

Legal Careers in the Information Age

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“When you are finished changing, you are finished.”
-Ben Franklin

Legal Process Outsourcing

Legal Process Outsourcing (also known as LPO) refers to the practice of a [law firm](#) or [corporation](#) obtaining legal support services from an outside law firm or legal support services company. LPO providers have established themselves in [Canada](#), [India](#), the [Philippines](#), the [United States](#), [Israel](#) and [Latin America](#).. However, in recent years the so called "near shore", "back-door" "specialized legal firms" have sprung up to satisfy law firms and corporations that demand quality and confidentiality.

-Source: Wikipedia

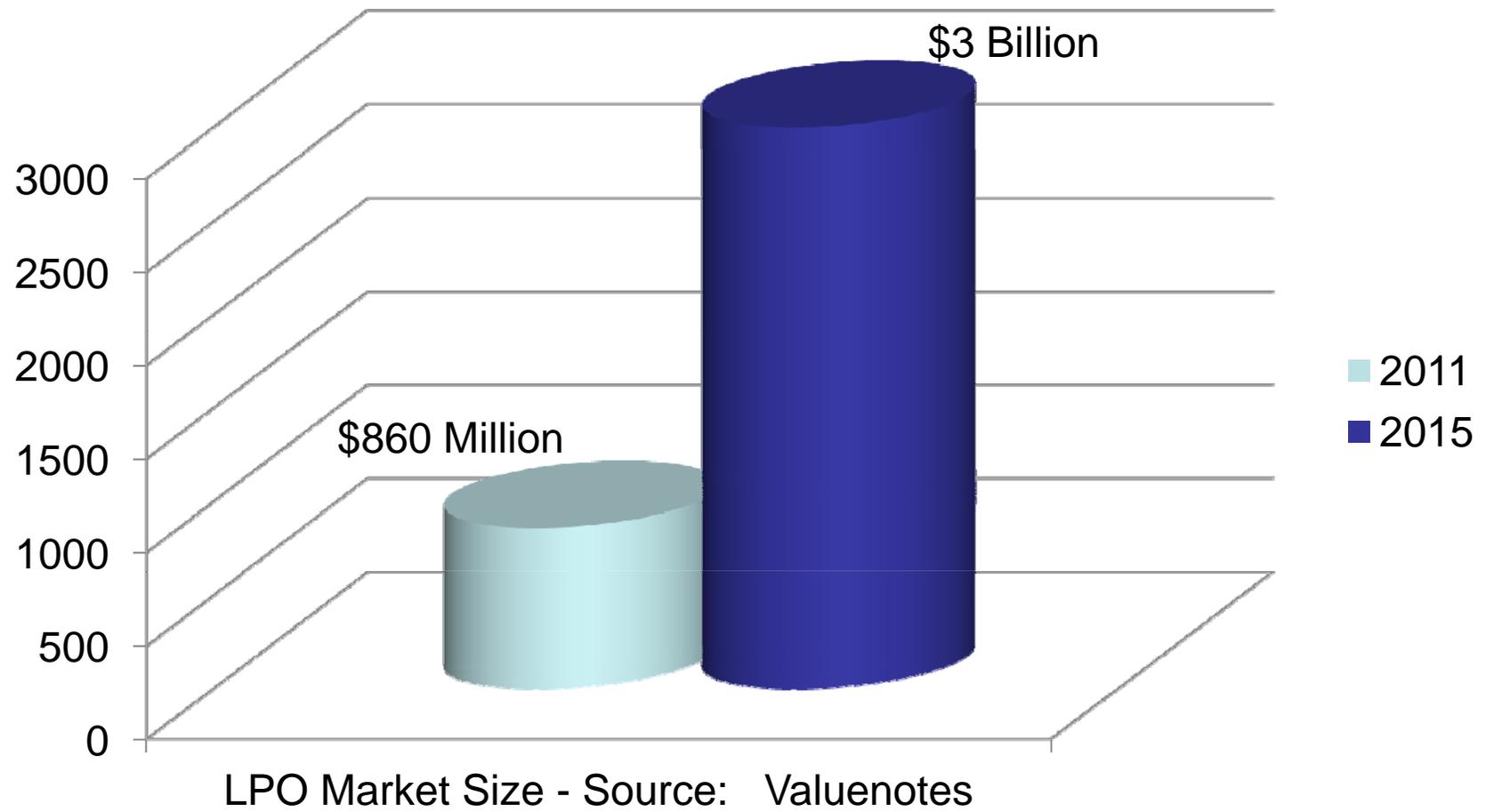
Fronterion's Top 10 Trends for 2012

1. *Profitability Squeeze for LPO providers*
2. *Growth Beyond Litigation Support – diversification into other practice areas such as M&A and contract management.*
3. *Technology and LPO Combine*
4. *Adoption of LPO Techniques by law firms & Global 500 corporations continues to accelerate.*
5. *Law Firm Insurers Target LPO*
6. *Changes in the Executive Ranks*
7. *LPO Faces Formidable Competition – from established mainstream legal vendors including staffing firms and large law firms.*
8. *Winner-take-all Mentality – Leading LPO firms become more dominant*
9. *Changing Professional Guidelines – Professional and regulatory bodies in the U.S. and U.K., are due next year to publish the results of studies on the impact of outsourcing.*
10. *Evolution of the Law Firm-Client Relationship – The injection of third party legal vendors into the law firm-client relation has significant implication for the role of the lawyer.*

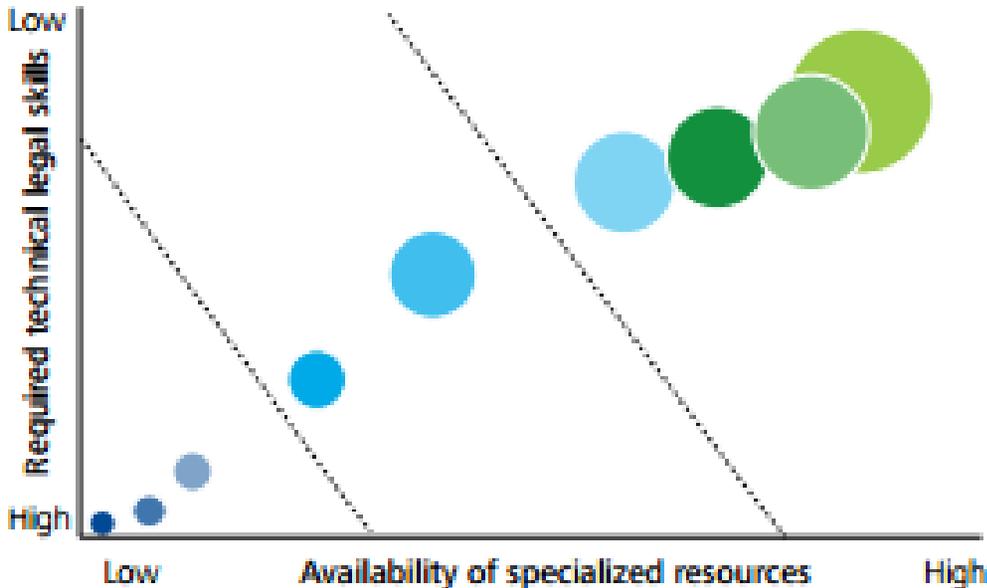
Leading Vendors

- Chambers and Partners 2012 Global LPO Providers
 - Band 1
 - CPA Global Limited
 - Integreon
 - Pangea3 LLC (Thomson Reuters)
 - QuisLex, Inc.
 - UnitedLex
 - Band 2
 - American Discovery
 - Clutch Group
 - Mindcrest
 - SDD Global Solutions PVT LTD
- Law Firm LPO Business Units
 - Orrick, Herrington
 - King & Spalding
 - WilmerHale

Estimated Market Size



LPO Market Segmentation



- E-discovery
- Secretarial services
- Database management
- Billing services
- Patent drafting/review
- Contract drafting
- Legal opinions
- Negotiation support
- Legal counsel

Note: Market size estimates based on Deloitte industry experience.

QuisLex & UnitedLex



- Delaware Corp founded 2004
- Founders from Skadden, Sidley, Sherman & Sterling
- Primary offices in NY, Chicago, San Diego & Hyderabad
- 550+ attorneys
- Clients are global 200 corporations, AM Law 50 & Magic Circle firms
- Litigation
- Contracts Life Cycle Management



- Founded in 2006
- U.S. Litigation Division began in 2008
- Primary offices in Kansas City, Cincinnati, Gurgaon, New York, Chicago
- **Ranked No. 307 on the 2011 Inc. 500 with Three-Year Sales Growth of 1060**
- Litigation Support, Computer Forensics
- Obligations Management

Litigation Support

eDISCOVERY

- Pre-discovery and Litigation Readiness Consulting
- Early Case Assessment
- Forensics and Data Harvest
- Culling and Filtering
- Data Processing
- Data Hosting
- Production
- Project Management

ATTORNEY DOCUMENT REVIEW

- Relevance, Privilege, Confidentiality and Issue Codes
- Review Team Training & Staffing
- Project Management

PAPER DISCOVERY / CODING

- Intelligent Document Reduction
- OCR / ICR / Text Clean-up
- Indexing, Database Conversion
- Objective / Bibliographic Coding

TRIAL SUPPORT

- Deposition Digesting and Summarizing
- Drafting Pleadings/Motions
- Witness Notebooks

Corporate Legal Support

CONTRACT MANAGEMENT

- Contract Drafting, Review & Negotiation
- Playbooks
- Template Maintenance
- Commitment Management
- Contract Repository
- Contract Administration
- Subcontractor/ Flowdown Management
- RFX Response Support
- CLMS Guidance

M&A DUE DILIGENCE

- Pre-acquisition
- Post-acquisition

Intellectual Property

PATENTS

- Landscapes/ Patent maps
- Freedom-to-operate/ Clearance Searches
- Patent watches
- Patentability Clearance Searches
- Drafting & Prosecution
- IP Due diligence
- Portfolio Mapping & Analysis
- Patent Renewals
- Patent Monetization
- Patent Litigation Support

TRADEMARKS

- Trademark Searching
- Application Preparation
- Filing and Prosecution
- Office Action Responses
- Trademark Renewals
- Docketing Support
- Anti-counterfeiting
- Infringement Analysis
- Trademark Litigation Support

Ancillary Services*

IMMIGRATION SUPPORT SERVICES

- Advanced Visa Needs Planning
- HR-driven Immigration Focus
- Case Strategy / Advice
- Filings
- Document Preparation
- Coordination for Filing Process
- Docketing
- Interview Preparation Support
- Real-time Compliance Dashboard
- I-9 Intake / Data Management Services
- Compliance Trend Monitoring
- Helpdesk Support

LEGAL RESEARCH/ REGULATORY SUPPORT

- Federal/ State/ International Case Law Research
- Multi-Jurisdictional Legal Surveys
- Statutory & Regulatory Research
- Point of Law Research/ Memos
- Regulatory Compliance/ Filings
- Invoice Auditing Support
- Certifications Compliance
- Corporate Governance Services

Fixed Factors

- Law (Substantive)
- Judge
- Jury
- Client
- Clerks
- Witnesses
- Events
- Ethics
- Budget
- Procedural Rules
- Opposing Party
- Opposing Lawyer

Attorney-Controlled Variables

- Testimony
- Ability, Acumen, Experience
- Case Organization
- Litigation
- Non-Litigation
- Strategy
- Briefing
- Record (Evidence v. Events)
- Forum
- Impact of Facts and Witnesses
- Schedule
- Client Decisions
- Use or Technology

Involuntary Operations

- Required Pleadings
- Court Orders
- Required Filings
- Present Witnesses for Deposition
- Comply with Discovery Request
- Prevent Spoliation
- Compensate Lawyer

Voluntary Operations

- Legal Research
- Jury Sampling
- Intelligence
- Motion to Dismiss
- Summary Judgment
- Motion to Compel
- Depositions
- Prep Witness
- Review Documents
- Test Trial Theory
- Mock Trial
- Negotiation
- Index
- Brief Analysis
- Timelines
- Exert Non-Judicial Pressures
- Mediators
- Consulting Experts
- 3rd Party Discovery

Results Perception
• Outcome
• Cost
• Victory
• Defeat

- The available evidence in a particular case has increased exponentially in a short period of time
- Law and legal processes are slow to change and adapt
- Attorneys with the experience to manage cases are not comfortable with the challenges of technology
- Decisions regarding eDiscovery take 2-3 years to filter through the courts which is a lifetime in communication technology
- Evidence preservation technology and software development struggles to keep up with communication technology
- iPhones
- Preserving potentially relevant data can be difficult absent organization and an understanding of technology and litigation processes
- Filtering evidence out of the data can be expensive and doing it well requires a blend of technology expertise, project management ability and the ability to coordinate complicated

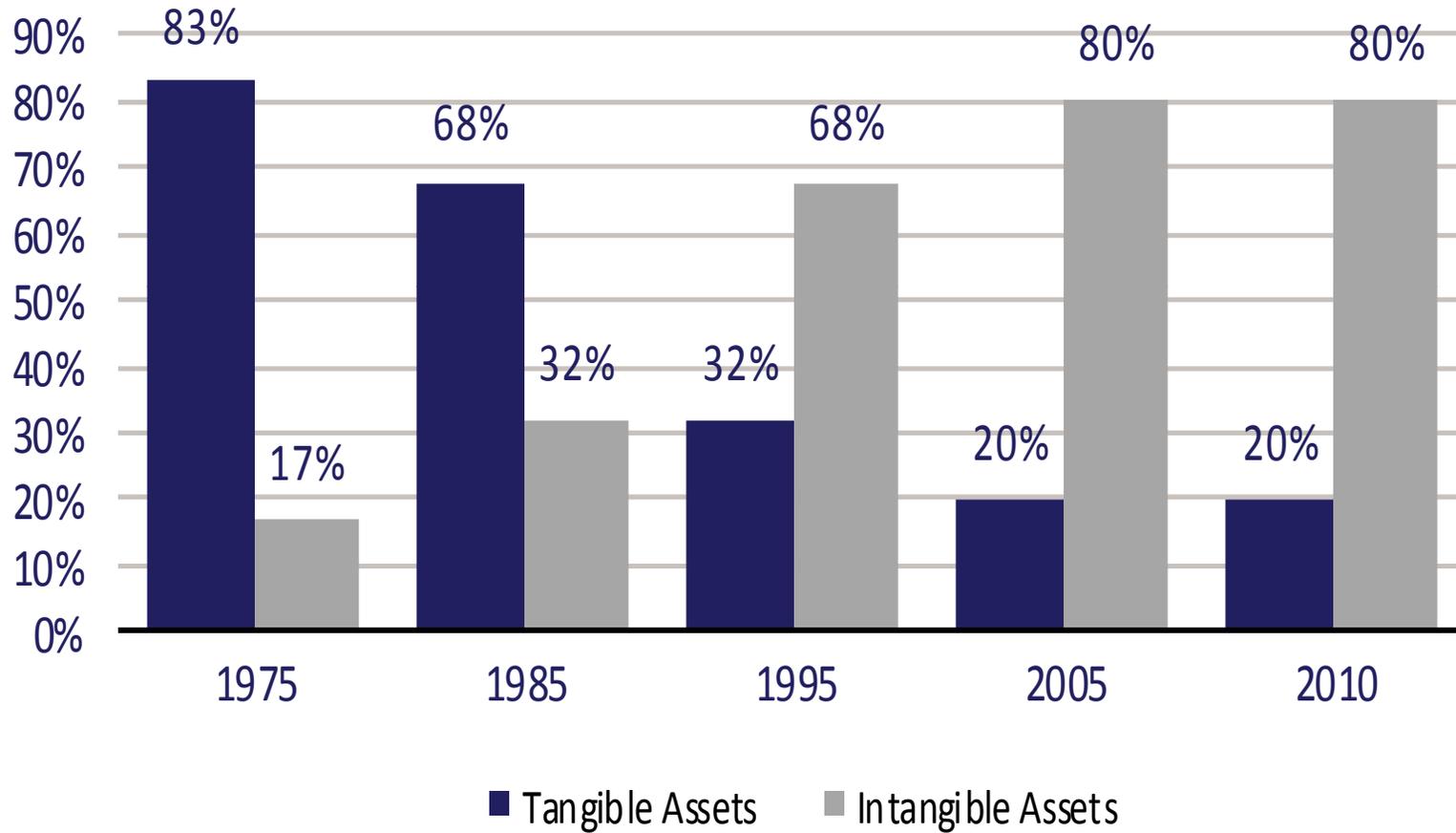
- Litigation Managers (On- and Off-shore)
- Contracts Managers (On- and Off-shore)
- Legal Services Analysts
- Linguists
- eDiscovery Consultant
- Technical Project Managers
- Document Review Managers
- Computer Forensics Specialists
- Evidence Analysts
- eDiscovery Coordinator
- Litigation Consultants (Trials)
- 30(b)(6) Witness
- Discovery Counsel
- Contracts Management
- Records Management Consulting
- LPO Business Development

[Position descriptions available after the presentation](#)



- New JDs
 - Symplicity
 - Law School websites
 - On campus interviews
 - Word of mouth
- Experienced JDs
 - Symplicity
 - Monster.com
 - CareerBuilder.com
 - Law.com
 - State Bar Associations

The Business of IP: Defining a New Asset Class



IP Has Changed the Landscape of Corporate America

- Kodak IP portfolio worth more than company's stock value (Wall Street Journal)
- Nortel patent portfolio purchased for \$4.5bn (Reuters)
- Google purchases Motorola Mobility for \$12.5bn, price justified by Motorola's 17,000 patents (Bloomberg)
- IP has emerged as an entirely new asset class which is driving the global economy
- IP monetization is deriving revenue directly through patent sales, licensing and enforcement

- Patent Drafting Specialists (Engineering, Math, Computer Sciences or Life Sciences undergrad – Patent Agents and/or Patent Attorneys)
- Patent Analysts – Valuation, Sale or Acquisition of Patent Assets
- Patent or Trademark Portfolio Coordinator
- Patent Strategy Consultants
- Patent or Trademark “Optimization” Counsel
- Business Development in working with Universities, Research Institutions, Fortune 500 Corporations & AmLaw 100 Law Firms
- New Development – Hedge Fund/Investment Banker Leveraging the “Convergence” of Finance & IP



Questions?