

## New to Legal Workshop

### New to Legal Workshop, with Olenick 18 Nov, 2020

**10:00 -10:10**

**Welcome & Introductions  
Review of Agenda and Polls**

**10:10 – 10:40**

#### **The Evolution of the Attorney**

Antonia Torr will spend a brief period discussing the origins of the legal profession from the establishment of public disputes and the concept of a fair and equitable legal system. Against this backdrop, she will then go on to give real case examples of the development of traditions (still present today) in different areas of law and ultimately ask "Why do we practice law in this way?"

**Speaker: Antonia Torr**, Partner, Head of Immigration Services, Howard Kennedy LLP

**10:40 – 10:55**

**Breakout Room Exercise & Discussions**

**10:55 – 11:10**

**Break**

**11:10 – 11:40**

#### **Understanding Lawyers**

Andrew will expose the most prevalent personality types of lawyers and knowing how they work, how you can adapt your approach to working with them. He helps understand lawyers and the economics that drive them, their leadership styles, commercial awareness and attitude to change. All of this leads to better managing expectations with respect to technology and better success in supporting their work.

**Speaker: Andrew Dey**, Independent Legal Technology Advisor

**11:40 – 12:10**

#### **10 Things I Wish I'd Known When I Started Working with Lawyers**

Our speakers will share stories from their time working with lawyers. They hone in on what they wish they had known in their first few years in a law firm with stories of success and failure, and the new challenges with working remotely with lawyers.

**Speakers: Tony McKenna**, Director of Information Technology, Howard Kennedy LLP  
**Elliot Farrington**, Subject Matter Analyst, Gowling WLG

**12:10 – 12:30**

**Breakout Room Exercise & Discussions**

**12:30 – 13:00**

#### **ILTA Resources and Special Interest Groups**

**Speaker: Mercedes Brown**, UK Community Engagement Manager, ILTA

**13:00 – 15:00**

**Lunch Break**

## New to Legal Workshop

### New to Legal Workshop, with Olenick

18 Nov, 2020

Cont.

**15:00 – 15:30**

#### **Anatomy of a Law Firm**

Tom will discuss how law firms really work including billable hours and other revenue models, what clients need, the roles and career paths in law, and how to carve your own disruptive path within a large organisation.

**Speaker: Tom Grogan**, Associate, Emerging technology, AI/ML and Blockchain, Mishcon de Reya

**15:30 – 15:45**

#### **Getting the Language Right**

Damien will share a glossary of law firm terms and acronyms that you can continue to use long after this workshop. And we'll play a bit of a guessing game to help clarify some of the terms.

**Speaker: Damien Behan**, IT Director, Brodies

**15:45 – 16:00**

#### **Breakout Room Exercise & Discussions**

**16:00 – 16:15**

#### **Break**

**16:15 – 16:45**

#### **Changing Legal Service Models**

De-regulation of legal services, increased digitisation, increased business complexity, expanding client expectations and boundaries blurring between what law firms, technology companies and managed legal services do, are all factors in the development of new legal delivery models. These include more collaboration, integrated resourcing models, knowledge systems, expert systems, automation, data analytics, legal risk management and integrated systems.

**Speaker: Emily Foges**, Global Lead Partner for Legal Managed Services, Deloitte LLP

**16:45 -17:00**

**Closing: Breakout rooms to share takeaways for the day**

## New to Legal Workshop

### New to Legal Workshop, with Olenick 19 Nov, 2020

**10:00 -11:00**

#### **Back to the Future - Technologies in Legal**

Jonathan takes you on a canter through the history of law firms and their IT systems, draws breath in the present day to describe the plethora of tech available to lawyers today (with a sneak peek at how much of it they probably actually use) and then pulls back the curtain to consider briefly where he thinks all this might go.

**Speaker: Jonathan Maas**, Managing Director, The Maas Consulting Group

**11:00 – 11:15**

#### **Breakout Room Exercise & Discussions**

**11:15 – 11:30**

**Break**

**11:30 – 12:00**

#### **Avoiding IT Disasters - Project Management, Quality, Deployment & Change**

There is a long journey from choosing or developing an application to successful implementation in a law firm. Jerry and Ben will describe the steps to make the journey successful and what can happen if any of them are ignored or go wrong.

**Speakers: Ben Tyler**, U.K. Director-Professional Services, Olenick  
**Jerry Headley**, Senior Quality Assurance Engineer, Hogan Lovells

**12:00 – 12:45**

#### **It's All About the Reputation - the Importance of Info Security to Law Firms**

Jon talks about how damaging a security incident can be to a law firm and practical things that are done to help to avoid that situation. His message is about security awareness training, security policies and threat intelligence, and how to make sure you are supporting the law firm in its mission to protect client data.

**Speaker: Jon Segger**, Information Security Manager, Linklaters

**12:45– 13:00**

#### **Breakout Room Exercise & Discussions**

**13:00 – 15:00**

**Lunch Break**

**15:00 – 15:30**

#### **2020 ILTA Technology Survey – A Legal Industry Profile**

ILTA's annual technology survey is used by law firms around the world, to understand trends and support business decisions related to technology. Todd shares what the recently published 2020 survey results reveal about the legal industry as a whole, and about the direction it may be taking, especially as the pandemic shifts priorities and reshapes thinking about the future of the legal practice. Todd offers observations as a long-standing contributor to and consumer of the survey.

**Speaker: Todd Corham**, Chief Information Officer, Saul Ewing Arnstein & Lehr

## New to Legal Workshop

**15:30 – 16:00**

### **Legal Tech Trends - Now It Gets Real**

There is enough legal technology and enough people with the expertise to totally transform the commercial legal world - yet change remains slow. While there is new tech still coming through, the real challenge now is implementation. What holds this back remains the same: lawyers often still not knowing what is possible with the ever-growing number of tech solutions; still some misunderstandings around the use of machine learning tools; dealing with the quandary of point solutions vs platforms and how best to onboard tech; understanding the economic reasons for adopting tech that changes your workflows; and whether to see tech implementation as separate from the rest of legal services delivery or just one integrated part of it, i.e. which part of the business is really in charge of change?

**Speaker: Richard Tromans**, Founder, Artificial Lawyer, Founder & Consultant, Tromans Consulting

**16:00 – 16:15**

**Break**

**16:15 - 16:30**

### **Building Bridges between IT and the Business**

Anna talks about the importance of asking questions and learning how IT and the business can be better aligned. Every role Anna has held involved business relationship management in both small and large firms. Now her job title is Business Relationship Manager, where she evaluates the use of technologies throughout the law firm and ensuring effective introduction and adoption of new technologies. All of that through spending time talking with lawyers about their work and pain points, building networks between IT and the business.

**Speaker: Anna Jondelius**, Senior IT Business Relationship Manager, Allen & Overy

**16:30 – 16:45**

### **Which Skills will Take You the Furthest?**

Jenny brings together everything covered in the workshop. Now it's up to you - what you can do to skill up and ideas for new career paths in law firms. She encourages disruption in a positive way, helping your firm move forward.

**Speaker: Jenny Hotchin**, Legal Practice Lead, iManage

**16:45 -17:00**

### **Closing: Breakout rooms to share takeaways for the day**

If you could change one thing about the technology in your law firm, what would it be? What app would you like to see in your organization? Biggest takeaways from the event?