



Die Zukunft des Rechtsmarktes:

Alle reden von KI, aber was
sind die konkreten Use Cases?

Oliver Bendig | CEO

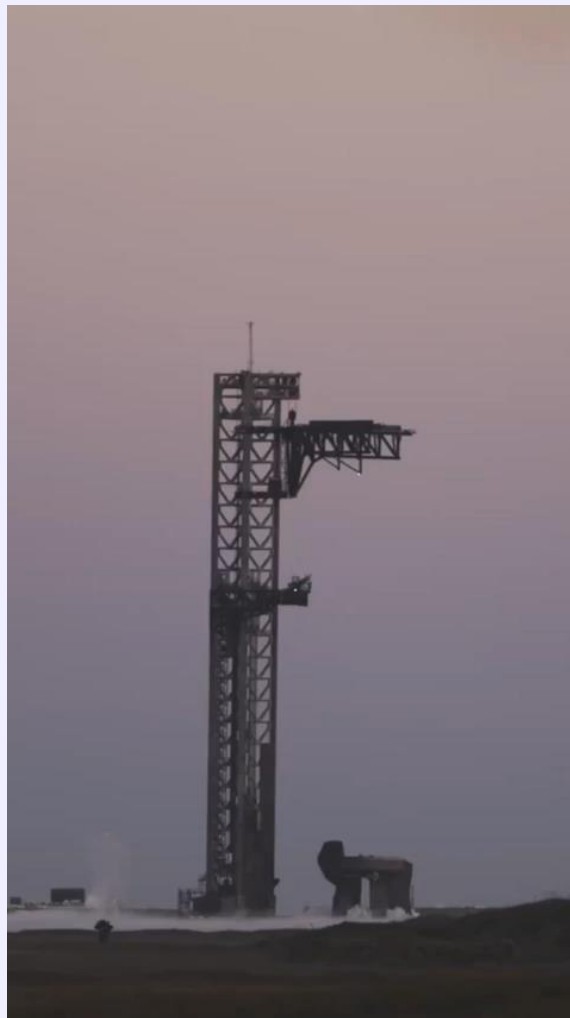


Status Quo





RE-IMAGINE





RE-IMAGINE HOW LEGAL WORK WORKS

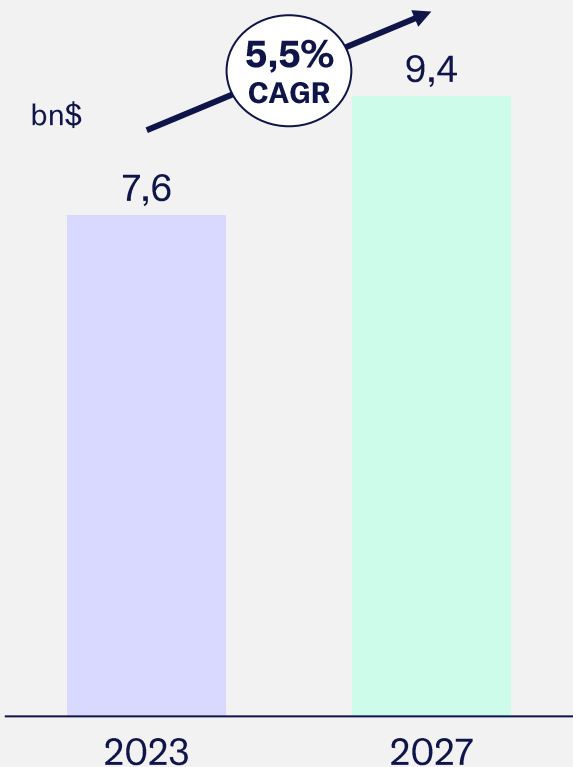


SIMPLIFY HOW LEGAL WORK WORKS

The background of the slide is a photograph of a lawyer's desk. In the foreground, a laptop is open, displaying a blurred image of a city skyline. To the right of the laptop is a wooden gavel resting on a wooden block. In the background, a pair of golden scales of justice sits on the desk. The desk is positioned in front of a large window that offers a view of a city at sunset or sunrise, with warm orange and yellow light illuminating the scene.

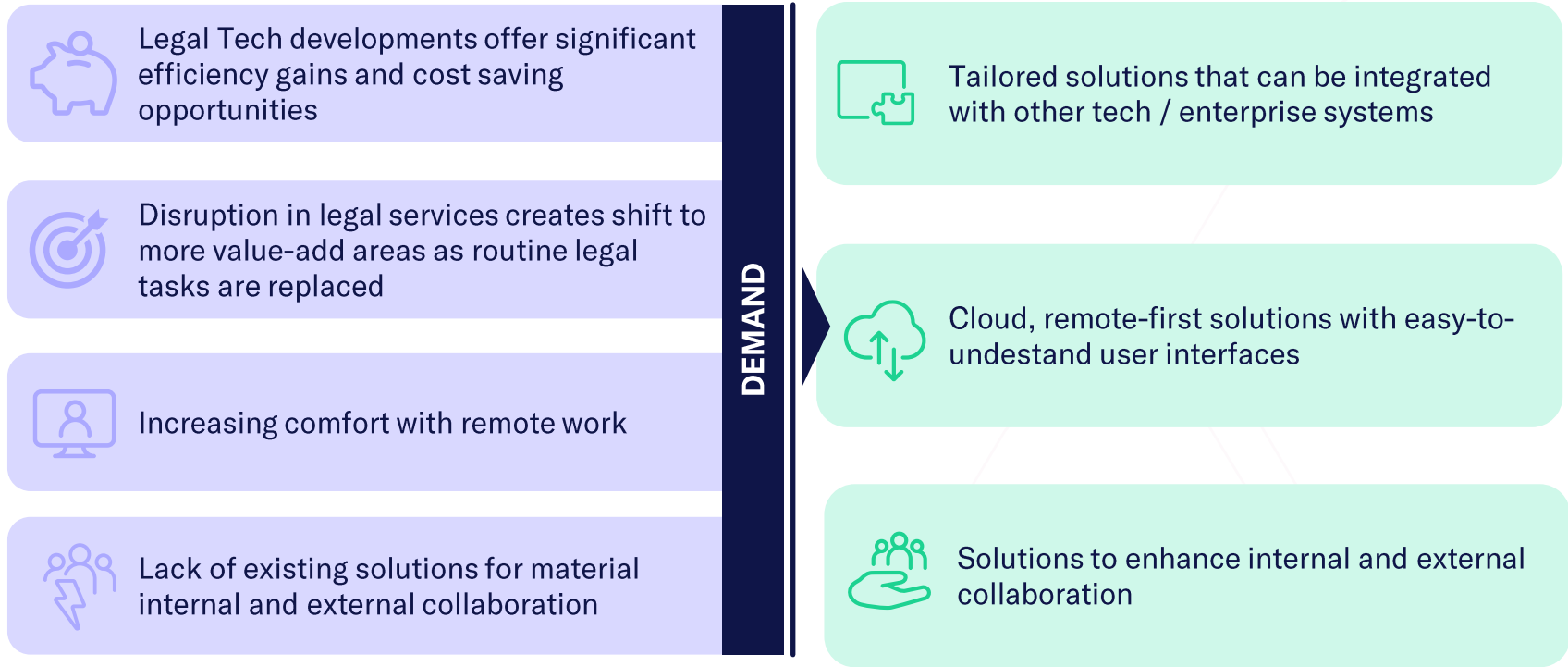
„Lawyers won't be replaced by AI.
**but by those Lawyers who use
AI.“**

The European Legal Tech market is driven by strong underlying megatrends



Legal Tech Market Research July 2024

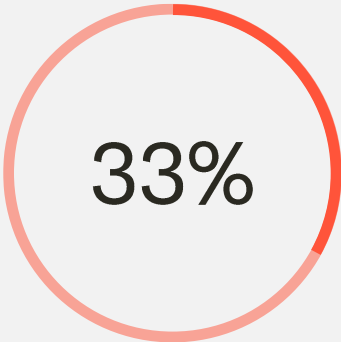
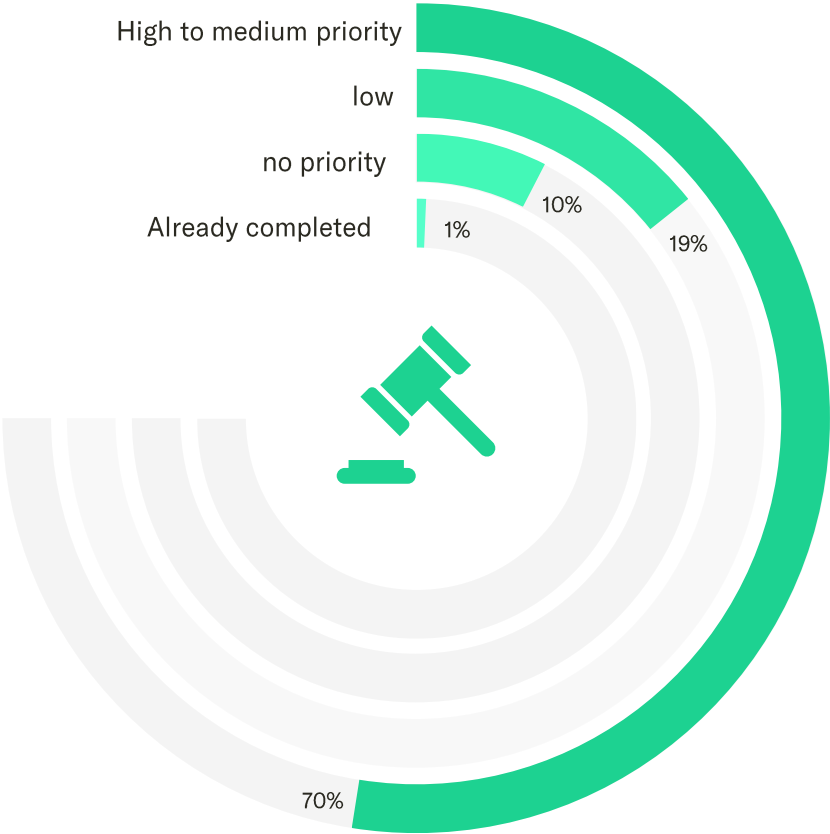
Core trends and market drivers



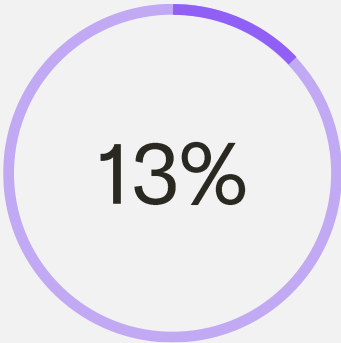
Digital transformation of law firms and corporate legal departments continues to host vast potential, becoming an increasingly pressing priority



The implementation of Legal Tech remains of high priority across legal departments

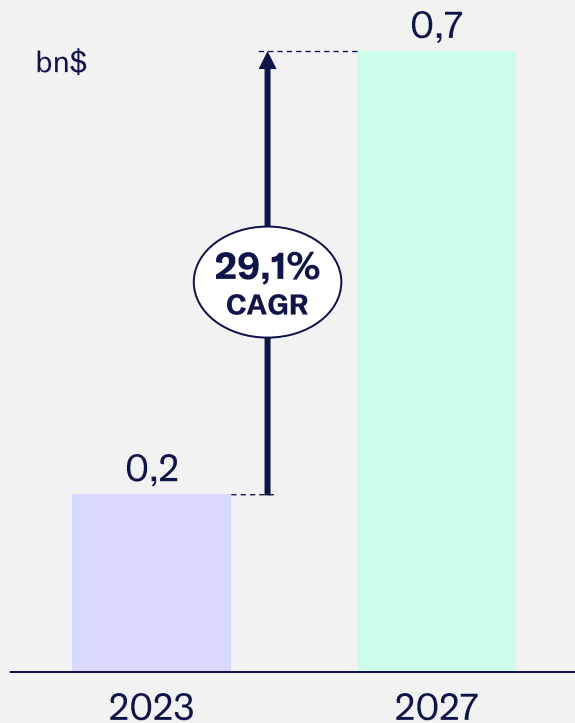


33% of surveyed companies have a budget for Legal Tech applications



The average percentage of overall legal department spent on Legal Tech

Nascent AI adoption in Europe within corporate legal departments and law firms drive high expected growth

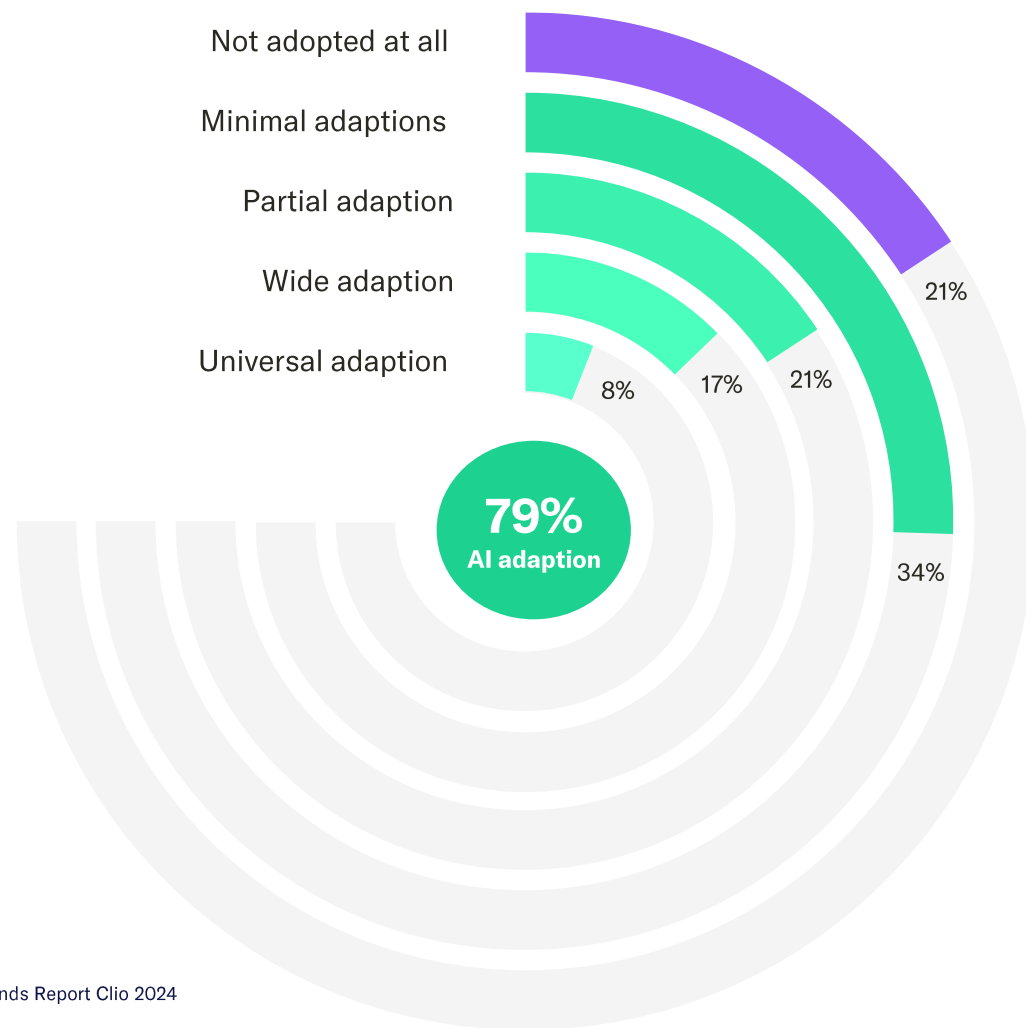


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Core drivers and trends

- 1** **Growing demand for automation** and increasing number of litigations in the legal industry
- 2** **Data privacy concerns** of the confidential and legal data
- 3** Growth in the utilization of AI by legal companies **to complete legal cases**
- 4** **AI software can improve efficiency and accuracy** to assist legal professionals
- 5** **AI advances can help strip out complex user interfaces** and develop innovative products for automated choices

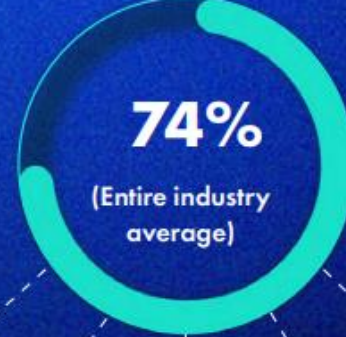
The rapid uptick in law firm AI adaption



The vast majority of lawyers have adopted AI in some capacity

How “automatable” is the modern law firm?

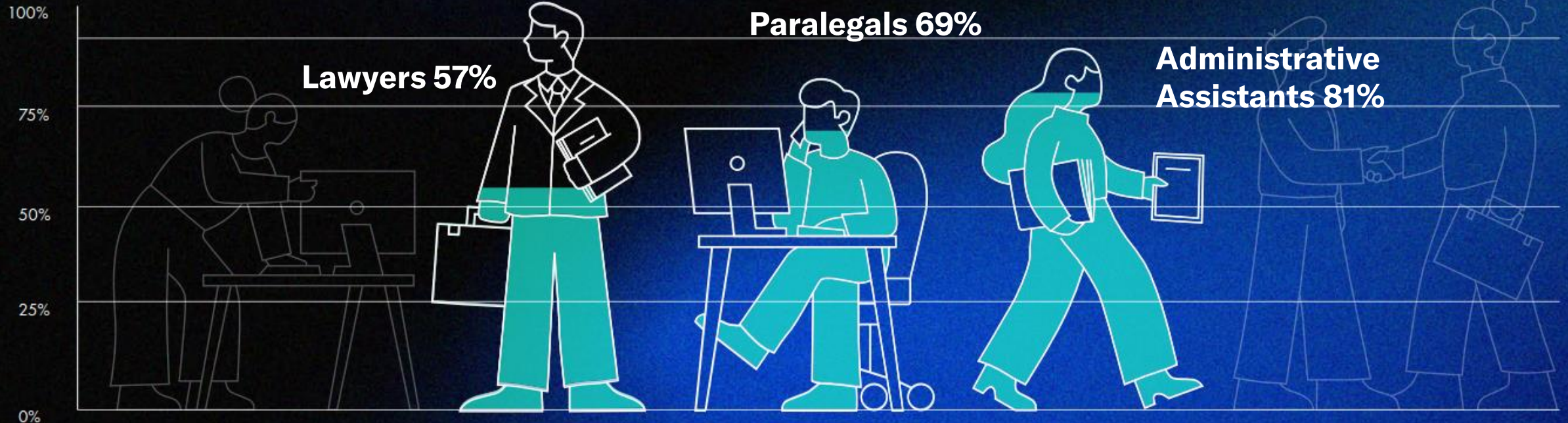
Our analysis indicates that nearly **three-quarters** of a law firm’s hourly billable tasks are potentially exposed to automation by AI.



AI won't be able to take on all types of billable work in a law firm, but the work done by certain roles is more “automatable” than others. For example, 81% of hourly billable work performed by administrative assistants has potential for automation, while 57% of hourly work performed by lawyers has automation potential.



The automation potential of law firm roles



Which legal tasks are ripe for automation?

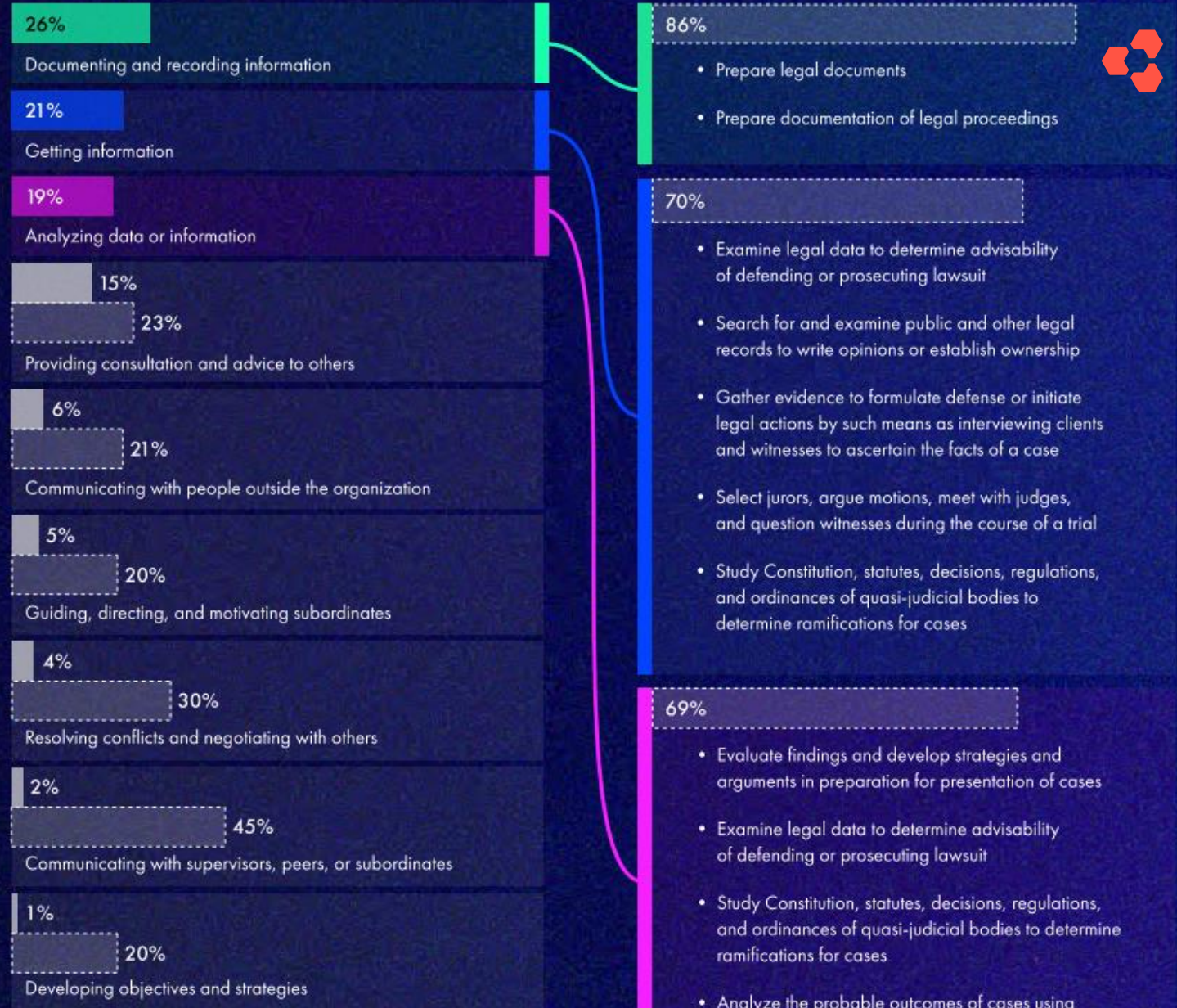
1 Documenting and recording information

2 Getting information

3 Analyzing data or information

Legal Trends Report Clio 2024

■ Share of hourly billing ■ Automation potential

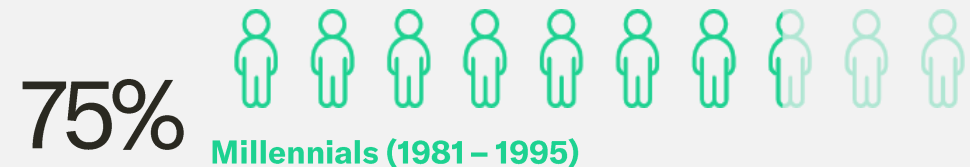
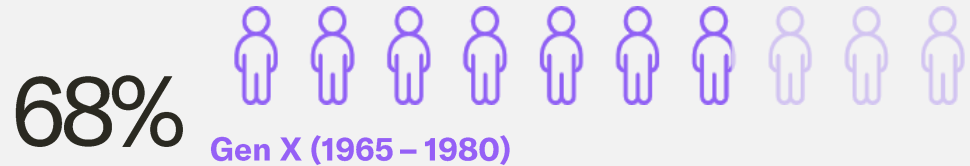
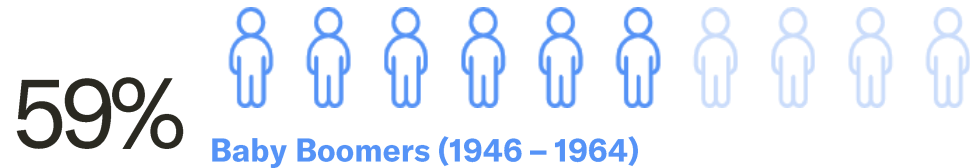


Most clients are in favour to law firms using AI



Lawyers need to adapt to their clients requirements and habits

- The majority of clients across generations would either be open to or even prefer lawyers using AI.
- Younger generations are more amenable to AI usage, with the vast majority of Gen Z and Millennial clients either preferring or having no objections to hiring a law firm that has adopted AI-powered software.





AI is real! Now what?



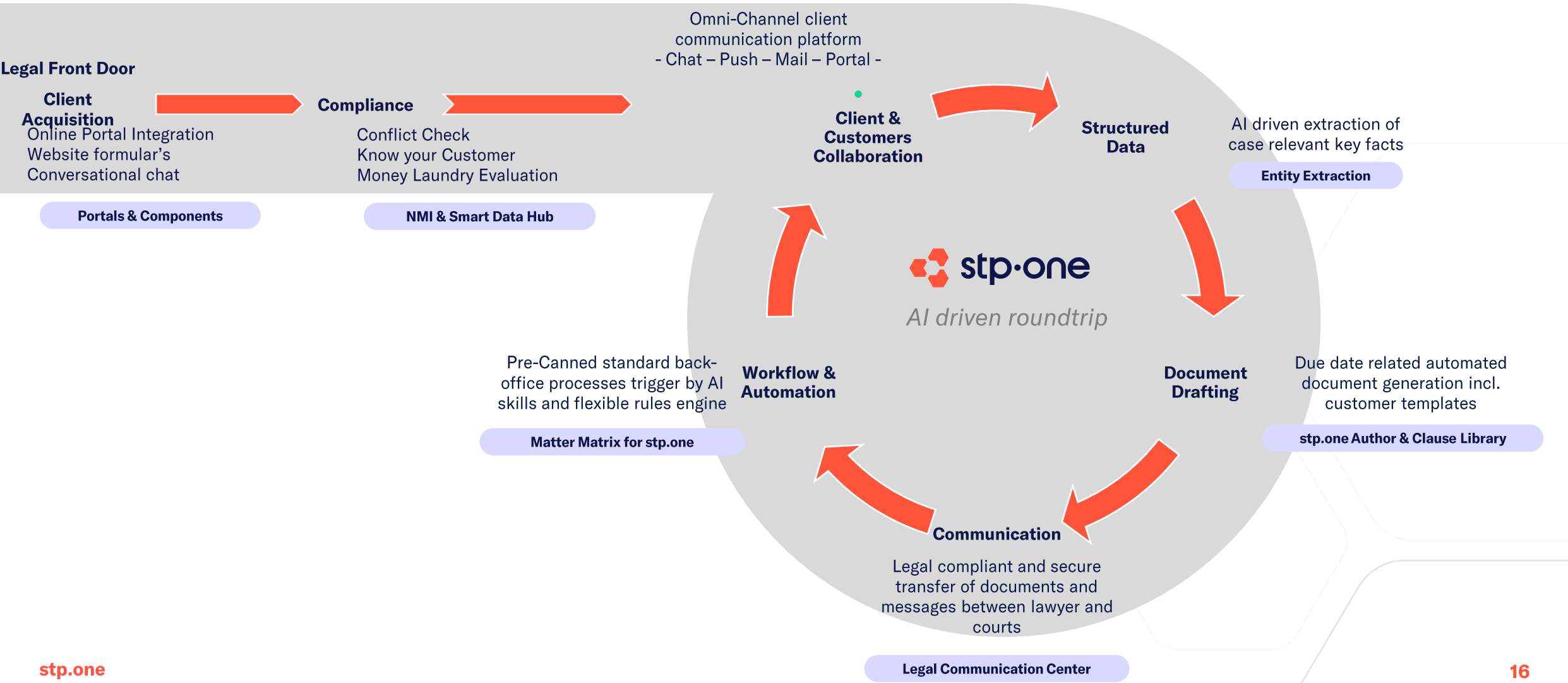
**Lawyers need to switch
on their superpower -
*super-productivity***



Legal-Tech Automation powered by AI



Automating the whole value chain of legal work



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“Switch on your superpower”

Lawyers without AI will get disrupted by
Lawyers with AI

„Think Big, act small, move fast“

Start with AI based analysis and Workflow before
you start with fancy contract drafting.

„Think AI as a feature not the product“

Don't invest into tools. Invest in an
Integrated platform approach that can
grow with your requirements

VENTDOR SELECTION MATRIX™: Knowliah is Market Leader in Enterprise Legal Management in Europe



	STRATEGY	EXECUTION	TOTAL
1. STP.ONE	4.60	4.71	9.31
2. WOLTERS KLUWER	4.58	4.68	9.25
3. DILITRUST	4.49	4.56	9.05
4. IMANAGE	4.43	4.49	8.91
4. XAKIA	4.35	4.56	8.91
6. ONIT	4.28	4.50	8.78
7. LECARE	4.24	4.43	8.66
8. TOMORRO	3.95	4.29	8.24
9. ICERTIS	3.84	4.29	8.13
10. SERAPHIN.LEGAL	3.88	4.21	8.09
11. CORPORIFY	3.81	4.10	7.91
12. MITRATECH	3.74	4.00	7.74
13. LEGAL SUITE	3.66	3.93	7.59
14. NETDOCUMENTS	3.66	3.85	7.51
15. SERVICENOW	3.49	3.79	7.28



Thank You!

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