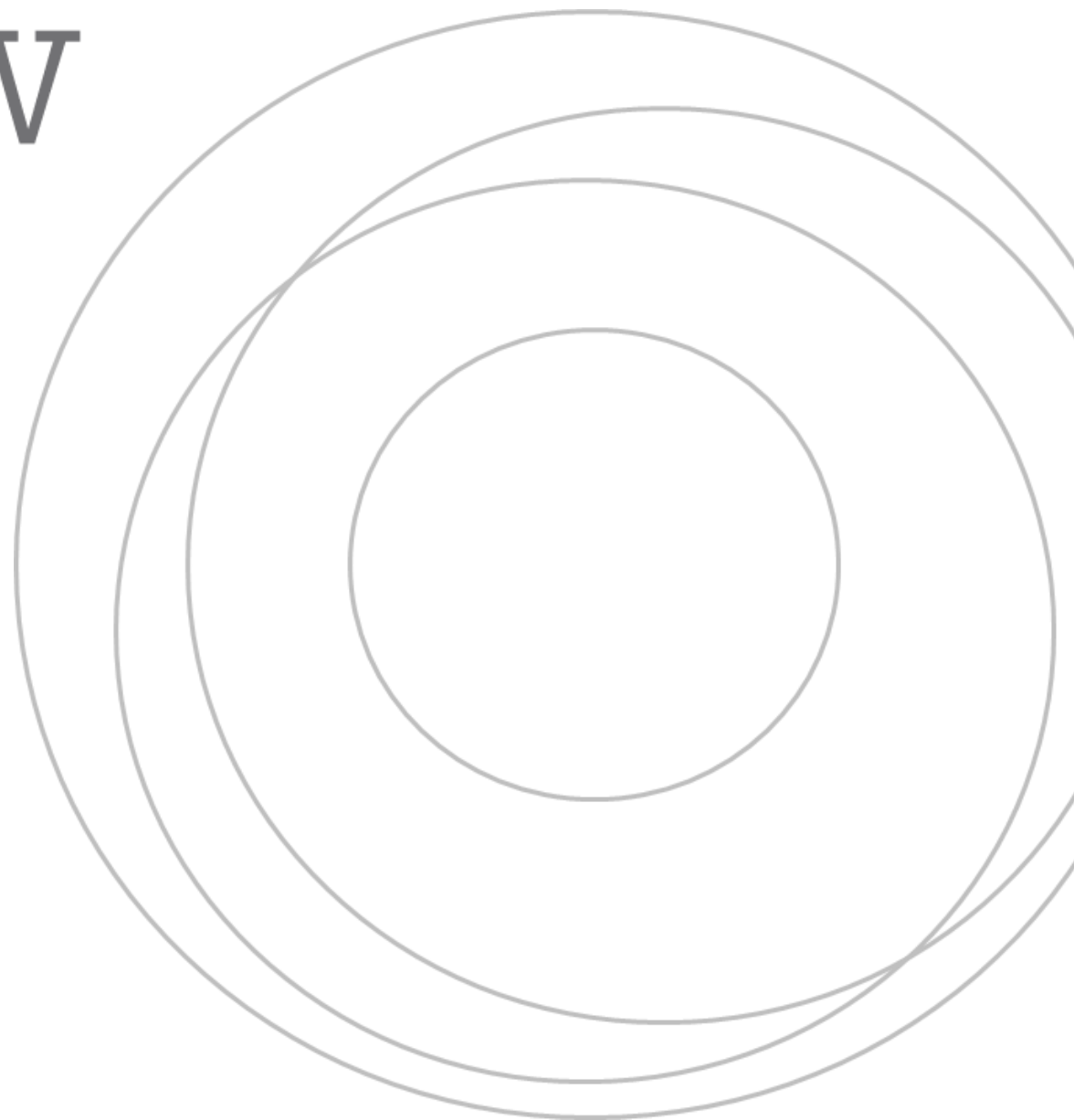


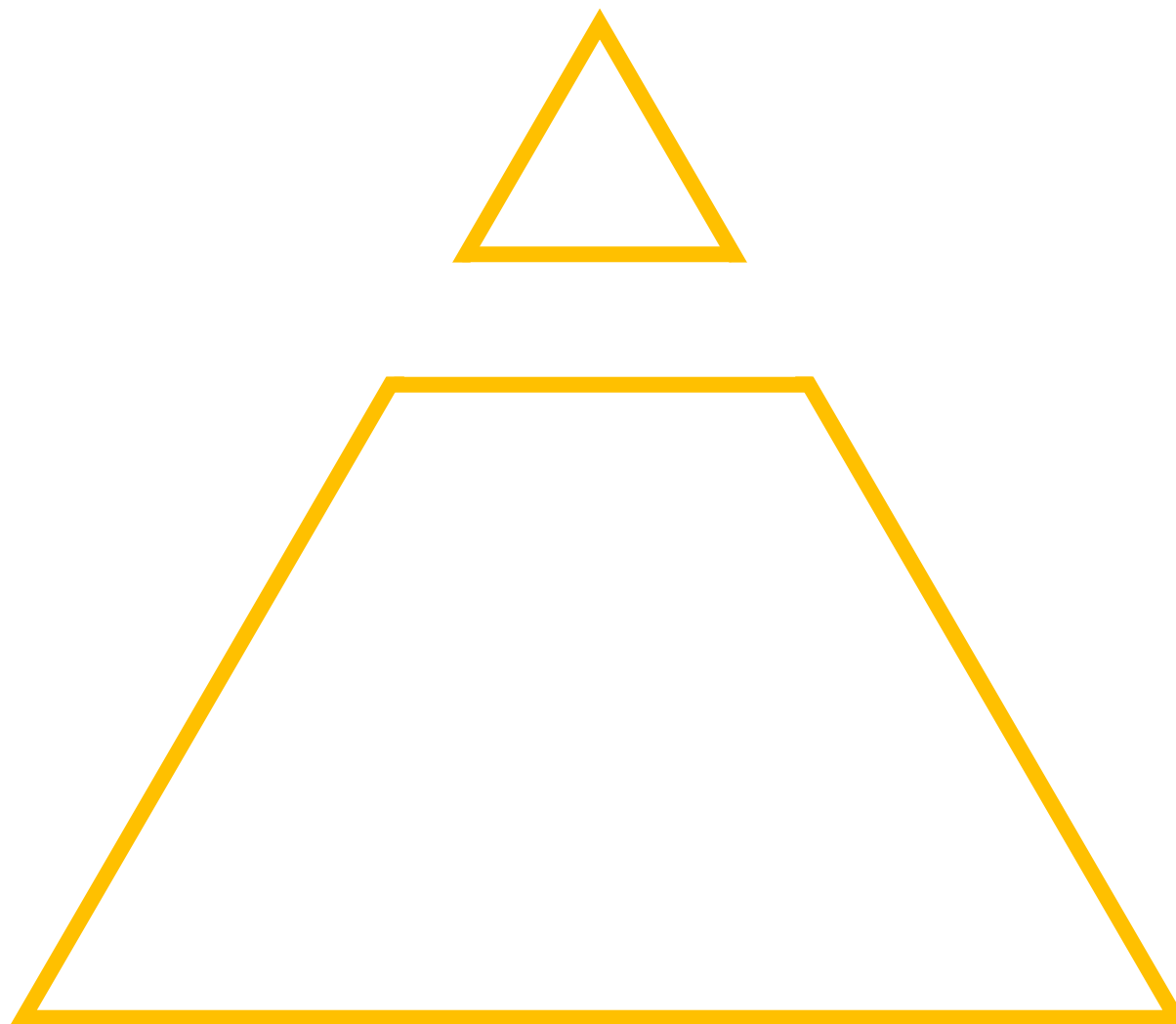


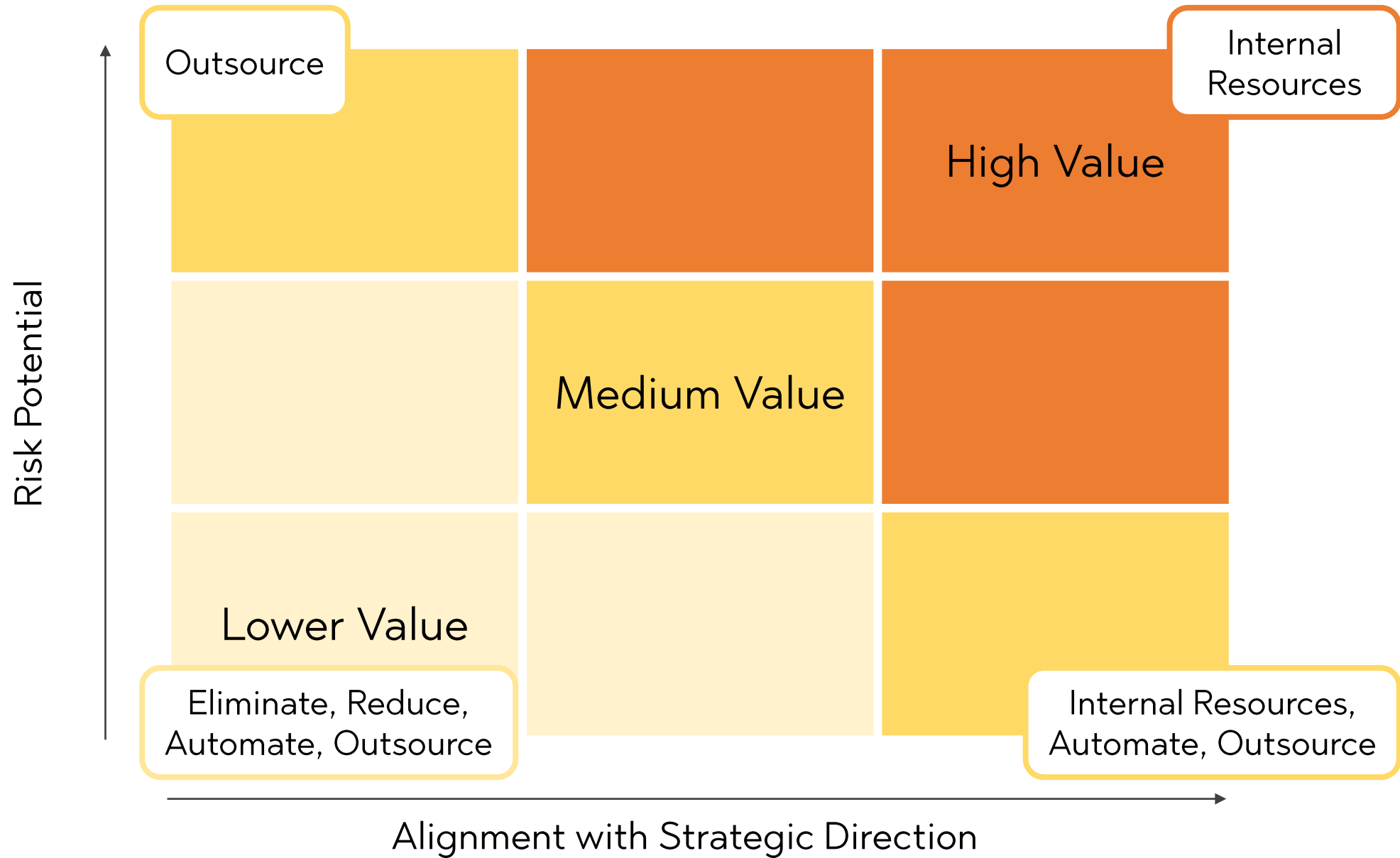
# Reinventing the Law: New Legal Models

VQ Forum

2019







High  
volume

Outsource to managed  
legal service provider or  
shared service centre

Build in-house legal  
competency

Low  
volume

Enable business to  
perform

Outsource to law firm

Low value

High value

Repeatable?

A yellow speech bubble graphic is centered behind the text. It has a rounded rectangular shape with a tail pointing towards the top right, suggesting a callout or emphasis on the text.

DIANT  
NTAKE /  
CESS LEAD

DIANT  
DELIVERY

Scope check  
Intake questions complete.  
Upload on flow.

Feedback on red flags

Final work-up & final draft to client

MATTER PULLED

Direct Lending

Direct Lending red-flag review?

Complete review

Issue draft

Final work-up

Final work-up

Final work-up

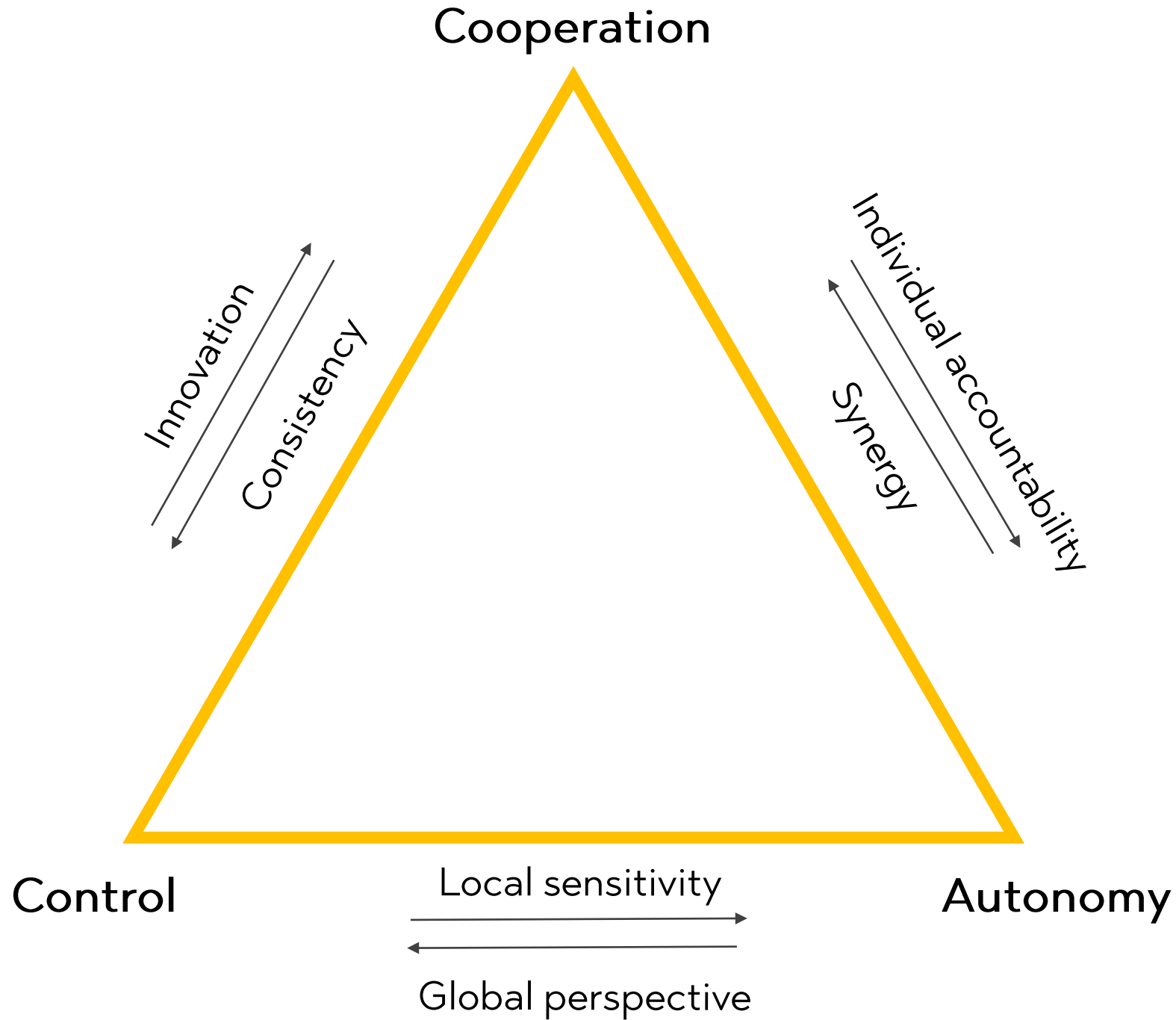
Final work-up

QA

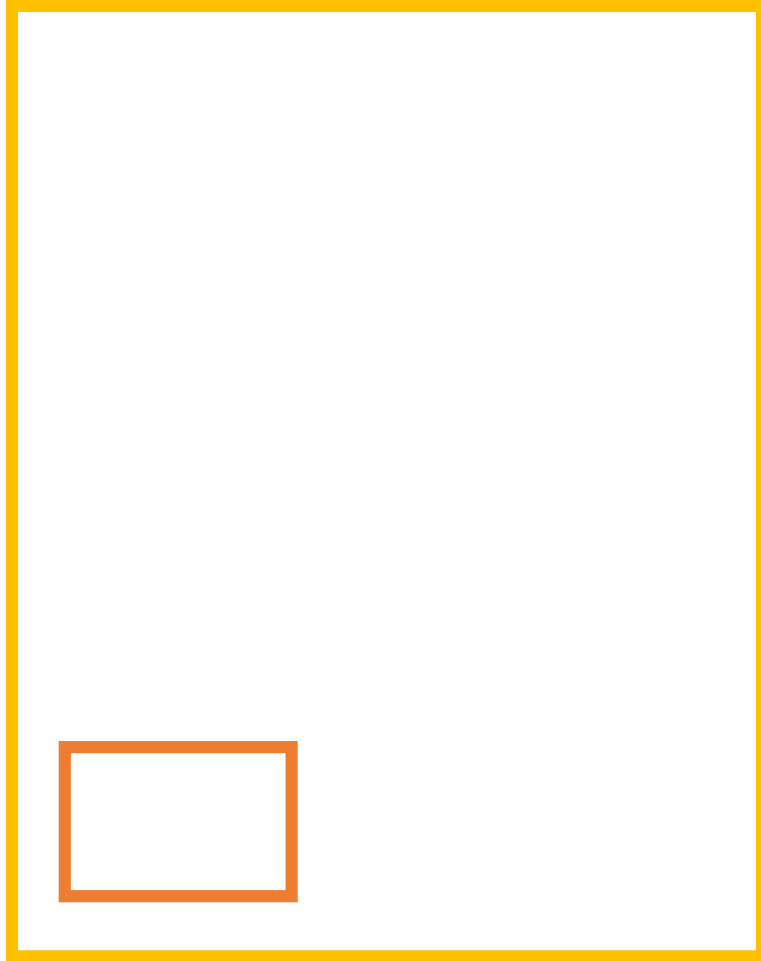


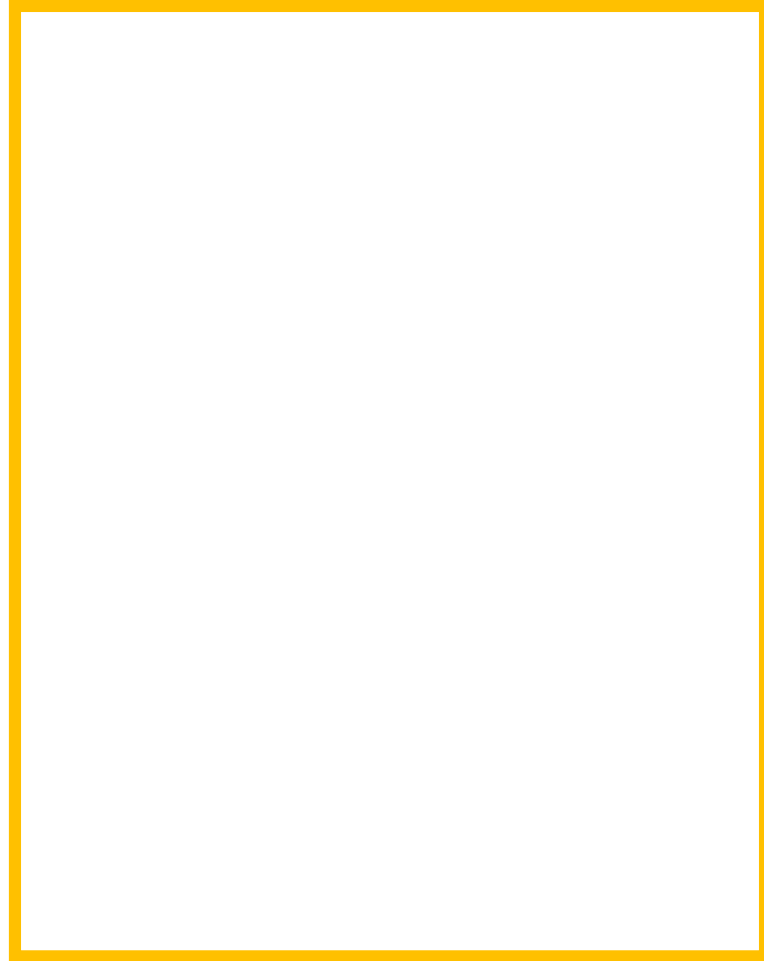
# Campbell's Law

The more any quantitative social indicator is used for social decision-making, the more subject it will be to corruption pressures and the more apt it will be to distort and corrupt the social processes it is intended to monitor.









## Intake

Portals

Intake forms

## Draft

Document automation

Approvals

## Negotiate

Contract reviews

Document storage

Word extensions

Screen-sharing

Negotiation platforms

## Sign

Approvals

E-signatures

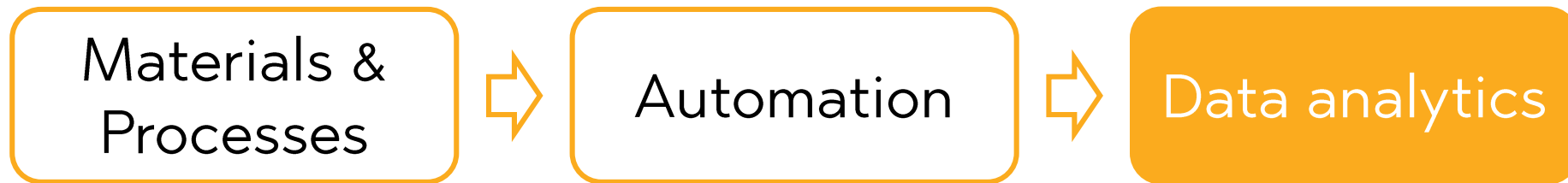
## Manage

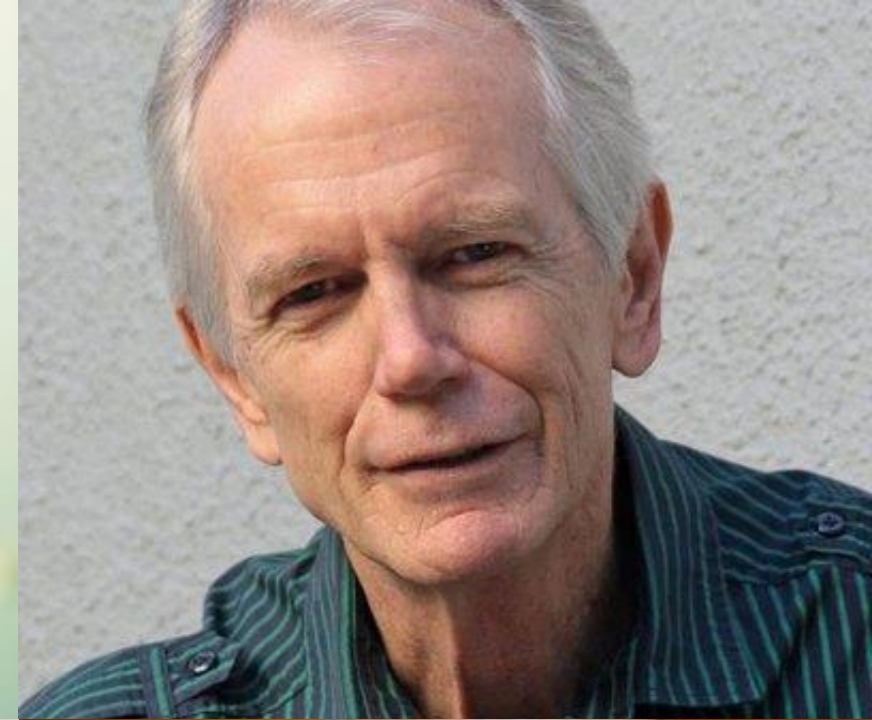
Extraction

Contract management

Obligation management

Matter tracking, dashboards, analytics and heatmaps





# Repeatable: the recipe

Fixed prices and no time sheets

Process and continuous improvement

Cooperation-focused

A lot of technology and data

Diverse skills



“You never change things  
by fighting the existing  
reality.

To change something,  
build a new model that  
makes the existing model  
obsolete.”

*Buckminster Fuller*