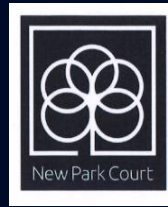


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Legal Sector Breakfast Briefing

Newcastle

18 July 2019

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Legal Sector Breakfast Briefing

Welcome & Introduction

Andy Poole, Legal Sector Partner
Armstrong Watson

Legal Sector Breakfast Briefing

- 8.00am - Arrival and breakfast
- 8.30am - Welcome
- 8.35am - Briefing
- 9.30am - Q & A
- 10.00am - Close



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Legal Sector Breakfast Briefing

ALEX HUTCHINSON - DIRECTOR

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Agenda

- Background – context
- Challenges Law Firms face with Technology Projects
- WHY
- Our approach and benefits
- Low risk, results based pricing model
- Some examples of project areas
- Your Clients – their challenges
- Advice – protect your relationship, add value, where to start
- How can we help you- Articles / Information
- Q&A (Business Model, Project Areas)
- Direct contact details



Background



TBA Group
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Challenges Law Firms Face – TECH PROJECTS



CHALLENGES & WHY

- Resource, Knowledge & Time
- Where to start and source of advice
- Supplier / Solution Navigation (New Solutions)
- PS Days / System Optimisation (Existing Systems)
- Options / Risk / R.O.I
- Change Adoption
- Whack a mole (rarely a quick fix – simple solution)
- The software is not important – it's the problems it fixes





The right approach and benefits



- Investigate first
- Understand current issues / problems / bottlenecks



- Map Build bespoke requirements which need to be met
- Identify optimum solution



- Independent of outcome
- Change adoption / business case and return on investment



- No conflicts of interest



YOU

- Do you believe technology can increase the efficiency of your people?
- What do believe are barriers to change?
- What frustrations / challenges do your people tell you?
- Do Fee Earners say they are busy, but bill 3.5 hours per day?
- How can we help you (Free Advice)
- Articles / Topics / Information (What would you like to see / hear / read)



RECAP / ADVICE



- Understand your current processes and challenges
- Avoid looking at specific software / solutions until you know what your firm and your people need



- Who will help you?
- Where to start:



- Identify margin / productivity issues
- Identify opportunities
- Prioritise
- Don't bite off more than you can chew
- START taking small steps forward





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Questions and Conclusion

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