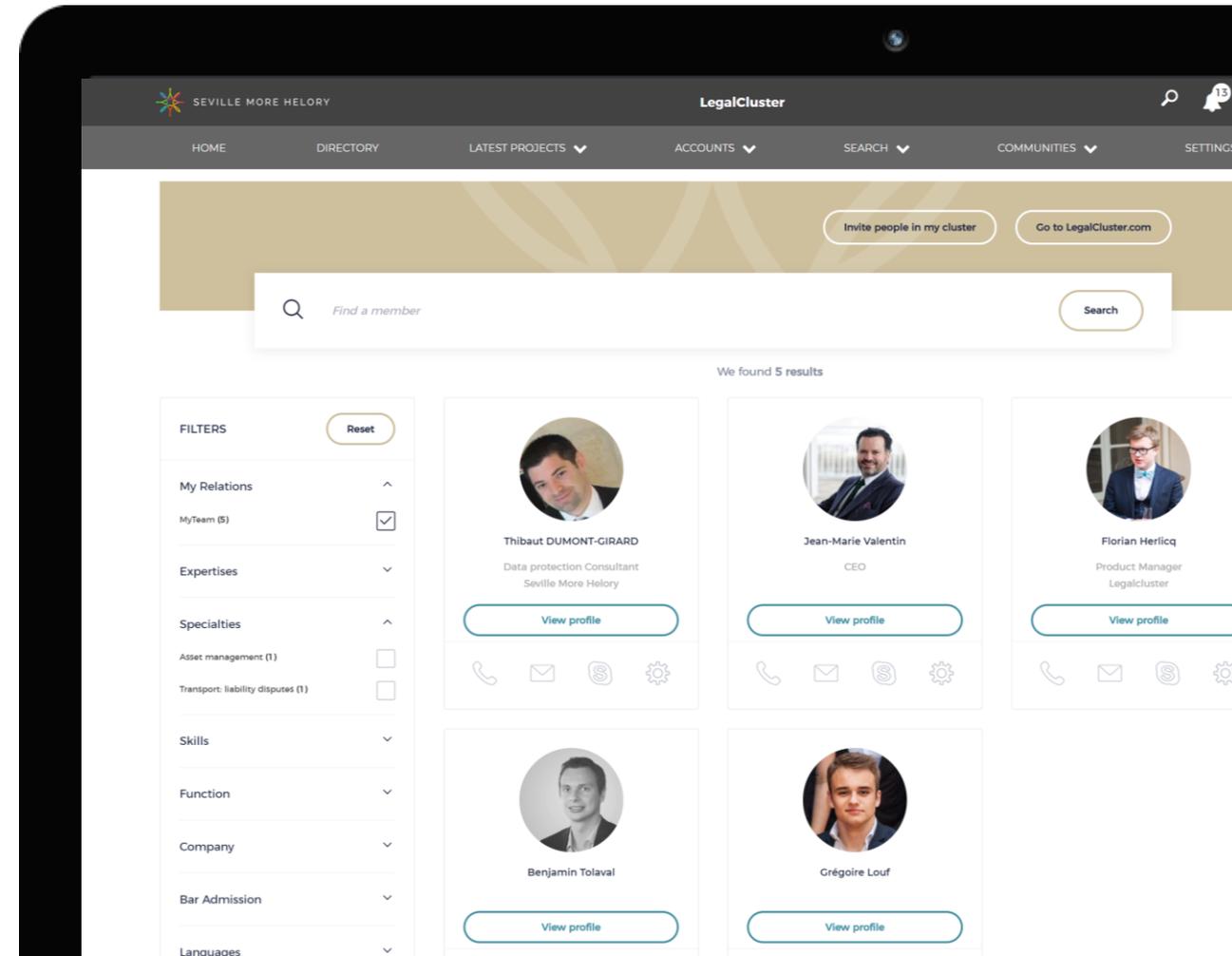
Automatically sync your files  
to your desktop so you can  
work with files offline

Find the **right expert** in your own ecosystem or in the Legalcluster hub

Publish your **personal page**, value your skills, describe your career and your projects

Quickly **build the perfect team** to address your project

# Manage your panels and legal ecosystems



On board your lawyers through clear RFP process

Follow store and manage your RFP processes

Connect your legal RFP process with the procurement management system of your organization

The screenshot displays the 'EXPERTISE AND SPECIALTIES REQUIRED, COUNTRIES, BAR ADMISSIONS' section of the Legalcluster platform. It includes filters for 'LEGAL EXPERTISE' (Dispute resolution, Contract & Commercial law, International law), 'COUNTRIES' (France, Metropolitan), and 'BAR ADMISSIONS' (Barreau de Paris, New York Bar). Below this is a 'RECIPIENTS' search bar with the placeholder text 'TYPE THE NAME OF THE PERSON / LAW FIRM YOU WANT TO INCLUDE IN YOUR RFP' and a search button. The main content area is titled 'NEED MORE LAWYERS? HERE ARE THE BEST CANDIDATES TO YOUR PROJECT:' and features three lawyer profiles: Olivier Abergel (LL.B. BERG), Geraud de FRANCLIEU (SEKRI VALENTIN ZERROUK), and Jérôme Assouline (SEKRI VALENTIN ZERROUK). Each profile includes a 'SELECT' or 'UNSELECT' button and a 'WHY?' section explaining the recommendation. On the right side, a 'LAWYERS SELECTED BY YOU:' list shows three selected lawyers: JACKSON WEBSTER, PAULINE GORGUET, and GERAUD DE FRANCLIEU, each with a 'PERSONALISE' button.



**Legalcluster**  
BUSINESS SOLUTION

Boost your  
visibility

Promote your  
skills

Grow your  
business

# Create your profile & manage your legal ecosystem

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BUSINESS SOLUTION

The screenshot shows a user profile for Pierre Netter. At the top left, there is a 'Business tags' link. The profile header includes a circular profile picture of Pierre Netter, his name, and his title 'Managing director - Legalcluster -'. Below this, there are two tags: 'Private equity' and 'Dispute resolution'. A button labeled 'REMOVE FROM MY LEGALCLUSTER' is positioned below the tags. The 'INTRODUCTION' section contains a short bio: 'I've been working with legal expert for more than a decade. Former journalist, chief editor, event organiser and managing director of a media group, i'm know in charge of legalcluster.com'. Below the bio is a skills and expertise summary box with three categories: 'LEGAL EXPERTISE' (Bronze), 'INTERPERSONAL SKILLS' (Silver), and 'PRICING' (Bronze). At the bottom of this box, it says '(2) evaluations'. On the right side, there is a 'PUBLICATIONS' section with several sub-sections: 'CONTACT' (with an email address pnetter@sevillemore.com), 'ROLES' (with 'Category : Lawyer' and 'Function : Managing partner'), 'COUNTRIES' (with 'France, Metropolitan'), 'LANGUAGES' (with 'French' and 'English'), and 'BAR ADMISSIONS'.

Invite your **business partners**

Grant value to your referrals

Optimise your **network**

# Create your firm profile and give value to your team

Boost your team visibility

Share your **knowledge** in themed articles published by your team members

Manage team your network

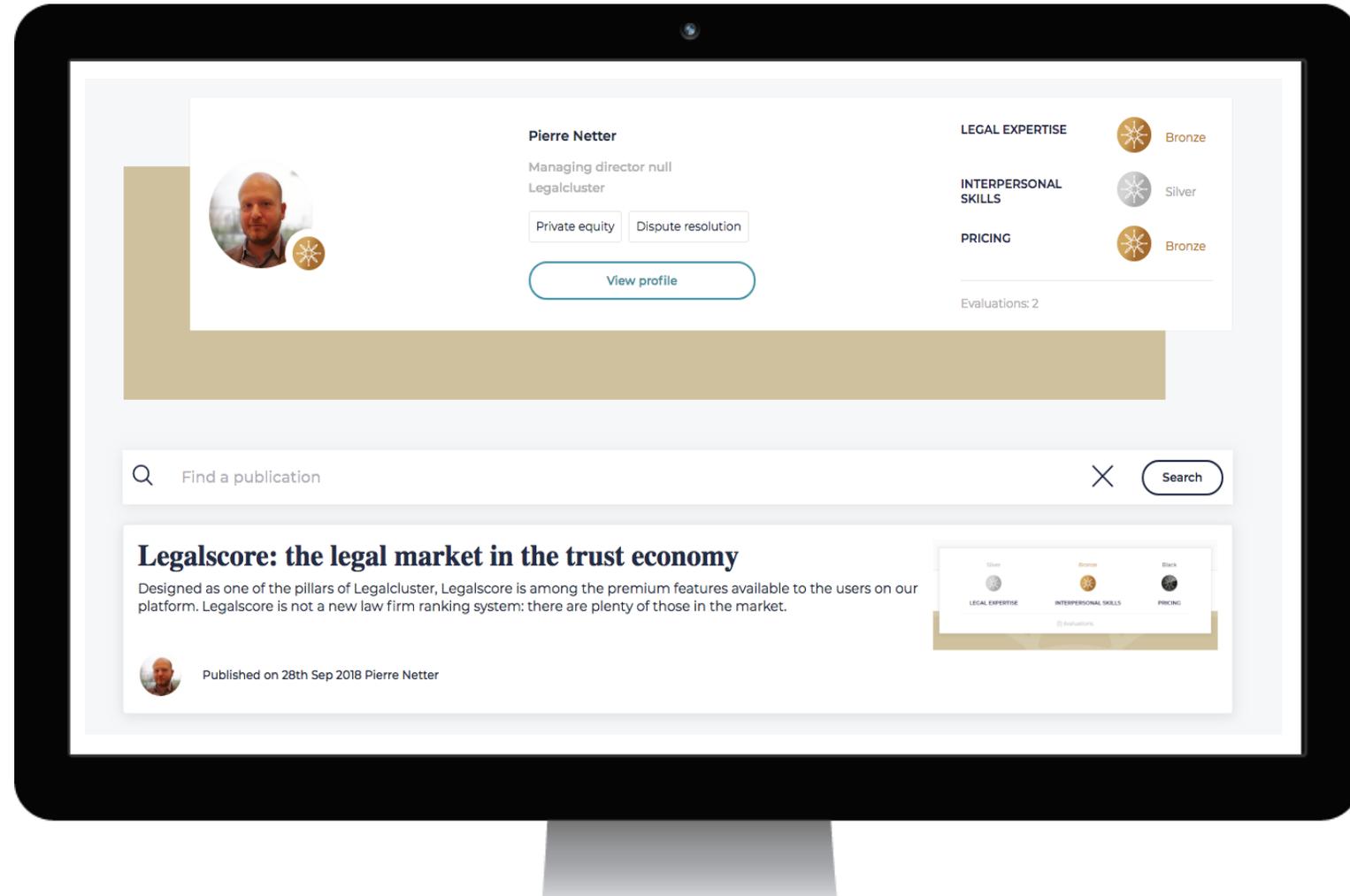
The screenshot shows a web browser displaying the profile of August Debouzy. At the top, the firm's logo 'AD AUGUST DEBOUZY' is visible. Below it, the firm's name 'August Debouzy' is followed by the description 'Law firm & legal services France', the employee count '150 employees', and the website 'www.august-debouzy.com'. An 'INTRODUCTION' section contains a paragraph about the firm's 20-year history and global reach. A grid of team members follows, with three profiles shown: Emmanuelle Mignon, Julien Aucomte, and Marie Danis, each with a 'View profile' button. To the right, an 'EXPERTISES' section lists various legal areas like Tax, Antitrust & competition, and Intellectual property. Below this, a featured article titled 'The missing piece in the GDPR puzzle: Cybersecurity' by Jackson Webster is displayed, dated 28/09/2018.

# Create your own blog and give value to your knowledge

Publish and store your articles

Get extra visibility for you and  
for your organization

Enrich the shared knowledge of  
the global community



# With Legalscore, enter into the *trust economy*

Legalcluster  
BUSINESS SOLUTION

The screenshot displays a user profile for John Doe. The profile includes a circular profile picture, a 'VIEW PROFILE' button, and a list of skills: 'Mergers and acquisitions', 'Tax', and 'Private Equity'. To the right, a summary of skills is shown: TECHNICALS SKILLS (Excellent), INTERPERSONAL SKILLS (Outstanding), and TARIFICATION (Good), based on 55 reviews.

**John Doe**  
Job title - Departement  
Company - Pays

VIEW PROFILE

Mergers and acquisitions Tax  
Private Equity

TECHNICALS SKILLS: Excellent  
INTERPERSONAL SKILLS: Outstanding  
TARIFICATION: Good  
Based on 55 reviews

**TECHNICALS SKILLS**

| Skill                                  | Rating      | Reviews    |
|--|-------------|------------|
| Mergers and acquisitions               | Excellent   | 21 reviews |
| Merger control                         | Legal Star  | 7 reviews  |
| Acquisition financing                  | Outstanding | 3 reviews  |
| Transactions between 50 and 500 M €/\$ | Excellent   | 10 reviews |
| Transactions over 500 M €/\$           | Good        | 1 review   |

**INTERPERSONAL SKILLS**

| Skill       | Rating      | Reviews   |
|-------------|-------------|-----------|
| Négociation | Average     | 4 reviews |
| Leadership  | Legal Star  | 4 reviews |
| Audace      | Outstanding | 4 reviews |

**TARIFICATION**

| Category       | Rating      | Reviews   |
|----------------|-------------|-----------|
| Billing system | Outstanding | 4 reviews |

**CERTIFIED REVIEWS**

**Isabelle Connecty**  
Head of Product  
Design of Private  
Departement  
13/09/2018  
*Isabelle représente l'avenir de la profession. Praesent pharetra porta scelerisque. Nulla risus risus, ultricies non libero non, ullamcorper vehicula sapien. Nous avons apprécié son experience en terme de Maecenas.*

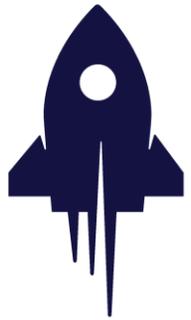
**Sam Philips**  
CEO -  
SuperLawyers.com  
05/09/2018  
*Isabelle représente l'avenir de la profession. Praesent pharetra porta scelerisque. Nulla risus risus, ultricies non libero non, ullamcorper vehicula sapien. Nous avons apprécié son experience.*

Ask your clients and business partners to assess your technical & soft skills

Value your track records, referrals and credentials

Strengthen your reputation and improve your client relationships

# Trusted by



Microsoft  
For Startups

Microsoft for Startup Partner



Awarded **Partner of the year** for  
Industry Solution in 2018

1 Million Users

# Trusted by

**equitis**  
GESTION DE FONDS ET FIDUCIES



**Apax**  
PARTNERS

**racine**  
AVOCATS



**BDGS**  
ASSOCIÉS

**SVL** SEKRI VALENTIN ZERROUK  
AVOCATS À LA COUR

**HOICHE**  
AVOCATS

# Summary

## Collaboration

Collaborate on ONE integrated platform

- Internally (within law firm)
- Within your organization
- With your customers
- With your legal partners
- Anywhere on PC/mobile, online/offline, desktop/browser

Boost efficiency

- Let people find each other fast and work online
- Give your organization and customers to reach your lawyers in one click
- See who works on what now and get access to most up to date documents
- Never get lost with several versions of one document any more
- Create workgroups dedicated to your priority clients, projects and legal matters

Ensure security to your documents and business data

- Kill sensitive emails first day after implementation
- Keep sensitive docs under your control, always
- Map access control with your organization hierarchy, manage access in few clicks

Leverage best practices and knowledge

- Creating repetitive workflows
- Leverage best legal documents and convert them into templates
- Reduce the learning curve and fully leverage your existing Office 365 environment to support your legal matters

## Visibility & Trust

Build trust relationship with clients and partners

- Make the unique expertise of your lawyers visible to your clients
- Build up on knowledge, track record

Grow your legal business faster

- Leverage your external legal network to support your legal business
- Make your network visible to your customers
- Leverage RFP process to extend your delivery capacity (coming soon)
- Let legalcluster.com suggest you the right lawyer for all type of legal matters in all geographies

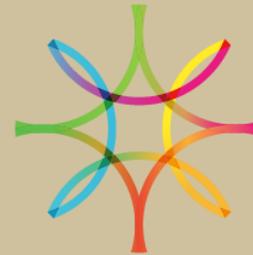
Exercise legal marketing using XXI century tools

- Build credibility by managing legal blogs and technical publications

Improve your business delivery and legal expertise capabilities

- Get access to expertise channels and categorized legal contents
- Connect your social network with your internal systems using API (coming soon)

# Legalcluster



Paris | Kraków

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