

# DNJV - Legal Tech

23<sup>rd</sup> April 2021

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Advokatfirman Swedish Legal Tech

IA or AI?

Intelligent Automation  
before  
Artificial Intelligence?

### Marketplace

### Document Automation

### Others

## Nordic Legal Tech providers

### Compliance

### Practice Mgmt

### Online Dispute Resolution

# LEGALTECH IN GERMANY

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Last updated 2017-09-20 | icons by FreePik



## Standardized legal advice products

### PLANE

AirHelp	compensation2go	euclaim <small>Europäischer Schadenersatz</small>
euflight	FairPlane	Flightright
Flug-Erstattung.de	WIRKAUFEN DEINEN FLUG	

### TRAIN

ZUG-ERSTATTUNG.DE		
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### CAR

myRight <small>RECHTSWEISUNG AUF ERHALTSRECHT</small>	WIRKAUFEN DEINEN FLUG	
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### FINANCE

bankright	DRUCKSTARK	
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### CONTRACTS

aboalarm	KUENDIGUNG.ORG	volders
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### VARIOUS

abfindungsheld	bikeright	CETONIS
ClaimRight	DASRECHT.DE	help.check
legalview	MINEK <small>Mietnebenkosten korrekt?</small>	RechtSmart
rightmart <small>Rechtsanwalts-Gesellschaft mbH</small>		



## Consumer legal advice (L2C)

### FLAT FEE PACKAGES

advocadō	legalBase
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### LEGAL PORTALS

123recht.net	ANWALT.DE	anwalt24
ESCHERHILFT.	FAQ Recht	frag-einen-anwalt.de
FragRobin		

### GENERIC EXPERT PORTALS

just answer
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## Legal Process Outsourcing (LPO)

autopilot:261	axiom <small>low redefined</small>	CLARIUS.LEGAL
Digitorney	edicted	e-profound
jurato	PERCONEX <small>juristisch Gut Empfohlen</small>	smartconex
tpr legal	Xenion <small>Lawyers on Demand</small>	



## HR, Directories, Ratings & Content

### HR

beck-stellenmarkt.de	Karriere-Jura	lawconex
LAWYERED	LEGALHEAD	LEGALCAREERS
LTO JOBS	TalentRocket Jura	

### DIRECTORIES

DeutscheAnwaltskunft	anwaltinfos.de	DASD <small>Deutscher Anwaltsuchdienst</small>
anwaltSuche.de <small>für Rechtler wie Ort</small>	rechtsanwalt.net	

### RATINGS

BEWERTET.DE	richterscore
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### CONTENT

eRecht24	Kommentar.de	LTO Legal Tribune Online
omsels.info	PRO MIETRECHT <small>Rating, Information, Law</small>	



## Academic Initiatives & Education

### ACADEMIC INITIATIVES

BUERIUS LAW PORT <small>Legal Tech &amp; Innovation</small>	LEGAL TECH CENTER	ELTA <small>ANWALTSKAMMER</small>
LEXALYZE		

### EDUCATION

BECKAKADEMIE SEMINARE	econtrario.de	iurlexico
juracademy	JURAKURS.de	JuraOnline
lecturio	Repetico	



### Tools

ADVO ASSIST	BusyLamp	KLIENTUS
LEXEMO	TENNISRECHTUNG.DE	tulex.de
XenionMatch		



## AI/eDiscovery Tools

EVANA	LEVERTON	lexalgo
normfall	RECOMMIND	rfrnz



## Contract Assembly & Tools

agreement24 <small>FOR YOUR LEGAL CASE</small>	effacts	FORMblitz
HDCM	JANOLAW	knowledgeTools
LAWLIFT	smartlaw	smashDOCs
stream law	synergist.io	WONDER LEGAL <small>RECHTSANWALT</small>



## Legal Practice Management (LPM)

Kleos	LECARE	LegalTrek
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## Legal databases

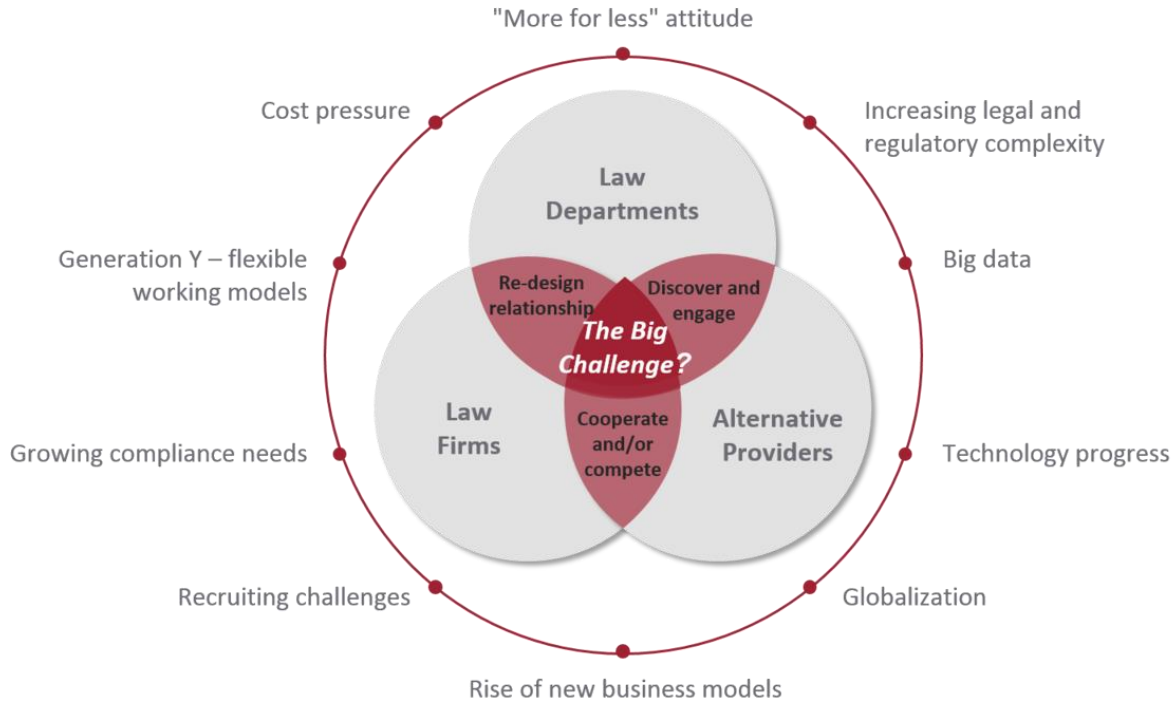
### FULL SERVICE

beck-online DIE DATENBANK	JURIS <small>Das Rechtsportal</small>	JURION
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### LEGAL TEXTS / REGULATIONS / CASE LAW

buzer.de	dejure.org	LX Gesetze
lexetius.com	LEX superior	
openJur	openlaws	
Dr. Biedenkopf		

# Challenges in legal sector



# Top Four Forces Driving Market Change



## Technology

Continuing technology advances that change business needs and legal delivery



## Costs

Internal: Continued cost pressures - Doing more with less

External: Rise in law firm pricing is unsustainable



## Regulatory burden

Heightened regulatory and legislative restrictions/mandates placed on businesses will increase need for thoughtful legal analysis and guidance.



## Alternative fee structures

Unsustainability of hours-based legal fee business model

# Legal operations in the future



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# CLM-SW – what is the incentive?

- › Faster execution of the contract process
- › Increased focus on governance, risk and compliance
- › Larger accessibility of contracts
- › Control and management of increased complexity
- › Reduction of management costs and increase in contract volume
- › Diversified contracts



Product	Buy Side (Suppliers)	Completion Tracking	Contract Lifecycle Management	Government Contracts	Pre-built Templates	Sell Side (Customers)	Specialty Contracts
<b>Conga Contracts</b> ★★★★★ (68 reviews)	✓	✓	✓	✓	✓	✓	✓
<b>Precisely</b> ★★★★★ (11 reviews)	✓	✓	✓	✓	✓	✓	✓
<b>Contractpedia</b>	✓	✓	✓	✓	✗	✓	✓
<b>PandaDoc</b> ★★★★★ (761 reviews)	✗	✓	✓	✗	✓	✓	✗
<b>Symfact</b> ★★★★★ (16 reviews)	✓	✓	✓	✓	✓	✓	✓
<b>Icertis Suite</b> ★★★★★ (38 reviews)	✓	✓	✓	✓	✓	✓	✓
<b>Gatekeeper</b> ★★★★★ (36 reviews)	✓	✓	✓	✓	✓	✓	✓
<b>Trackado</b> ★★★★★ (13 reviews)	✓	✗	✓	✗	✗	✓	✓
<b>Contractbook</b> ★★★★★ (56 reviews)	✗	✓	✓	✗	✓	✓	✓
<b>Legito</b> ★★★★★ (28 reviews)	✓	✓	✓	✓	✓	✗	✓

# Create

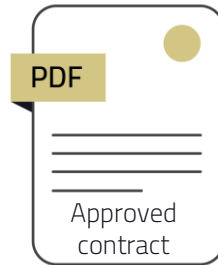
Business user creates a contract in a user friendly interface based on the company's approved legal framework



Standard terms pre-approved

# Sign

Contract signed (with customers preferred solution)

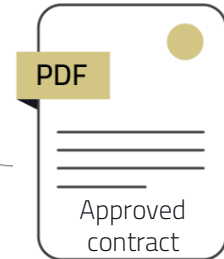
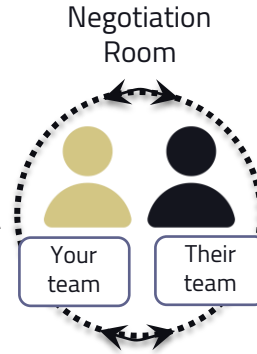
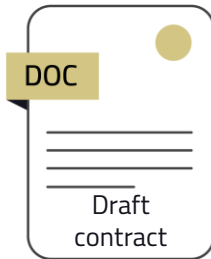
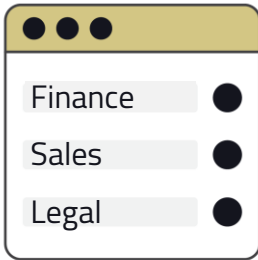


# Manage

Archive, analytics, search



## Workflows



#1 - Proposal 1

2020-10-23

Signed and closed

Reject proposal

Accept proposal

Sent as proposal

2020-10-23

Waiting for proposal to be accepted or rejected.

External comments

# GENERAL SUPPLY CONTRACT

This General Supply Contract (hereinafter referred to as "the Contract") is entered into on the day mentioned below by and between **Truck Company AB (publ)**, registered in Sweden under company registration number 885465-2721 (hereinafter referred to as "Truck Company AB" or "Party"), and **Cylinder AB**, registered in Sweden under company registration number **7458299-3256** (hereinafter referred to as "the Supplier" or "Party").

## 1. Scope of Contract

1.1 This Contract shall constitute a frame agreement covering all supplies of material and parts (hereinafter jointly referred to as "Goods") supplied to Truck Company AB and its Affiliates.

1.2 The Supplier is acting on its behalf and on behalf of its Affiliates. For the purpose of this Contract "Supplier Affiliate" shall mean any legal entity which, directly or indirectly, is owned or controlled by the Supplier, it is being understood that "control" shall mean ownership of at least 50% (fifty percent) of the voting rights or at least 50% (fifty percent) interest in the issued share capital.

1.3 The Supplier undertakes to implement the present Contract in the companies directly or indirectly controlled by the Supplier and in any future company, subsidiary or branch integrated in the Supplier group of companies.

1.4 The application and observance of the provisions stated in the present Contract to the Supplier's Affiliates is the responsibility of the Supplier.

1.5 All and any Truck Company AB Affiliates which are engaged in production activities shall at all times be entitled to refer to this Contract when ordering Goods from the Supplier for such activities. The Supplier hereby accepts that this Contract in whole shall then be applicable to such orders. For the purposes hereof, "Truck Company AB Affiliate" shall mean any legal entity which, directly or indirectly, is wholly owned or controlled by Truck Company AB. All Truck Company AB Affiliates accedes to this Contract as an independent party to the Supplier.

1.6 Whenever supplies are made by/to companies other than Supplier or Truck Company AB, all references to the Supplier shall automatically apply in the same way to all Supplier Affiliates and all references to Truck Company AB shall automatically apply in the same way to all Truck Company AB Affiliates.

## 2. Contractual Documents and Order of Precedence

2.1 The following documents shall be regarded as integral part of this Contract:  
a) This main contract document.

#1 - Proposal 1  
2020-10-23

External comments + New

1 12

#13 linneasimon96@gmail.com  
Internal · 09:58

Warranty 12 months

#12 linneasimon96@gmail.com  
Internal · 09:58

Product Liability; 25% or 1msk cap

#11 linneasimon96@gmail.com  
Internal · 09:58

IPR liability limited to 1 msok cap, only if negligence occurs Joint IPR development - both parties according to participation

#10 linneasimon96@gmail.com  
Internal · 09:57

Confidentiality 5 years and right to disclose to subcontractors

#9 linneasimon96@gmail.com  
Internal · 09:57

Defects complaints within 4 weeks

Spela upp (k)

4:28 / 9:47

Rulla för mer information



pactumize