

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

Group Discussion

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.

Speakers: Andrew Dey, Independent Legal Technology Advisor, and **Lucy Lambert**, Manager, Legal Operations Consulting, Consilio

11:40 – 12:10

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

Our speaker will share stories from their time working with lawyers. Tony will hone in on what he wishes 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 and **Elliot Farrington**, Subject Matter Analyst at Gowling WLG

12:10 – 12:30

Group Discussion

12:30 – 13:00

ILTA Resources and Special Interest Groups

Speaker: Mercedes Brown, UK Community Engagement Manager, ILTA

13:00 – 15:00

Lunch Break

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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

Group Discussion

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: Group Discussion to share takeaways for the day

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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

Group Discussion

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

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

Group Discussion

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

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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

The Skills You Need to Thrive (and Your Law Firm Needs to Survive!)

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: Group Discussion 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?