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#GLH2019

Global Legal Hackathon Winners Edition

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THE GLOBAL JUDGING PANEL

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Joshua Ashley Klayman is one of the best known Blockchain and Cryptocurrency lawyers in the world. Recognized by Chambers and Partners as one of only 3 "Band 1"-ranked U.S. Blockchain & Cryptocurrency lawyers for 2019. Josh is founder and CEO of Klayman LLC, a boutique blockchain law firm, and Inflection Point Blockchain Advisors, LLC, a blockchain strategy consulting and advisory firm. She chairs the prominent Wall Street Blockchain Alliance ("WSBA") Legal Working Group and serves on the WSBA's Board of Directors.

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Kevin is VP of Education and Community Programs at Neota Logic, which provides a software development platform for creating expertise-automation applications that replicate the thinking and actions of lawyers and other types of experts. He's also an Adjunct Professor of Law at Georgetown University Law Center and Cornell Law School, where he co-teaches courses on developing legal applications, particularly those that facilitate access to justice.

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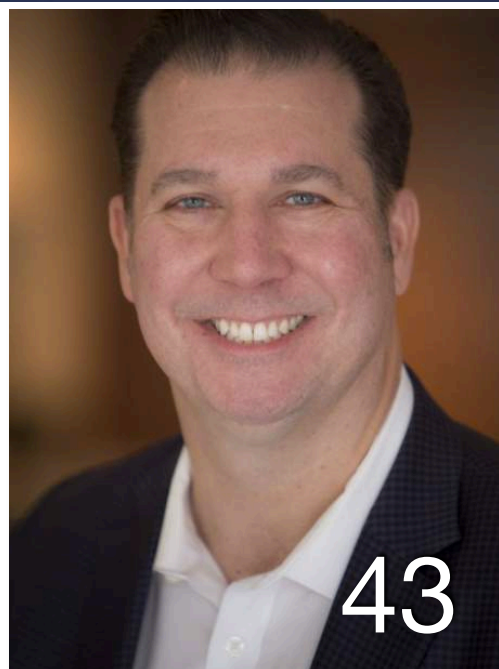
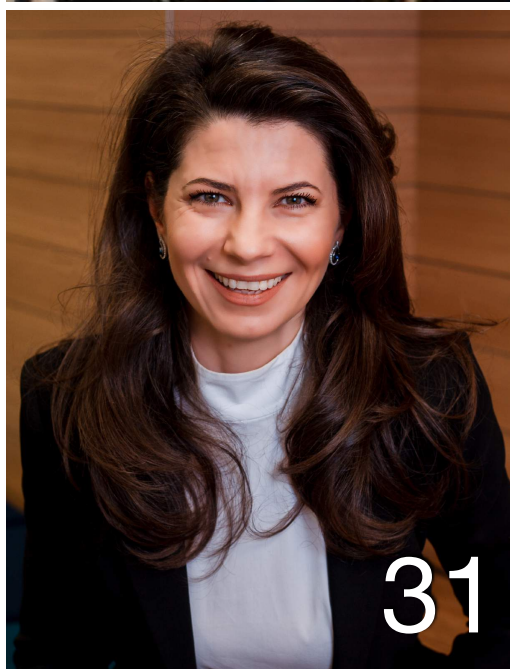
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Preface



By Pierson Grider, Integra Ledger | Global Legal Blockchain Consortium |
Global Legal Hackathon

The legal industry is innovative, forward thinking and rapidly embraces changes. If you're thinking that statement sounds a little optimistic, you're probably not alone. But two years ago, the Global Legal Hackathon (#GLH2019) launched to see how the global legal community would react to an international legal technology innovation competition.

The goal of the hackathon is to rapidly develop an innovative legal technology solution, while having no prior work done before the hackathon. The results of #GLH2018 were outstanding. Several "ideas" turned into fund-

ed companies. It was clear that people were ready to think outside the box to solve problems faced in the legal industry around the world. In year two, #GLH2019 was bigger with about 600 teams competed across 46 cities in 24 countries. Six continents were represented.

The #GLH2019 consists of three rounds of competition. The first round begins with individuals pitching their ideas to participants, taking no more than sixty seconds to describe both the problem and their proposed solution. Ideas may originate from challenges individuals experience within the legal industry or can

be influenced based on challenges presented by organizations, such as Wolters Kluwer, to address complex pain points in the legal community.

During the first round, teams formed around a common problem. These teams include lawyers, developers, academics, and students who hadn't even met before the hackathon began. Participants come from law firms of all sizes, legal technology companies, legal service providers, and law schools. Legal technology companies, such as Neota Logic, Integra and LawGeex, provided their software and APIs for the teams to integrate into their solutions.

A new initiative launched as part of #GLH2019 called GROWL, the Global Rise Of Women in LegalTech. Women are typically under represented when it comes to the legal industry, especially on the technology side, and so GROWL launched to support up-and-coming women leaders in legal innovation around the world. More than 80 senior women leaders in the legal industry participated as GROWL mentors during the first round of the hackathon. Coming from dozens of organizations, including founding GROWL members RSG Consulting, Orrick, Linklaters, and Baker Mckenzie, mentors provided feedback and guidance both remotely and in person to support women-lead teams competing in #GLH2019.

Teams developed their solutions all weekend and presented them in front of a live judging panel. Each team had to specify if their solution was aimed at improving the business of law or increasing access to justice. These solutions integrated artificial intelligence,

blockchain, voice recognition, mobile applications, and cloud technologies. One winning team was selected from each of the 46 host cities to move on to the second round. Additionally, any female-led team was allowed to submit their project to compete for a GROWL award.

Over 40 of the round one winning teams elected to continue working on their solution to complete in the second round. Teams had approximately three weeks to continue refining, enhancing and developing their solutions, where they were virtually judged by an international judging panel. Finally, twelve teams moved on to the final round in New York where three winners were chosen. There was one winner for each competing category including Improving Business of Law, Access to Justice, and GROWL.

The Global Legal Hackathon has been tremendously successful thus far, and it's due in large part to the commitment and support of our host cities organizing their local hackathon under the umbrella of #GLH2019. These 46 host cities are truly global, from Nairobi, London, Hong Kong and New York, to the eight cities representing Brazil.

"We hosted the Global Legal Hackathon in London in 2018 and again in 2019 because we believe it to be a genuinely important initiative, global in its scale.

We believe that events like these frequently generate the new ideas today, that grow into tomorrow's transformational innovations. The entries in London were of a uniformly high standard and several represented authentically

new thinking. We look forward eagerly to GLH2020!" Robert Millard Director: Cambridge Strategy Group

"Our LegalRegTechHack in conjunction with Global Legal Hackathon was a wonderful vehicle for us to further grow our legal innovation ecosystem in Hong Kong," said Brian Tang, founder of ACMI and LITE Lab@HKU and the GLH Hong Kong organiser. "We are so proud that our top team was selected for the grand finals in New York again, and hope that our new lawtech and regtech incubator initiative LEXi will help many of the GLH innovators worldwide make their impactful projects become a reality!" -Brian W Tang Managing Director ACMI

Having a global platform allows the legal community to come together to share ideas and create actual solutions in the legal industry. The GLH allows anyone with an idea to compete and share their solutions to a global audience. Organizations such as Wolters Kluwer, Financial Times, Orrick, and Integra believe that hackathons provide a unique platform of technology innovation. The legal community has endless conferences and pan-

els that talk about possible solutions, but the GLH is a platform in creating these solutions. From #GLH2018, several companies were formed and funded. These companies are creating solutions to solve important problems in legal technology. The GLH looks forward to what future innovations may come to solve some of the most complex problems for the legal industry.

[Pierson Grider](#) is a Denver based attorney with a passion in legal technology innovation. He is the global organizer of the Global Legal Hackathon and the Global Legal Blockchain Consortium. In addition, he is the Director of Ecosystem Development of Integra, which is the universal blockchain for the legal industry. Mr. Grider has practice law in various legal matters and managed the information technology department of a major non-profit. Mr. Grider graduated cum laude from Western Michigan University Cooley Law School and received his B.A. from James Madison College at Michigan State University in International Relations with a specialization in Science, Technology, and Environmental Public Policy.



GLH#2019 Judges



Lawrelai

the first global legal travel solution

By Legal Shapers

The beginnings of the Legal Shapers team

Legal Shapers started out of a striking passion for law and technology alike. While lawyers may be curious about the tech world, tech people can provide insightful and modern inputs on problems identified in the legal world. And that's how we reached out to each other.

This edition was the second edition of the Global Legal Hackathon to take place in Romania so all of us were already a bit acquainted with the purpose and exposure of this in-

ternational competition from the previous 2018 edition. The Legal Shapers team was put together by Roxana Pistolea, who initially co-opted her friend, Eduard Mirica as IT specialist. Roxana Catea had already registered as a participant to the national phase of the Global Legal Hackathon and confidently enrolled in this journey along with Roxana Pistolea, her former colleague from SCA Tuca, Zbarcea & Associates and with Eduard Mirica. Afterwards, Tudor Coltan was invited to participate, based on his involvement in sports fundraising events with Roxana Pistolea.

The team could not be complete without Petrus Balasa, IT Specialist brought by Tudor and thus we went on together to brainstorm our ideas for the legal hacking event which would change our lives.

Over the three days of the Romanian phase of the Global Legal Hackathon, which took place during the weekend of 22-24 February 2019, we had to develop a solution that fit into either of two streams: improving the business of law or facilitating access to justice.

We started our project on 23 February 2019, on the second day of the Romanian phase of the contest Global Legal Hackathon. We brainstormed a lot before committing to one idea, but when Lawrelai came up, we were sold! Who wouldn't want to press a button and have access to legal advice, fast and almost free? And to have a lawyer nearby, available at any time, to help solve his legal issues?

After winning the first place at the national phase of the Global Legal Hackathon, Legal Shapers team went on in May 2019 to conquer the New York jury and audience of the international phase of the Global Legal Hackathon with Lawrelai, the first chatbot for solving legal travel issues.

Artificial intelligence in the world of law
What is the connection between artificial intelligence and law? One might assume there isn't one, but rapidly evolving technology contradicts this assumption. The idea of a functional artificial intelligence (AI) was utopic a few decades ago and any talks around this matter were carved from a science fiction movie. However, our team and our project were developed in a world and time where discussions revolve around AI in all fields, therefore gen-

erating the necessity for adaptation of rules which should govern a society living with AI products. Rules must be regulated by higher representative bodies and thus the need to have a solid and functioning legal framework in order to respond to the community's needs.

The current legal background does not suffice to meet the requirements of technology, where progress is culminating to new heights as we speak.

Now, the legal world is faced with emerging technologies in different fields, which are created to serve the people so they must be easily integrated in people's lives. In order to do so, legal experts must respond to serious questions regarding the liability of artificial intelligence products. There are several questions which are currently unsolved, such as who shall be liable for a fault in an artificial intelligence program, can we determine if the fault occurred intentionally or if the manufacturer could not foresee it, can the user be equipped to understand the technology he or she is using or whose responsibility is when the user of an AI-fuelled product chooses intentionally that the product, in case of hazard, saves the user and not the other third-party individuals who are around.

This necessary legal framework cannot be adopted without considering that the justice system is inherently attached to the individual and it is meant to serve the needs of the people in terms of ensuring adequate means for protecting their rights and ensuring that legal obligations are met.

In order to achieve this outcome, both legal professionals and IT experts must foster

collaboration and a better understanding of the work each counterpart is performing. Also, guiding principles in the world of AI are absolutely necessary if mankind wants to live in a world where ethics, transparency, non-discrimination and accountability sustain the evolution of AI products. Recently, the European Union's High-Level Expert Group on AI presented their ethics guidelines for trustworthy artificial intelligence. According to these guidelines, trustworthy AI should be:

- *lawful*, respecting all applicable laws and regulations,
- *ethical*, respecting ethical principles and values,
- *robust*, both from a technical perspective while taking into account its social environment.

It is expected that these guidelines represent the starting point for the creation of an actual and functional legal system, in which we believe that all states should be involved, not only members states of the European Union, since companies from all states are currently

developing, marketing and using AI products. A global common legal framework addressing the development, implementation and liability of AI products should be a desiderate for all states, since the impact technology has on the world is unmatched and affects everyone alike.

Legal Shapers believes that if you engage technology in order to serve mankind, as we intend to do with Lawrelai, evolution shall not be just a target, but shall be a palpable effect of your actions. The criteria for how to measure our success is based on the higher number of people you impact in a positive manner, which we intend to achieve.

What's Lawrelai got for the world?

Lawrelai stands for `law related AI` and is designed by Legal Shapers to be the first trusted legal travel advisor, easily accessible via Facebook's Messenger App.

During the Global Legal Hackathon, we conducted survey conducted in Romania with a participation of over 1200 respondents, which



revealed that 1 in 5 people encountered legal issues when traveling abroad. Surprisingly or not, most of their legal issues revolved around loss or theft of wallets, ID cards & passports, driving licence issues and breaching local traditions with legal consequences. All these troubles can result receiving a fine or, in some cases, to actual jail time for the unknowing and unprepared tourist.

Our solution, Lawrelai, provides **free legal answers** to a tourist's most common queries about the types of situations encountered in their destination abroad, selected and verified with the help of our local legal professionals. These common situations are identified in each country by Lawrelai's creators with the support of local legal professionals and comprise a full range of occurrences, starting from losing one's identity documents, wallet or insurance to covering social situations or habits, such as smoking or drinking in public. If the country has some specific cultural traditions which cannot be overlooked because they may generate a fine, these will also be covered by Lawrelai's free component. For example, if you're strolling through the streets of Venice

and you unknowingly feed the beautiful pigeons in Venice St. Mark's square, you are subject to a hefty fine, since the droppings of the iconic birds that flock the square are wearing away the stone. Also, if you're speeding your way on the German Autobahn and you suddenly run out of gas, this may also lead to a fine, since a local law forbids you from stopping on that highway. Even stricter laws have to be known by a tourist when travelling to countries outside Europe, such as the legal prohibition to step on the Thai baht currency, which bears the king's image, when travelling in Thailand.

If the tourist's questions exceed this database, Lawrelai collects information about the type of issue the tourist encountered and forwards his issue to an **on-call legal professional nearby**, who will contact him shortly. For example, when your car is stolen and you already went to the police and tried to use your local travel insurance, you can contact Lawrelai and send the details of that particular situation. Lawrelai determines that no support can be offered directly within the app, so you are invited to pay a small fee in order to be put in



Proactive user

User prepares for future holiday



Reactive user

User encounters unforeseen legal issues during the holiday

contact with a local professional, specialized in your specific issue.

Lawrelai's free database of common legal situations and their answers shall be continuously verified and updated in order to reflect the changes in local legislation and to integrate the user's feedback. The situations which exceed the database will be analysed by the local legal professional who will be put in contact with the tourist and managed by the local professional outside the app.

Our product is free in the first stage, when the tourists ask Lawrelai questions which are included in our database of most common situations likely to occur in a certain country. For additional details regarding those situations, Lawrelai shall collect a small fee from the user. In the second stage, when the tourist finds

himself in a serious situation which cannot be solved directly by Lawrelai, our product collects a fee from both the tourist and the legal professional for putting them in contact.

Our local professional partners are carefully selected so that they may respond to several criteria, aiming to test their legal proficiency, language skills and availability to swiftly respond to a tourist's legal query. One of the added values of our product consists of providing access to a legal local professional who is actually specialized in the matter described by the tourist.

Therefore, Lawrelai's uniqueness consists of its global coverage and of its free component of reliable and up-to-date legal information on the most common occurrences while travelling abroad.



With a growing market of 1.4 billion tourists each year, Lawrelai represents a gateway for building trust between different people with different cultural and legal backgrounds. That is why any user's story shall be integrated in Lawrelai's conceptual knowledge, thus extending our database with in-depth information and actual updated responses to a wide range of legal issues which may arise. For example, if a user runs into a legal issue related to littering in public spaces and Lawrelai initially provides an answer comprising the amount of the fine available that specific day, the answer shall be updated in order to reflect the legal changes implemented in that state, so that the user is well informed throughout his journey in a foreign country.

Also, in case the user enters into a hectic legal situation which could not be foreseen by our

legal team due to objective reasons, the user's story shall be documented internally, and the response shall be integrated in the app for the benefit of future users. For example, in certain states with a lesser transparent justice system, the official update of the legal system itself or of local laws is not as transparent as it should be. In these cases, if a user encounters a serious and new legal matter, the user's situation and the corresponding response shall be updated within Lawrelai, so that future users may be legally protected. Thus, both the user community and Lawrelai grow together.

For the moment, Lawrelai can be accessed within Facebook messenger. The user contacts Lawrelai by accessing the chatbot within Facebook messenger and simply asks Lawrelai questions in English. Lawrelai then analyses the user's concern, while also analysing its



own internal database in order to determine whether the issue is one of the most common issues encountered in that country. If affirmative, Lawrelai provides the answer to the user, free of charge. One of the ground-breaking features we aimed to integrate within Lawrelai was the possibility for the chatbot to respond in a friendly, understandable manner, so that even a user who has no clue about the legal system is able to fully understand the legal the advice he is receiving. In case Lawrelai discovers that the user's question exceeds the free database and requires personalized assistance, the chatbot identifies the closest local professional to the user's location and analyses the local professional's credentials, in order to discover if the latter may provide legal services specialized to the user's problem.

From a technical viewpoint, Lawrelai uses Natural Language Processing to navigate the intricacies of human language. Artificial Intel-

ligence enables Lawrelai to understand the user's needs and context and compares the data to the existing knowledge.

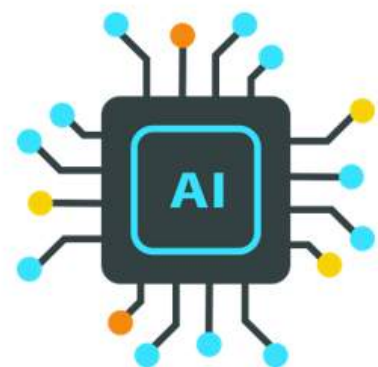
Since Artificial intelligence is fuelling the next wave of transformative innovations that will change the legal world, Legal Shapers wants to be a part of that dynamic future. This is why the technology we envisage to use shall continuously adapt to the user's needs and integrate its feedback, while optimizing the process along the way. Soon, Lawrelai will have its own dedicated app. Also, we intend to make Lawrelai accessible to all developers, by granting them the possibility to fully integrate our product in their websites.

As members of Legal Shapers, we intend to shape the future of AI in the legal world, through our product, Lawrelai, by generating innovation, by fostering collaboration and by creating access to quality legal services around the world.



NLP

**Natural Language
Processing**



AI

**Artificial
Intelligence**

About Legal Shapers

[Roxana Pistolea](#) is the Chief Executive Officer of Lawrelai and a litigation lawyer at Clifford Chance Badea, with 4 years of experience in civil law disputes, commercial law and contentious administrative. Strongly committed to overcome professional challenges and passionate about justice & fairness, Roxana is always striving for self-improvement, living by the motto `There is nothing noble in being superior to your fellow man; true nobility is being superior to your former self` (Ernest Hemingway).



Apart from being passionate about disruptive tech solutions meant to improve the business of law, in her spare time, Roxana enjoys traveling, singing, dancing, going on mountain hikes, practicing for marathons and indoor climbing. She is always planning her next adventure.

Roxana's main goal is to manage her energy so that she is capable of facing the high demands of her career, while also bringing a positive

change in the community, through volunteering.

[Roxana Catea](#) is the Chief Legal Officer of Lawrelai and a passionate attorney-at-law, currently expressing her dispute resolution skills within the litigation practice of SCA Tuca, Zbarcea&Associates, Bucharest, Romania. In her work, Roxana mainly manages complex commercial litigations, including claims between corporate bodies, claims stemming from contractual liability or tort and enforcement procedure incidents. Roxana has also managed a wide series of corporate transactions and registrations, including cross-border mergers and spin-offs. Her combined expertise covers an extensive range of legal matters from insurance law to corporate and employment law. Roxana is also a Commercial Law PhD Candidate with several articles published in internationally recognized publications and works as an assistant teacher in Commercial Law at Nicolae Titulescu University, Faculty of Law.

Her keen interest for the development law and



transparency of the legal system is emphasized through her civic involvement with Leaders for Justice NGO in projects aimed to increase the citizen's trust in justice. Roxana enjoys traveling, discovering different cultures and learning new things. She considers herself a free-spirit who can enrich this world by putting her best effort into each deed, whether for personal interest or for a professional purpose, since she believes it is up to each individual to actively create a better environment.

[Eduard Mirică](#) is the Chief Financial Officer of Lawrelai and freelancer game developer, VR/AR enthusiast and aspiring entrepreneur. With over 10 years of experience in IT and in



the video game industry, Eduard created apps & games with millions of users. One of his unique abilities is the easiness of combining abstract technologies with the visuals & aesthetics, without forgetting the human psychology. Using his knowledge in coding and visual arts, Eduard wants to integrate disrupting tech, like VR & AR, into our daily lives and use

them as tools to augment our experiences in education, medical industry, architecture, gaming, legal sector etc.

In his free time, Eduard is hungry for anything tech and art related. His curiosity and his growth mindset push him to explore any domain he encounters. Listening to audiobooks, drawing and painting are other passions that he pursues in his leisure hours.

And yes, Eduard is a coffee lover.

[Petruș Bălașa](#) is the Chief Technology Officer of Lawrelai and a Full-stack developer at AVstore.ro.

His love for technology began 19 years ago with his first computer. Always curious about how things work, he couldn't resist poking around with every piece of software he could get his hands on, even if that meant breaking things every few days. It wasn't long until he learned to also repair them and soon discovered programming. Which occupied most of his time for the next 15 years 'till present.

Petrus believes technology should be mainly



used to make life easier and more pleasant and develops everything with this in the back of the mind.

In the future he wishes to dive deeper into entrepreneurship, a passion he developed during his years of freelancing.

[Tudor Colțan](#) is the Chief Marketing Officer of Lawrelai and a business lawyer and innovative thinker, with extensive experience in Corporate & Commercial issues, Legal Tech, Civil & Administrative Litigation. Senior Associate with SUCIU POPA, legal firm endorsed by international directories such as Chambers and Partners, Legal 500 and IFLR 1000.

PhD candidate with published articles, Tudor is a keynote speaker in legal events and Chairman of legal debates for the most important legal media outlet in Romania.

He founded the largest Romanian community of sports lovers within the legal environment:

“Legal Runners”, made up of experts from all legal professions. Its members take part in sports activities in the benefit of charities, raising funds for therapy for autistic children, shelters for rescue dogs or specialised care for hospice patients. In the past year, “Legal Runners” raised over 36.000 USD for deserving causes, coining the term „The Leadership of Good Deeds”.



Wherever you are, get the best legal travel advice at your fingertips



inteliLex

Reclaim your knowledge

An interview with Agnieszka Poteralska, leader of inteliLex

inteliLex from Warsaw, Poland, won the GROWL award at the Global Legal Hackathon 2019 finals.

The startup offers a plugin that helps lawyers find the content they already created any time in the past within seconds by directly integrating with a text editor like Microsoft Word and using Machine Learning algorithms. inteliLex suggests relevant parts of text while a document, such as a contract, is being written. It helps more effective knowledge management and usage in an organization.

What inspired your winning idea?

Being a lawyer, I saw the legal hackathon as an opportunity to make my daily work better. At work I spend a lot of time drafting and creating complex documents, and I spend hours weekly scrolling through documents or useful texts, looking for provisions or contracts I or somebody in my organization has already created any time before. Within the team we talked about the work processes in the IT industry, where there is a number of tools helping professionals with their daily duties, and lots of activities are automated. *This mix of different experiences and ways of working inspired us to finally come up with the idea of inteliLex.*

Does the screen below look familiar to you?

What we aimed to achieve was a better way to search through documents. And more broadly - to create a convenient way to instantly find the right information based on the context, to reuse previously created knowledge and navigate through a law firms document database.

How does inteliLex fix the problem?

We developed inteliLex as a plugin that helps finding relevant content created any time in the past by any lawyer in your law firm within seconds. How it works:

You will be able to install the add-in from Office Store;

You link to local or remote document repositories; Done!

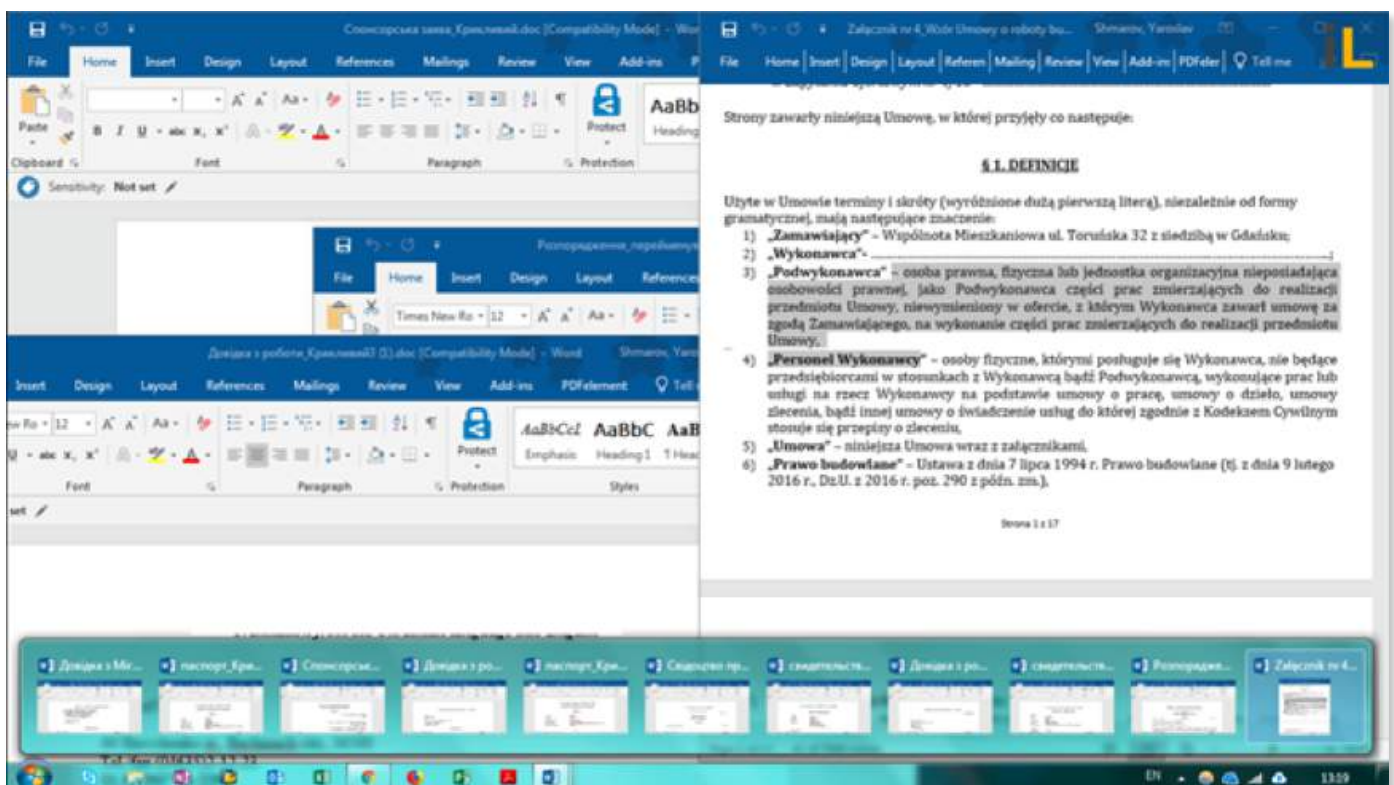
Now, while working in Microsoft Word, just as you type, the tool suggests relevant provisions from other documents in your document database(s).

Here's how it looks: Click the video demo on the next page.

How did you progress during the hackathon?

It was a really crazy time - during a 10 week period we changed from a group of (mostly) strangers to a product team, working really well together to achieve a common goal. We had a wonderful opportunity to connect with lawyers that are willing to use inteliLex, as well as potential partners and investors; we developed an MVP and a website, gathered feedback from mentors, found lots of supporters, potential customers and early adopters. GLH was a really great experience of building a useful product from scratch!

Before the first round most of us didn't know each other - 4 different people joined a "team" of Tomek, Karol and me. We presented our ideas, chose the one we believed can bring



most value and is achievable to be delivered, at least as a Proof of Concept, in 54 hours. Every big step we took was a surprise for us - we didn't know that cooperation of such a new team, formed mostly accidentally, can deliver such results. We also got lots of support from mentors and other participants, which helped us a lot to successfully go to virtual semi-finals.

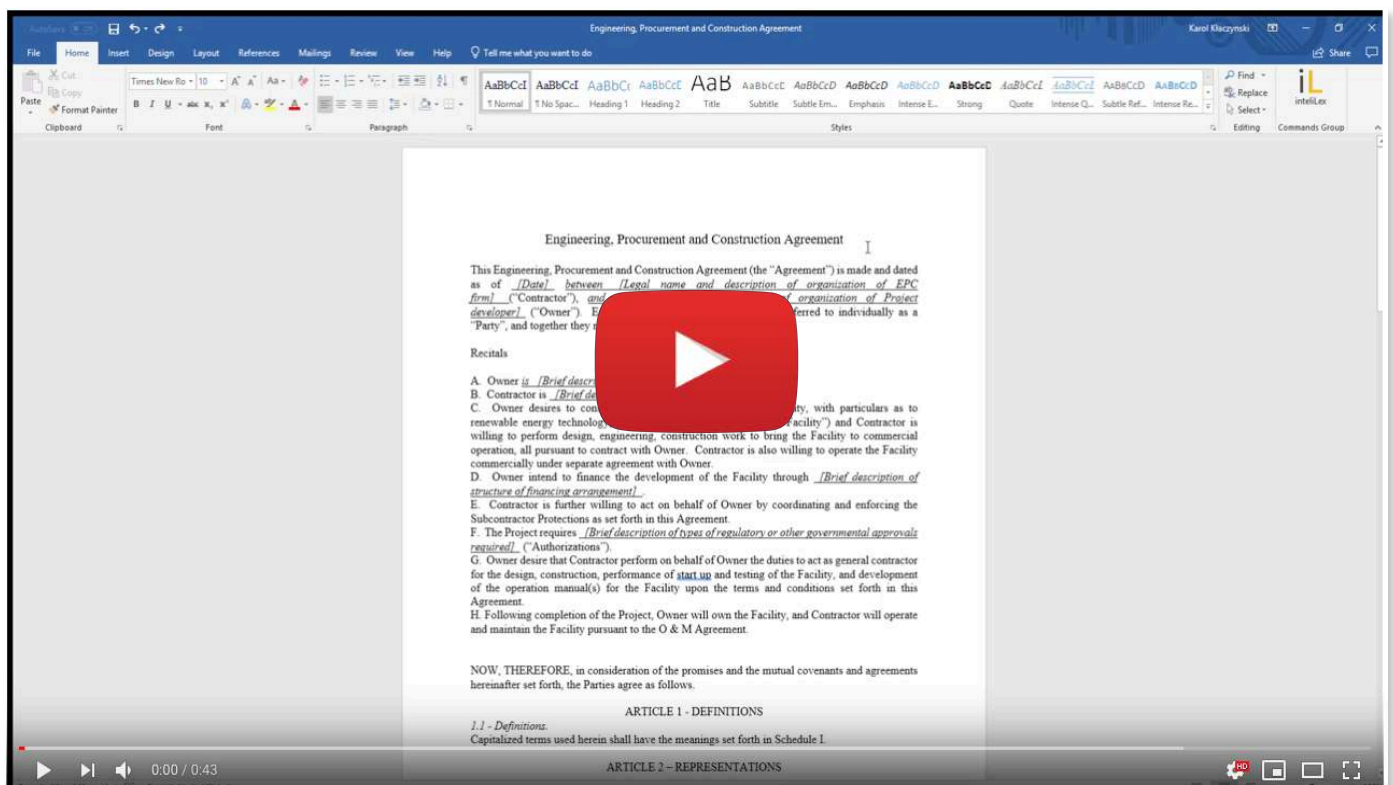
Second round was also a challenge - it was not only more demanding from logistics point of view (we live in two different cities) but we also knew, that the potential is great and wanted to prepare best way we could. The decision was to look for some professional help in terms of promotional clip. We found such professionals, who did a great job. We found a great place, where we recorded the movie. We spent a lot of time working on the scenario and taking care of everything, but it was totally worth it.

[\(Click here for our presentation video for the second round\)](#)

We got to know that we are going to New York in the middle of the night (results were released at about 3 AM in our time zone), but the emotions kept us running with a lot of energy for the whole day! [We even captured the happiness in a video](#)

The Finals Gala was a different event. People from all over the world, presenting in front of all of those guests and judges was pretty stressful. Fortunately I did some rehearsing in the New York subway - if you can present there, you can present everywhere. We also had lots of talks with potential customers and investors - this was a perfect exercise for us on how to talk about intelLex in real business world.

Click the play button to start the video demo



How does the solution work?

The inteliLex algorithm creates suggestions based on internal documents, so it supports your and your company's **unique creative style**. It also works with many languages, so switching between them is at no cost. Type any words you want to find - inteliLex works always the same way. Because it is an add-on to Microsoft Word, used by the vast majority of lawyers all over the world, it is very easy to integrate & use. No additional training or implementation costs are required. It is a plug and play solution, to have your whole document database in one place.

inteliLex provides maximum value while drafting complex documents (e.g. construction contracts), which are not created from standard templates. It also works automatically right after uploading the first document. It is an add-on to platforms used commonly by most lawyers and supports them in a simple, intuitive way. inteliLex differs from what is already being used on the market - it is extremely simple, standalone (does not need any additional software platforms to be purchased and installed) and bases on Machine Learning algorithms, so the suggestions will be more precise and useful with time. Even though it becomes more helpful with time, based on the quantity of documents in your database, it can be used even with one document in the database - so it does not need lots of documents to work, making it a tool for all sizes of law firms - not only international corporations, but also for law firms, which often cannot afford full software platforms or use only a small part of what they pay for. Being efficient even with small document databases gives a great opportunity to

smaller law firms, which are left behind with technology, mainly because of the costs, time and skills needed to maintain the software.

And what are your plans for the future?

We have already scheduled the first beta implementation within the next few months: we have agreed to implement inteliLex in a law firm in Warsaw first to validate our business and technology assumptions. There is no better way to check the product market fit and avoid simple mistakes at the point, where correcting them is not that time and money consuming.

In the future, inteliLex will be offered as a monthly subscription to law firms. We already have a waitlist of early adopters, including partners of international and small law firms, who look forward to use our solution, waiting for us to release the first public version of inteliLex.

The most frequently asked questions about inteliLex:

Doesn't my computer's search do the function?

Remember the screen with 10 documents open? It is more time consuming. Also, today you search if you know what you are looking for. Tomorrow you will get inteliLex recommendations that you didn't even consider before automatically, based on the context.

But isn't googling easier?

No, unless your company's document database is publicly available :)

How does the tool approach incorrect/ outdated clauses?

A user can mark a clause as irrelevant / outdated / incorrect, and the algorithm will adjust. In the future we may partner with tools that focus on checking legal correctness.

Will customers intrust their clients' personal data?

Personal data is automatically anonymized. It is irrelevant for the algorithm.

And is this only for lawyers?

In the future our product can be used by any user/organization that operates with a big amount of documents.

So, can inteliLex have a global impact?

Yes, because everyone can use the autocomplete feature. inteliLex integrates easily into a text editor and can support work in big companies as well as small law firms.

About the Founders of inteliLex

Our first step was to form an ideal like-minded multifunctional team for the job and decide on roles and responsibilities from the start.

[Karol Kłaczyński](#) - business development & customer support, product-oriented Scrum Master with broad experience in terms of agility and working on product development skills;

[Maciej Zalewski](#) - lawyer & engineer, enthusiast

of blockchain and artificial intelligence, who dreams about improving the legal system;

[Agnieszka Poteralska](#) - lawyer & leader of the team, attorney-at-law trainee, passionate about making daily work of a lawyer easier and supporting women in business;

[Artur Tanona](#) - lawyer & engineer, focused on AI and machine learning, especially in the field of natural language processing. At inteliLex he utilizes tax legal experience (three years at Big4 companies) with Python dev skills. Additionally, he works for the one of the most prominent telecommunication company as C++ embedded software developer;

[Tomasz Żmuda](#) - engineer, focused on backend development, experienced both with backend as well as frontend work;

[Ignacy Janiszewski](#) - data scientist, machine learning engineer, focused on natural language processing;

[Yaroslav Shmarov](#) - business development & customer support, speaks 7 languages, passionate about implementing technologies for small businesses.

If you are interested in intelilex, reach us at www.inteliLex.net

Contact - office@intelilex.net
Videos: [inteliLex presentation](#),
[inteliLex product demo](#)

Meet the team on the next page

inteliLex





From left to right: Karol Kłaczyński, Maciej Zalewski, Agnieszka Poteralska, Artur Tanona, Tomasz Żmuda, Ignacy Janiszewski, Yaroslav Shmarov



Uthority

We will tell you what your authority really wants

By Marianna Matokhniuk

How did it start?

Uthority is one of those rare occasions when people, that have never met each other before, form a team at a hackathon and nevertheless hit it off. You know these situations: you meet someone for the first time in your life, but somehow you understand each other without words? This was the start of Uthority. The understanding of the problem and of the vision united a bunch of strangers to work like clockwork.

So, what has inspired us to work so hard for the last two months? Christian Hartz was the

one who “ignited the fire”. Christian told his own story during the ideation phase of the hackathon in Frankfurt. The story about his neighbourhood receiving letters from the local authority imposing hefty payments for construction of the public street near their houses. Although Christian received the same letter himself, he could navigate the local regulations and make sense of the complicated wording due to his legal education. Eventually some other neighbours also referred to Christian for help. And then it hit him: why in our soon-to-be AI-based world don't we have any tool to deal with complicated legal language?

Hearing this story many of us could identify themselves with Christian's neighbors, even lawyers among us. That's how Uthority was born.

Based on our rough estimates more than 380 Million governmental letters are issued in Germany every year. Ironically, the people who have the most contact to the authorities are those who lack education or expertise in working with legal language (e.g. unemployed, asylum seekers etc.). Interestingly enough even people who do understand letters, find the whole "letter processing" experience highly painful: you need to conduct legal research, draft the answer, or even consult with friends and family. All in all, it is quite time consuming. This is how we realized there is even a market for our app: not only we could help those in need, we could potentially earn some money to finance the endeavour by providing services to so-called "convenience users".

What problem are we trying to solve and why is this important?

You, reading this article, a professional legal advisor, probably think: "What a big deal? One could also just go straight to the authority and clarify the issue in person." Yes, one could. But those who do, despite being a minority are still so many, that some authorities are overwhelmed with handling the influx. Based on studies, disadvantaged groups have poor knowledge of their rights and legal processes and are twice as likely not to act upon legal problems at all – so they just ignore such letters without understanding the consequences. Another example: German job centers had to create a separate role of a "letter explainer" to

deal with applicants having troubles with understanding the wording of the letter they received. But most importantly, citizens cannot react properly to official letters and exercise their rights, when they do not know whether and what legal problem they are facing. A frequent underestimation of the problem at hand is the real elephant in the room: unless you know you have a problem, you cannot make a conscious decision about whether and how to deal with it. Ultimately the complicated legal language hinders citizens' access to justice and distorts the justice process.

What is our vision?

We have many ideas and use cases under the umbrella of "STOP LEGALESE". We have recently learnt that contract drafting in B2B context will also benefit from the simplified language and we are not limited to B2C applications. But we decided to stay true to our initial motivation and finish first the idea with which we have started: a free consumer app with which you can take a picture of the letter and get an explanation of what you are looking at. Uthority OCR it and uses different machine learning algorithms to extract the information.

As soon as the processing is finished the user receives a quick summary, what the letter is about and suggests the next steps. We have built in a traffic light notation system to signalize to the user the level of severity of the letter with a suggestion to seek legal advice in severe cases. Apart from this we provide a list of non-profit legal aid organizations and lawyers specializing in the legal topic at hand. Moreover, the user can consult our curated knowledge base on the issue directly in the app.

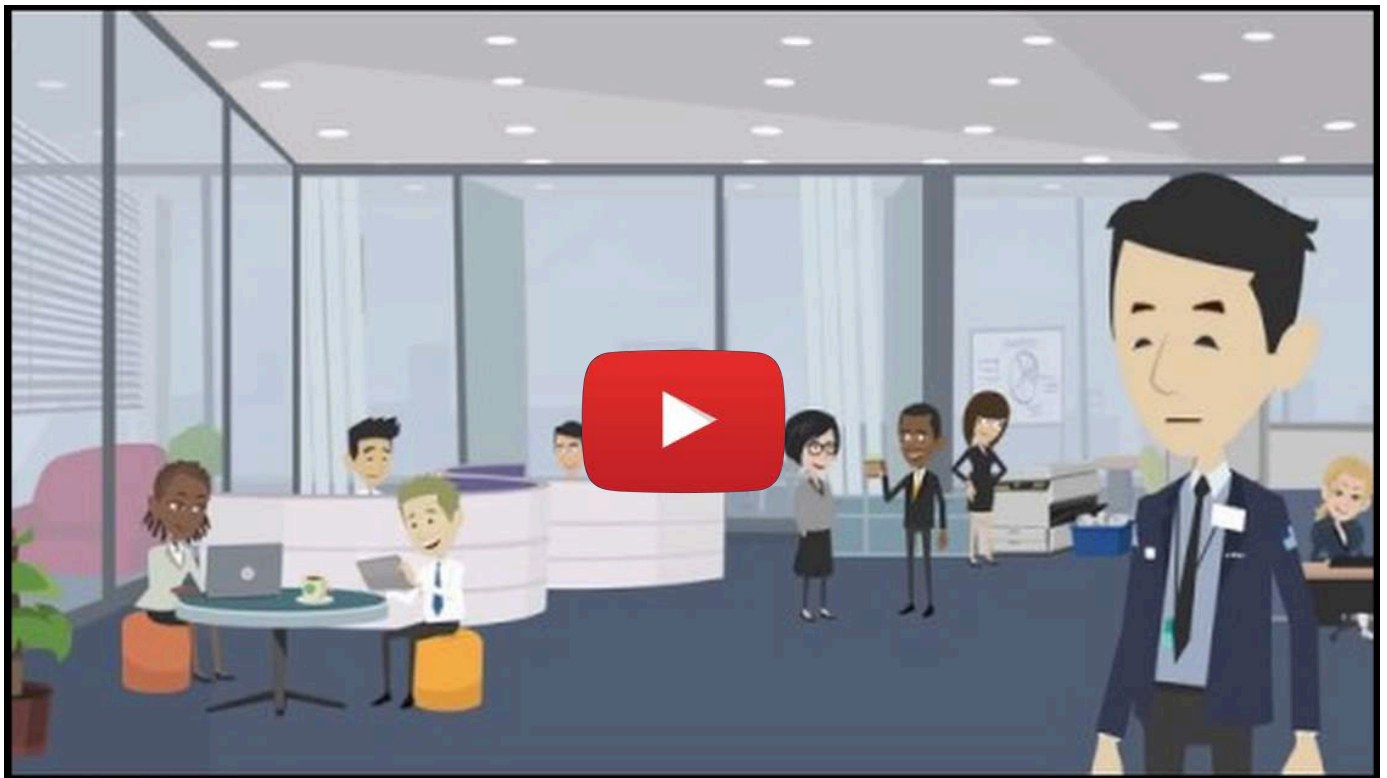
We have also integrated some “goodies”: we extract dates and let the user import them into the calendar, so that no deadlines will be missed. Even if the letter is in a foreign language, we provide an automated translation for selected languages. If it is a letter you need to reply on, we have the templates you can rely on.

But this is not all, the app is just a start. Stay tuned for other B2B use cases by following us on [LinkedIn](#), [twitter](#) or [Facebook](#). We will also post updates on our website www.uthority.de.

What are our challenges?

The biggest problem of any legal tech startup trying to set up machine learning is to get hands on data. During the hackathon we searched the web a lot (thank you Google!) to find some viable examples to base our rules on

- and this is not so easy. The “machine” is hungry for data and no amount of Google search will get us that far. We realized we need to ask our community for a favor: send us the official letters our followers received so we could expand the variability of our data. That’s why the first topic to handle, before we can even make our hands dirty with designing algorithms for natural language processing, is privacy and anonymization. We have already integrated a simple anonymization process into our prototype, allowing a user with a touch of a finger to redact the data he or she identifies as personal. The next step is to automate anonymization so we could cooperate with governmental and non-governmental authorities and add more samples into our databases. Otherwise we will be thrilled to welcome natural language processing experts on board to help us out with this cause.



About the team members of Uthority

Axel Goldmann – software engineer

Axel is a self-employed generalist software engineer with almost two decades of experience working in a wide range of industries such as electronics and telecommunications, medical engineering, public transport, insurance telematics, as well as with digital marketing agencies. Having spent the better part of his career as a freelancer, he has seen many teams and companies evolve and grow over time. These insights and his increasing attention to the big picture recently allowed him to expand his activities towards analytics and consulting. At Uthority he is responsible for frontend development.



Benjamin Polster – legal engineer

Benjamin has been working for in-house legal departments of international enterprises for more than six years. He started to evaluate, develop and implement legal tech solutions in the M&A environment in early 2014, being the interface between a dedicated



legal M&A department, legal service providers and technology. Both the experience in project work and legal counselling led to the current focus on legal operations as well as process and technology management in a global in-house legal department. At Uthority he is responsible for all legal issues: corporate as well as document analysis and rule creation.

Christian Hartz – legal engineer

Christian has been working for more than 5 years at the intersection of legal and computer science at two of the three main legal service providers in Germany. Christian is currently working as Legal Engineer in the Innovation & UX team at Wolters Kluwer Germany. Besides that, he is a part-time lawyer and lecturer in criminal law at Saarland

University. His vision of making legalese understandable has brought the team together at the local round of the Global Legal Hackathon in Frankfurt, Germany. At Uthority, he is responsible for social marketing, business development and customer relations.



Marianna Matokhniuk – product manager

Marianna is a passionate believer in legal tech and is convinced that technology can and should save the world. Her experience working in law firms as well as in consulting in three


jurisdictions (Ukraine, USA and Germany), in two legal systems (continental and Anglo-American), in five areas of law (corporate, litigation, arbitration, international trade law and data protection) has enabled her to gain deep understanding of the very industry that legal tech is disrupting. In her current role as a product manager at TPR Legal she is responsible for designing practical solutions for legal departments and law firms. At Uthority she is responsible for product design and product management.



Stephan Grunewald – full stack developer
Stephan is a passionate software developer with more than a decade experience in both professional and hobbyist projects. For more than 5 years he is now been working for Wolters Kluwer Germany, focusing on the integration of digital communication solutions for lawyers into Wolters Kluwer's wide range of on-premise and cloud-driven products, advancing digitalization in the business of law. At Uthority he is responsible for backend development and infrastructure.



Uthority

 Click here to download
the prototype (iOS only)

LAW IS GOING DIGITAL IN ROMANIA AND WORLDWIDE!

By Mădălina Hristescu, Founding & Managing Partner of Hristescu & Partners (HMP) and Roxana Țărmurean, Leading Associate of the Digital & Sports department at Hristescu & Partners

Hristescu & Partners Law Firm (“Hmp”) Hosts Global Legal Hackathon For The Second Year In A Row And Brings Back From New York The 1st Prize For Digitalization Of Law In Private Business Law

Global Legal Hackathon (“GLH”), brought in Romania by HMP in 2018, is a project that builds trust and awareness with regards to the need of keep up the trends and change the paradigm of a traditional law system into a new one more friendly user. As legal practitioners of the present and future times, it is our immediate scope to assure to our clients an affordable and transparent access to law, a fast, simple and result-oriented advise, and in general an easiest access to justice to all.

GLH started as a glimpse of a brilliant visionary initiative and rapidly transformed and became a global phenomenon with a huge impact on the worldwide legal mindset.

It dared to challenge one of the most rigid and traditionally unchangeable industries in the history that ended up, even from its first edition in 2018, into a mutual and globally assumed scope: a New Era of the legal profession and its way of “touching” the clients’ needs and expectations. An Era that will shift the paradigms, shaken the mindsets and reconfigure the way, that we as lawyers or other legal professionals, think, structure, deliver and provide the legal services, either private or public.

In Romania, the subject of the artificial intelligence implications in the legal industry has started to make big steps only in the recent period, initially approached more in international law firms or mostly at a theoretical level. Among other initiatives started in the legal-tech industry, GLH Romania managed to make a difference through its participants that pass the step from theory to practice and create solutions IT dictated by the immediate need in the legal industry.

Great minds in the legal profession, IT and business mentors gathered in Bucharest for the second year in a row and built up competitive projects that managed to create a pool out of which one went straight to the New York finals and gain the 1st Prize in the international competition with Lawrelai, a Facebook Messenger chat bot focused on providing legal travel advice – the first application of its kind.

GLH is also a start-up promoter, in perfect line with the culture of HMP law firm of supporting entrepreneurship. This is not the first experience that supports people with ideas and dares to help them give life to ideas that may be difficult to become real without help and constant support, that is why the decision to host the GLH in Romania came naturally.

It is my inner belief that the way GLH was thought as a globally scaled start-up point, generated a huge elapse over time and pushed the legal sector directly into an era of audacious innovation. It simply skipped the accommodation times and caught up the trends with other industries where technology had already been accommodated for decades.

The business model per se is organically challenged and as an effect the benefit on our clients' hands shall be profoundly impacted in a positive manner.

During my professional experience not only have I tried to offer to my clients the best solutions they could have, but I was also an active watcher and adviser on the legislative process. Now I am a lobbyist of the efficiency. There is no time to lose, neither place for hesitance. We have time, energy and resources to change what yesterday seemed unchangeable. There is no “tomorrow will....”. There is only today and what can we do today for a better tomorrow for ourselves, our children and for the community we are living in. Maybe all we need is a direction or a context in order to start.

It was and it is a strong and very powerful push able to generate a universal revolution, meant to address the real world's needs. In other words, it is a wake-up call! The world was moving, the concepts were changing, the expectations were different, but our industry was still as archaic and traditional as ever. All of these, while behind the scenes the new generations were “boiling”, eagerly searching for new experiences and substantial transformation of their profession.

Overview upon a global trend of digitalization

Speaking about a traditionalist system that always keeps in line with historical habits, that still sends one's mind to wigs and gowns in certain jurisdictions, to Roman principles of law, kept active at the basis of most current law systems, to historical cases referred to for

future jurisprudence as precedents, it might seem hard to speak about digitalization and automatization. However, the judicial world also finds itself in its traditional need to adapt and to keep up with social progress and to people needs.

The need for technology has evolved at the pace technology has recently evolved, users and creators of legal solutions finding themselves at the core of this necessity and feeling the urge to stay current and respond to social needs with their own speed.

In a world where artificial intelligence, drones, cryptocurrency, driverless cars are in the spotlight, the legal world would be unable to bring in-time and adjusted solutions if it weren't in line with the general tendencies.

Along the entire system and lead by pioneering US big law firms, lawyers and law firms of all sizes, all over the world have started to pay special attention to solutions meant to make their day-to-day work more efficient. Robot lawyers doing legal research based on cognitive computing technologies – using among other technologies machine learning, reasoning, natural language processing, speech recognition and vision, human-computer interaction, dialog and narrative generation, drafting legal memoranda or monitoring law in a given context, are gaining their spot in more and more law firms across the world, with a large potential to help automatize processes in the internal workflow of the business rather than actually replacing humans in the legal profession, as some might fear.

Artificial intelligence tools started being implemented in legal work years ago, by im-

proved dictionaries and autocorrect tools, legal databases that incorporate and update normative acts in real time, search engines through various court registries, legal firms billing and invoicing instruments, applications following the evolution of files in court, but, in the present time, we are entering a complete new phase. Automatization of internal and external processes might change perspectives on how work is allocated and re-allocated due to time-saving processes brought by AI technologies, how human resources are used and not used anymore in automatic processes and how we can reduce human error or, when looking from a different perspective, how the human emphatical and empirical approaches are replaced by AI solutions. Replacement of several processes, however, brings along evolution of others and human intervention based on more precise automated extraction of information sitting at the foundation of final decisions. Human intervention remains therefore a very important piece in this construction, despite the potential of the new self-learning machines and advanced solutions that could be a menace to the legal profession, as some might think. Digitalization and robotic intervention have found a high utility in automated processes, mostly easing a legal professional's life, not making it lose in importance.

Robot-lawyers are starting to become active, but this does not bring an end to the era of human lawyers. Not even close. The “robotic” side of this profession is the one to be taken apart, with the use of the right tools. Robot-lawyers or, more largely, tech-based solutions for the legal work are designed to help in searching in very specific way through law and jurisprudence, monitoring files and law in

specific contexts and making valid suggestions for the further steps, filing simple claims when only a mechanical work is needed (such as contesting a parking ticket), drafting basic contracts or checking the main guarantees that one contract should contain, all of these being solutions designed to be efficient instruments and not full legal machines.

On the other hand, addressing the services directly to the legal service consumer will not take lawyers out of the equation. Tech enabled platforms might solve directly simple legal requests;

however, a legal professional intervention will always be behind that action, whether it is for updating, validating or giving solutions to more complex or specific requests. Also, in most cases, tech platforms for legal services will connect consumers and legal services providers, letting lawyers perform in more traditional ways, adapting their services to the specific details of each and every situation and responding to the legal profession traditional demands on confidentiality, personal advising and responsibility on the legal solutions rendered. On the other hand, the sophisticated consumer might internalize a part of this work and save budgets on this direction, but will continue to need human intervention of a legal professional for specificities, internal-decision processing or validation and they might sophisticate even more specific requests or increase the complexity of their demands, which will keep businesses and lawyers connected and enhance the services provided, in the end.

Following this trend, European countries are giving a deep look into RPA and AI processes in their judicial system or public administra-

tion, for efficacy, security and speediness of various simple repetitive processes that demanded human intervention, that had a much bigger risk of errors and slowness in the whole operational process. For instance, several countries are starting to give a special thought to implementing advanced blockchain technologies in their public registries (e.g. UK, Estonia, Poland), testing robot lawyers or already thinking of an automated judging system for small cases (e.g. Estonia).

The European Union is welcoming the new trend with open arms and awareness, having drafted a complex strategy on artificial intelligence to be implemented within the next years, with high financial incentives for the promotion of artificial intelligence, having raised the dedicated budget about 70 percent to 1.5 billion euros since the beginning of 2018 by 2020 [1].

Romania too, is starting to develop and is making big steps through the young generations, eager to compete with the “big guys” in new technologies. With the first unicorn in robotic process automation, born from a Romanian-born startup founded in 2005 and many private businesses growing based on IT innovation, our country is out there for developing the new technologies in various sectors, legal tech being one of the newest entries, very attractive for both consumers and investors.

European strategies on digitalization

More and more European countries are starting to develop public project or support private initiatives of artificial intelligence and blockchain technologies in public administration and in the legal field.

Estonia is an example of audacity in testing blockchain technologies since 2008, even before the term “blockchain” was first used, in the Bitcoin white-paper, Estonia referring to this technology as “hash-linked time-stamping” [2]. Ever since, Estonia has been testing and developing this technology in various sectors, currently, blockchain being used in electronic registries amongst which e-Law and e-Court systems and e-Land Registry.

Moreover, in a very recent development, since March 2019, the Estonian Ministry of Justice had launched a project for designing a robot judge for small claim disputes [3].

Poland has issued a national strategy for digitalizing public services, indicating the use of blockchain and cryptocurrency in a paper issued in 2016 called “*From paper to digital Poland*” [4]. Currently, the Polish government is working on the project “*Paperless & Cashless Poland*” [5], aimed at digitizing services, processes and transactions, in a 13-stream program. The project is designed to increase confidence and accessibility of the public administration, encouraging innovation at the same time, to the benefit of the entire system, with initiatives aimed to help in fraud detection, tracking of data flow, tracking how public funds are used, public registers, safety of industrial automation [6] etc.

Several Western European countries have launched testing or implementation of blockchain technologies in land registries during the past years, among which the United Kingdom – 2018 [7], the Netherlands – 2018 [8], or Sweden, in March 2018 being ready to perform its first blockchain property transaction [9].

In the recent years, European Union has started to develop and implement a complex strategy on digitalization in various sectors.

A concerted plan towards a full digitalized internal market is already running, passing through several steps towards the fifth European fundamental freedom – free movement of data – , through a whole set of initiatives eliminating barriers in the data exchange between Member States. The elimination of roaming tariffs, the limitation on personal data access through GDPR, along with the new Regulations (EU) 2018/1807 of the European Parliament and of the Council for the free flow of non-personal data in the European Union, are part of a vast strategy on the Digital Single Market projected by the European Commission *to ensure access to online activities for individuals and businesses under conditions of fair competition, consumer and data protection, removing geo-blocking and copyright issues* [10].

In the same time and in the same train of thoughts, the European Union is giving incentives to support digital technologies and artificial intelligence in various sectors. According to the Coordinated Plan on Artificial Intelligence, stated in a communication from the Commission to the European Parliament, the European Council, the Council, the European Economic and Social Committee and the Committee of the Regions from 2018 (COM(2018) 795 final [11]):

„Like electricity in the past, artificial intelligence (AI) is transforming our world. It is at our fingertips, when we translate texts online or use a mobile app to find the best way to go to our

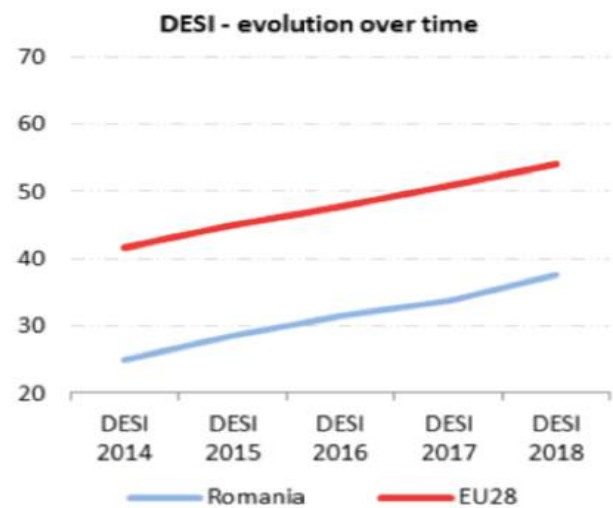
next destination. At home, a smart thermostat can reduce energy bills by up to 25% by analyzing the habits of the people who live in the house and adjusting the temperature accordingly. [12] In healthcare, algorithms can help dermatologists make better diagnosis, for example detecting 95% of skin cancers by learning from large sets of medical images [13].

In its construction, EU strategy is based on three pillars: encouraging and supporting public and private investments in AI, preparing for socio-economic changes and ensuring an appropriate ethical and legal framework. [14] Among these, the legal field is touched onto several directions, towards the EU strategy helping in digitalizing the public administration, in fighting crime through better detection and investigation of criminal activities such as money laundering or tax fraud, the use and conservation electronic evidence, the development of cybersecurity.

Legal tech in Romania

Although with a slow implementation at the national level, in the public administration, ranking last in EU-28 ranking Digital Economy and Society Index of 2018 [15], the private sector is taking big steps in developing disruptive technology solutions, with important outcomes at the national and international level. According to the EU DESI Country Report, information and communications technology sector “contributes 6-7% to Romania’s GDP and the digital sector is growing, with two major hubs in Bucharest and Cluj as well as significant ICT investments in other cities” [16].

During the past years, the IT sector has benefited of various tax facilities, including a tax exempt for IT employees, a facility introduced by the Romanian government in 2018, being an important incentive to companies and employees in the field. Several amenities have been granted over the years, a measure that boosted the economy in the IT industry, based on a large pool of young programmers with extremely good skills and determination.



*Digital Economy and Society Index (DESI)
2018 Country Report Romania [17]*

As part of the ascending trend, Romania has given its first “unicorn”, a first over USD 1-billion worth company – UiPath – now having its headquarters in New York, but working fully with programmers here in Bucharest in developing Robotic Process Automation software, heading also towards the legal tech industry with its solutions.

Several startups are heading towards the same direction and Global Legal Hackathon was a perfect incubator for the potential of this

market to express itself. Legal professionals, IT developers in the field and not only, along with business stakeholders that are seeing the great potential, were waiting for an initiative of this kind and the recognition obtained by the Romanian 2019 team was only the confirmation that the pieces of the puzzle were there, waiting for a good exposal and coordination of their thoughts.

Romania – A legal tech pole at the national and regional level

It is obvious that technology changes our way of living and living work. The intrusion of technology into everyday life has led to legislative changes, and eventually changed the classical course social order.

Data, information, photos or videos are found today in social media platforms. If at first glance they can be considered to be posted for entertainment, they may take court evidence or work to the disadvantage of individuals who made this information public. It is important to know the implications of social life in interacting with the environment online.

We believe that Romania is an emergent market of the legal-tech industry. Sure, at present, there are developed software solutions that greatly facilitate our professional lives: file management applications from the court, or reminder that reminds us of terms and deadlines, or sites with similar court orders cases we have in the process. Legal tech is a continuously developing industry in Romania, but also in the vast majority of states in Europe, reason for which we find a good opportunity to develop and affirm the ideas who can develop this industry. Finally, the gain is al to everyone: to the justice for a transparent access to

justice, legal professionals for process elimination repetitive, and time-honored customer relationship but also the magistrates who can have a much clearer vision on the cases in a too dark bureaucratic jungle.

Thus, technology has largely taken over the industry judicially, and we realize this from the case scenario which we meet in the course of our professional activity. Whether we are talking about processing personal data within a corporation, or discussing the storage of infallible evidence in within online platforms, these all are matters that need to be understood by all lawyers or magistrates. For this reason, we consider a consortium of practitioners from the private environment and the public environment with an important environmental footprint academic, would make things more transparent and better understood and applied by all those involved.

We were amazed to see how much interest and support we sound while organizing the first edition, with just a few weeks to do it. Several large organizations immediately understood the concept and stood behind us from the beginning. Passionate lawyers, developers and entrepreneurs immediately gathered around this concept and registered for the first edition. More than 10 teams, mostly formed ad-hoc at the event, competed their business ideas and concepts, aiming to bring access to justice to millions, in faster, easier and cheaper way.

And that's what Global Legal Hackathon is about: creating a context where legal professionals, IT specialists and entrepreneurs can meet and work together. Some would ask: "*what do I have to gain?*" It depends on each

of us what do we want to earn, but from previous edition of GLH, we can say that there are a lot of things to gain in only 54 hours, and we will mention just a few:

- Getting in touch with an international community of visionary people with vast know-how and resources
- Contouring ideas with the help of guidance of one of the most successful people in the relevant industries (mentors)
- Create great connections, professional or personal in legal tech at a scale that is hardly possible to find elsewhere
- A change to step further from a dream to a start-up, financing and ongoing mentoring and support.
- A trip to New York seems always a good idea. A smart idea born here MIGHT compete in the GLH finals with one of the best worldwide teams

The first edition of GLH Romania was a truly success and in short words we can resume some of the things for what we are grateful for:

- 80 participants, 11 teams, 3 finalist teams;
- 3 new start-ups that were born and that are still developing their ideas; 1 of the them has recently signed its first client contract;
- more than 30 sponsors and partners that supported and helped organize this event in less than 2 months;
- awareness for the legal industry: we can do more, we can go bigger!
- some of participants and organizers realized they can dream big and dreams become true!

The second edition gathered even more enthusiasm and more participants, and the ideas

presented were bigger and bolder, sending directly to New York the 1st prize winning team of the competition. But this was not only a punctual victory, it was the recognition of the collective thoughts and energy, gathered together in one place and mentored correctly by great minds in the IT, Legal and Business environment. GLH Romania local edition brought together professionals from the international environment, with great minds coming from the local industry, but also from the regional international legal business environment, showing us doors wide open between countries of the region for a common development of the industry. We are here to support and could not be more eager to see where the world will be lead through unity in our knowledge, in our needs and, more importantly, in our solutions.

Notes

- [1] <https://www.reuters.com/article/us-eu-artificialintelligence/eu-to-invest-1-5-billion-euros-in-ai-to-catch-up-with-us-asia-idUSKBN1HW1WL>
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- [3] <https://www.wired.com/story/can-ai-be-fair-judge-court-estonia-thinks-so/>
- [4] <https://www.coindesk.com/poland-explore-blockchain-tech-government-digitization-effort>
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[10] <https://ec.europa.eu/digital-single-market/en/policies/shaping-digital-single-market>

[11] <https://ec.europa.eu/digital-single-market/en/news/coordinated-plan-artificial-intelligence>

[12] <https://www.latribune.fr/entreprises-finance/la-tribune-de-l-energie-avec-erdf/cinq-objets-connectes-pour-economiser-l-energie-545571.html>

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[may/29/skin-cancer-computer-learns-to-detect-skin-cancer-more-accurately-than-a-doctor](https://www.theguardian.com/technology/2018/may/29/skin-cancer-computer-learns-to-detect-skin-cancer-more-accurately-than-a-doctor)

[14] <https://ec.europa.eu/digital-single-market/en/news/coordinated-plan-artificial-intelligence>

[15] http://ec.europa.eu/information_society/newsroom/image/document/2018-20/ro-desi_2018-country-profile_eng_199394CB-B93B-4B85-C789C5D6A54B83FC_52230.pdf

[16] http://ec.europa.eu/information_society/newsroom/image/document/2018-20/ro-desi_2018-country-profile_eng_199394CB-B93B-4B85-C789C5D6A54B83FC_52230.pdf


[17] http://ec.europa.eu/information_society/newsroom/image/document/2018-20/ro-desi_2018-country-profile_eng_199394CB-B93B-4B85-C789C5D6A54B83FC_52230.pdf



Mădălina Hristescu is the Founding & Managing Partner of Hristescu & Partners (HMP), an innovative, tailor-made solutions law firm in Romania, providing extensive legal services in Banking, Non-Banking, IT&C, Data Protection, Digital, Sports & Entertainment law, Mergers & Acquisitions, Corporate Governance, Real Estate. As an active promoter of innovation and smart efficiency in both management solutions and client services, Mădălina is in a constant search for innovation and digitalization in all areas of work. She is involving in legal growth and legal technology development, providing for insightful advising in various projects in the field.

Mădălina Hristescu is the founder and organizer of Global Legal Hackathon in Romania and currently an active member (judge and mentor) at InnovX tech business incubator, organized by Romanian Commercial Bank and supported by Google.

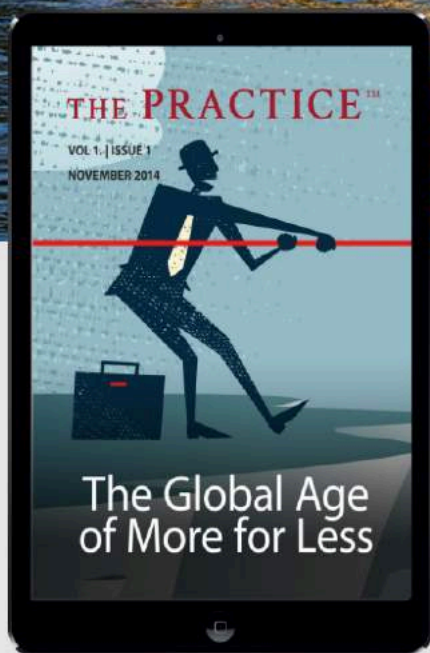
As a Lawyer, Mădălina coordinates Mergers & Acquisition transactions and counsels clients on IT&C, Banking, Non-Banking and Financial Services, Corporate Governance, Employment & HR, Real Estate sectors. As an Entrepreneur, she understands and supports the daring challenge of the status quo, by investing resources in start-ups that may shape our future and the future of legal industry.

A professional portrait of Roxana Țărmurean, a woman with dark brown hair, looking directly at the camera. She is wearing a dark blue blazer over a light-colored top. The background is a soft, out-of-focus grey.

Roxana Țărmurean is leading associate of the Digital & Sports department at Hristescu & Partners, having an extensive experience in sports & entertainment law, IT&C, data protection and digital technologies. As an attorney, Roxana is providing insightful advice for the new digitalized solutions among the firm's clients, going for innovative solutions based on a 10-year experience in the IT, data protection, sports & entertainment legal environment.

Roxana is an active practitioner and theoretician in the same time, having published various works in commercial & sports arbitration. She has been invited to lecture in several academic programs in Romania (University of Bucharest, Sports Business Academy) and in Spain (Instituto Superior de Derecho y Economía), constantly keeping an open eye to the new developments.

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HARVARD LAW SCHOOL
Center on the Legal Profession

Globally, Lawyers Gain a Competitive Edge Through Technology

By Dean Sonderegger, SVP & General Manager of Wolters Kluwer Legal & Regulatory U.S.

There has been an enduring debate within our industry around if, when, and how transformation of the legal sector would occur. The legal profession has been considered by some to be change resistant when it comes to technology – but that’s not the case for many firms and legal departments today. Faced with increasing information complexity, changing client demands and shifting market forces, legal professionals are turning to technology to help them achieve better outcomes.

After a decade of debate, there is no question that the market is poised for significant transformation – and there’s data to prove it.



As the impact of tech disruption on the industry continues to evolve, it is becoming even more crucial for organizations to invest in technology and drive innovation forward.

Legal Innovation Isn’t Coming – It’s Here

At Wolters Kluwer, we have been on the front lines of witnessing technology’s growing impact on the legal industry – and while the market has become flooded with legal tech tools of all kinds in recent years, to date there has not been much global

data available around how many legal organizations are using those tools, how they are using them, and what impact they are having on organizations’ business.

That’s why earlier this year, Wolters Kluwer

Legal & Regulatory launched the [*2019 Future Ready Lawyer Survey*](#), an independently conducted study to assess the status of legal innovation globally. Wolters Kluwer Legal & Regulatory included quantitative interviews with 700 lawyers in law firms, legal departments and business services firms across the U.S. and 10 European countries – the United Kingdom, Germany, Netherlands, Italy, France, Spain, Poland, Belgium, Hungary and the Czech Republic – to examine how technology and other factors are affecting the future practice of law across core areas and how legal organizations are prepared to address them. The survey was conducted online for Wolters Kluwer by a leading international research organization from December 10, 2018 through January 13, 2019.

The survey focused on three core areas and asked lawyers to assess their current state and future priorities and preparedness to identify what it will take to be future ready in the areas of: Tools & Technology; Client Needs & Expectations; and Organization & Talent. Based on answers relating to Tools & Technology, respondents were identified as one of the following:

- **Technology Leading:** Organization is leveraging technology effectively today, and will continue to invest in new technologies moving ahead (over the next three years),
- **Transitioning:** Organization is leveraging technology somewhat today, and plans to invest more in the future (over the next three years), and

- **Trailing:** Organization is not leveraging technology today and has no plans to leverage more.

Across these categories, the survey found significant differences between those organizations already optimizing technology, with plans to invest in new technologies (Technology Leaders), and those with limited use today with plans to leverage technology to a greater extent ahead (Transitioning organizations). The survey also found overall Trailing organizations report that their preparedness for the future is significantly lower than that for Leading and even Transitioning organizations.

The survey results indicated that technology is already proving to be a key enabler of competitive advantage for some organizations that are optimizing technology today, and plan to invest even more in the future. Technology Leaders were also found to be better suited to engage in the emerging legal ecosystem, which includes nontraditional legal tech players. In fact, we found that Technology Leaders perform better today, are more profitable, and are better prepared for the future than those still transitioning to more tech-enabled business practices.

The Case for Legal Innovation: The Bottom Line

It may not come as a surprise that innovative solutions are allowing Technology Leaders to work more quickly and efficiently – but what legal professionals may find interesting is the extent to which technology is impacting firms' profitability and ability to adapt to change.

The survey found that 68 percent of Technology Leaders reported increased profitability from 2017 to 2018, compared to just 52 percent of Transitioning organizations.

The level of profitability was also markedly different, with Technology Leaders more likely to report double-digit growth rates compared to those Transitioning. 65 percent of Technology Leaders also indicated that they would increase their technology investment over the next three years compared to 45 percent of Transitioning firms. These findings suggest that firms that are making effective use of technology are not only outpacing their rivals, but that they are, effectively, doubling down on the strategy of technology adoption. What can legal professionals learn from these observations? One takeaway is that effective investment in legal technology is a driving fac-

tor of profitability for firms. Furthermore, given that the firms who have pursued this strategy are increasing their investing at a higher pace, one has to wonder if the gap between the “haves” and “have nots” in the market will increase over the next three years.

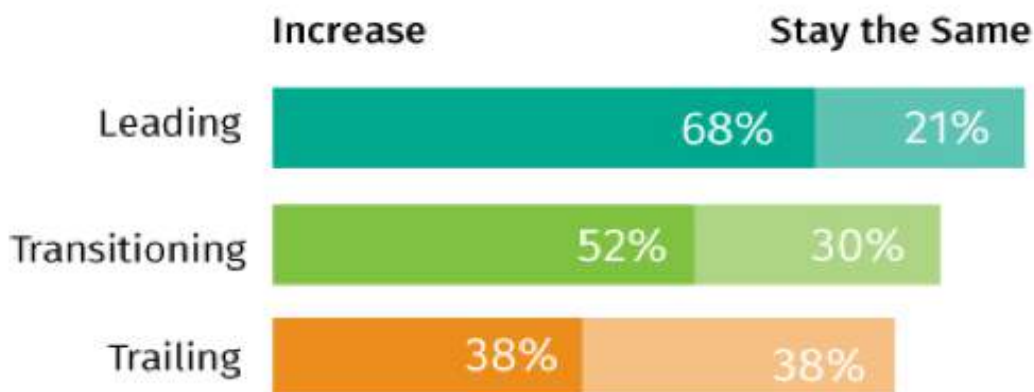
Preparing for Change

In addition to profitability, the survey assessed organizations’ readiness to adapt to change. Legal professionals across every kind of organization are experiencing new challenges that will continue to impact organizations over the next three years. The top global trends include:

1. Coping with increased volume and complexity of information (72 percent report expected impact);
2. Emphasis on improved efficiency and

Figure 4: Firm Profitability

Technology Leading law firms and business services firms are significantly more likely to report higher firm profitability in the last year than Transitioning or Trailing firms.



- productivity (71 percent); and
3. Understanding which legal technologies deliver the highest value (69 percent).

The gap between the trends lawyers foresee and their readiness to manage them is quite surprising. Fewer than one-third of lawyers report their organizations overall are very prepared to address any one of the trends cited above. For example, while coping with increased volume and complexity of information is a concern for 72 percent of lawyers, only 31 percent indicate their organization is very prepared to address it.

The survey also found that only 34 percent of lawyers overall believe their organization is very prepared to keep pace with changes in the legal market. However, 50 percent of Technology Leaders said they were very prepared to

keep pace with these changes, compared to just 19 percent of Transitioning organizations.

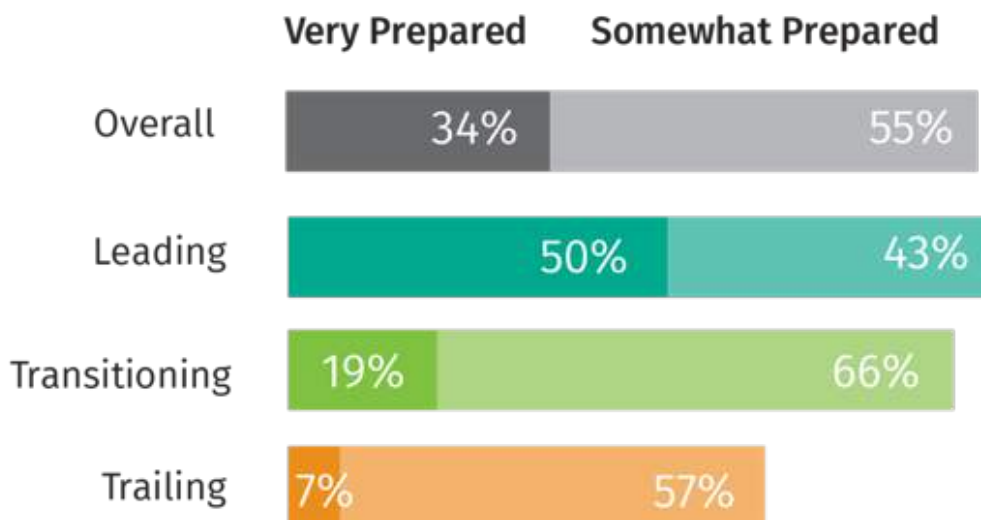
In view of the top challenges named by survey respondents, I believe that technology will play a key role in helping legal professionals to cope with and overcome those challenges. As trends continue to shift, organizations that gain experience with innovative tools today will have a unique advantage over those that are not utilizing them yet. Understanding where your organization is today in terms of current state and preparedness for the future can help identify what next steps should be considered.

Types of Technology

To help identify where legal organizations are in their technology adoption progress, the survey considered three categories of technology:

Legal Marketplace Change Preparedness

Technology Leaders are far more likely to say their organizations are well prepared to keep pace with changes in the legal marketplace.



- **Foundational Technology** are basic tools that deliver benefits today and set the stage for an organization to integrate more advanced technologies on an ongoing basis. These include client portals, electronic matter management, data security tools and billing software.
- **Enabling Technology** improves efficiency, productivity and work product, and often require some level of change in work process to fully leverage them. These include contract management/analytics software, data analytics and practice management solutions.
- **Transformational Technology** delivers demonstrable new business results. This category includes artificial intelligence, machine learning, predictive analytics and blockchain

According to the survey, about one-half of Technology Leaders have already invested in foundational technologies, and the vast majority expect to do so by 2022. Many Transitioning organizations are just now acclimating to these technologies, but also expect to significantly increase their use of them over the next three years. It is expected that, although most foundational technologies will be nearly ubiquitous across legal organizations in the next three years, Technology Leaders will continue to outpace others in implementation.

Enabling technologies are on the rise as well, with online research software and document management expected to have the highest use within three years. Transformational technologies represent the next frontier of solutions to win broader appeal in the market. While many lawyers recognize the potential

impact of these types of tools, they indicated that they are struggling to better understand them.

Across the board, the survey found that every technology that legal professionals were asked about will see increased adoption over the next three years as most organizations move forward with implementing foundational, to enabling, to transformational technologies.

Drawing on these findings, it is clear that the industry on the whole is moving in the direction of adopting innovative solutions at a greater pace in the years to come. Technology Leaders expect to embrace these technologies at a higher rate than Transitioning organizations, indicating they see the ROI on technology investments today, and they are further investing in the future.

Overcoming Hurdles to Tech Transformation

While the need for legal tech transformation may be powered primarily by external factors – including client expectations, pricing pressures and competition – the ability to successfully change and adopt new technologies must be managed from the inside, out.

There are very real challenges to this transformation. Lawyers indicate reasons for resisting new technology include their organization's Lack of Technology Knowledge, Understanding or Skills (36 percent of respondents); followed by Organizational Issues (34 percent), such as change resistance and lack of vision; and Financial Matters (30 percent), such as direct costs and proven return on investment. Lawyers acknowledge that

understanding the benefits of new technology is a top trend and challenge. Some organizations report that they are taking steps to address this by hiring technology specialists to support their transformation.

To me, the most interesting takeaway from this finding is the degree to which these decisions are not financial in nature (70 percent identifying non-financial impediments). While we often get pulled into a cost discussion, the reality is that the recipe for change requires many ingredients. Successful investment may mean the acquisition of new talent — potentially from areas outside of legal.

While we often get pulled into a cost discussion, the reality is that the recipe for change requires many ingredients. Successful investment may mean the acquisition of new talent — potentially from areas outside of legal.

However, the lack of understanding that many lawyers indicate leads to resistance to change

in their organizations also may prove a challenge in implementing these transformational technologies. For example, despite the anticipated growth in adoption of these technologies with more than one-half of lawyers reporting they expect to see some impact from transformational technologies over the next three years, fewer than 24% say they understand them very well.

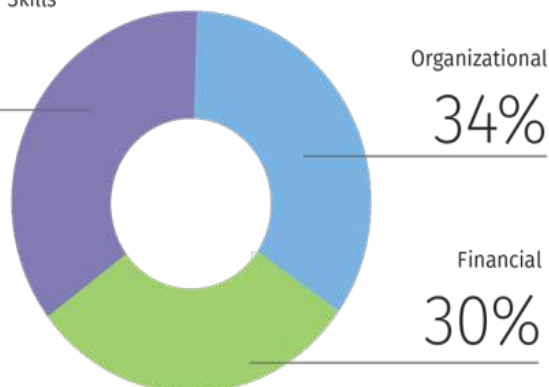
Why is it that legal professionals say that they don't understand transformational technologies? The reality may simply be that the newly emerging products are difficult for most of us to understand because those products are built for the early (vs. majority) market. In the *Future Ready Lawyer* survey, Technology Leaders indicated that they are moving forward with a variety of solutions, including artificial intelligence (AI), predictive analytics, machine learning, blockchain, smart contracts and decision support tools. And while the implementation of these technologies is expected to double by 2022, most of them are not fully

Reasons New Technology Is Resisted

Lawyers identified numerous reasons technology is resisted within their organization. Those reasons related to Lack of Technology Knowledge, Understanding or Skills were most often cited as the top reason.

Lack of Technology Knowledge,
Understanding or Skills

36%



Lack of Technology Knowledge, Understanding or Skills

- Lack of IT staff/skills
- Lack of knowledge about particular technology benefits
- Lack of understanding of what's available
- Training and learning curve
- Lack awareness of the competitive need to adopt new technology

Organizational

- Lack of an overall technology strategy
- Culture/business model doesn't reward innovation
- Culture that fears change; inadequate change management
- Leadership resistance
- Changes to workflows

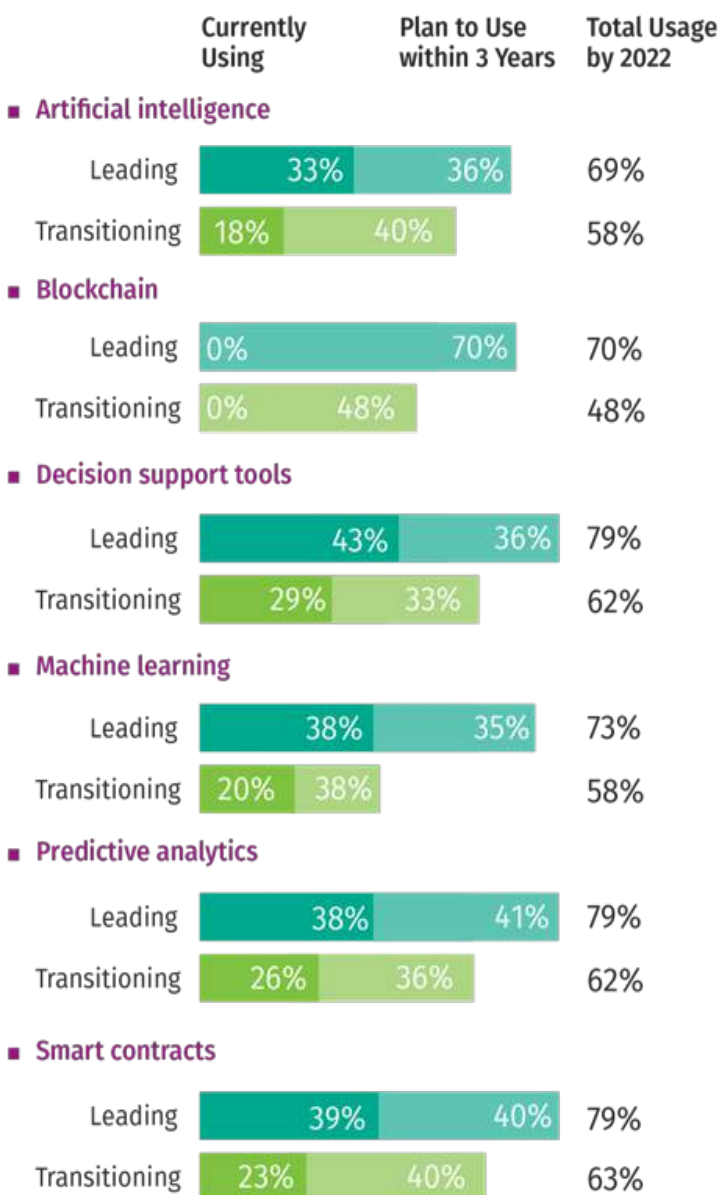
Financial

- Costs
- Lack of ability to show return on investment

developed or commercialized yet. Thanks to their early adopter advantage in transformational technologies, I believe Technology Leaders are more likely to overcome this challenge as more of these solutions move toward maturation and become more widely available in the market.

Transformational Technology Use

Lawyers expect their organizations' adoption rate of transformational technologies will double or near-double in the next three years. Technology Leaders will outpace others in implementation.



STRATEGIES TO PREPARE FOR THE FUTURE

The survey sheds light on a number of intriguing observations about the global state of legal innovation – but what should legal professionals take away from these findings? For those who are in an organization that could be categorized as Transitioning, what’s next? There are a number of considerations that lawyers should keep in mind as they look toward the future.

Planning Technology Strategy and Investment

It’s clear that technology investments are on the rise in the legal industry, with investment in legal tech platforms estimated to have reached a record-setting \$1B in 2018. Legal organizations are interested in leveraging these platforms, but in order to do so properly, it’s crucial to establish a clear strategic vision and roadmap, preparing for change and prioritizing investments.

With such a wide variety of tech solutions to choose from, it can be difficult for an organization to reasonably prioritize and choose which projects to pursue and which vendors to work with. One way to do so is to assess a specific pain point or use case within your organization that, if addressed, would bring significant value to the organization in the form of time, resources and better outcomes. Once the use case has been identified, you can establish a framework to determine which type of solution will best address it.

Foundational technologies are often helpful for reducing time and resources to complete certain tasks, such as billing. These solutions

can help to reduce the time spent on repetitive tasks, subsequently freeing up more time to spend on value-adding activities. Enabling technologies can help to improve productivity and inform decisions to yield better outcomes. For example, predictive analytics can provide access to a whole host of information on past judicial decisions and can drive choices on relevant case law, litigation strategy, and venue selection. Transformational technologies have the potential to deliver demonstrable business results. As we have mentioned, few legal professionals have embraced these technologies thus far, but they have significant potential because strong outcomes can drive repeat business, referrals, and successful business strategy for an organization.

There are of course additional factors one should consider. How important is the workflow that the solution addresses? What is the general cost (both in terms of actual money and of resources) to acquire, implement, and support the solution? How significant are the risks associated with the solution? These factors could very well make an otherwise attractive solution a poor choice for purchase.

The exact rubric factors will, of course, vary from organization to organization, but using an articulated framework will help spur discussion amongst stakeholders and will provide transparency to everyone as to why one project has been chosen over another. A clear understanding of where your firm's potential investments sit on the value ladder, and which factors are most important to your practice, can help you to determine which legal tech solutions will have the most meaningful impact on your business.

Building a Business Case for Innovation

Realizing the potential value of a solution is just one piece of the puzzle; the process of communicating that value and driving the adoption of the solution within a firm is a very different story.

An important first step is evaluating your firm's business priorities to ensure that a new tech solution fulfills a specific use case or adds demonstrable value to help provide better client service. Evaluating your organization's business priorities to ensure that a new tech solution fulfills a specific use case or adds demonstrable value to help provide better client service. Once that's established, one or more stakeholders within your organization can be brought in to see a series of demonstrations of the solution so they can understand its value. If the solution passes muster, training and communication should be planned for relevant people within the organization to learn how to use the tool and make sure that it is successfully adopted and utilized. While this may seem like a time-intensive process, the checks along the way are necessary to see through successful adoption and reap the benefits of an innovative solution across the firm.

Ultimately, the decision to adopt innovative tools typically lies in the hands of a key group of stakeholders within a particular organization. But with a clear understanding of core capabilities, the partners' priorities, and the organization's areas of growth, would-be innovators can build a business case for adoption and help to usher in meaningful change.

Participating in Opportunities to Spur Innovation

While there are several ways that legal profes-

sionals can address innovation within their own organizations, our industry is increasingly in need of more opportunities to collaborate with individuals from other organizations. Fortunately, we are beginning to see the rise of more collective opportunities for legal professionals to connect directly with their peers and with developers to collaborate on technology solutions that will provide the biggest benefits to common challenges.

The Global Legal Hackathon, of which Wolters Kluwer is a sponsor, is one such example. Established by Integra Ledger founder and CEO David Fisher in 2017, the initiative has grown from a concept to a global event that draws thousands of people from all over the world to collaborate on innovative solutions to common problems that legal professionals face every day.

The Hackathon provides a forum for networking and collaboration that is rare in our industry. While connections made at industry events or conferences certainly have their value, participating in a team project with industry peers presents a different kind of opportunity to connect with people whom you may not otherwise encounter or work with. They also present a unique learning opportunity that can help to close the gap in understanding of technologies that, as the *Future Ready Lawyer* survey has found, is quite common for legal professionals across organizations. Interaction with technologists, vendors and engineers who have different skill sets and backgrounds opens the door for lawyers to deepen their understanding of innovative technology by applying their own ideas to a developing solution.

Since they're essentially open playing fields, hackathons also have the potential to highlight individuals who have great ideas. This presents a very different format from many other legal market events, where start-ups and technology professionals may not have as much of a presence as other traditional legal industry players. Events of this kind allow for innovative thinking to take center stage.

It's common for professionals in certain functions to have similar challenges — and chances are there's someone halfway across the world with the same challenges as you. During events like hackathons, there's an opportunity to connect with that person, discuss the problem, and potentially come up with a solution together. Collaborative events give professionals the chance to connect and dive into solving for specific use cases that impact their work and their clients.

Within our industry, we have a unique opportunity to shape innovation and how tech solutions are adopted. User-driven events such as hackathons have the potential to contribute a great deal of insight and highly valuable solutions to benefit professionals at many levels within the market.

As the *Future Ready Lawyer* survey findings indicate, the transformation of the legal profession is fully underway — but progress is uneven. Technology Leaders have already proven their competitive edge, while others struggle to keep pace and are likely to be left behind. However, these findings also present a path forward for understanding how legal organizations can move forward in the midst of disruption.

At a time when the legal profession is undergoing a significant transformation globally, all lawyers can benefit from examining how their organizations are investing in and making the most of technology. The use of accessible and impactful technologies to achieve better outcomes and offer higher value is not only increasing, but also delivering measurable impact and profitability for the organizations who know how to use them well. Armed with this information, legal professionals will be better positioned to make a strong business case for investing in technology and innovation. The future is here – and the time has come for the legal sector to fully benefit from

the advantages that technology delivers.

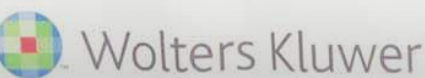
Are you Future Ready?

About the Author

[Dean Sonderegger](#) is Senior Vice President and General Manager, Wolters Kluwer Legal & Regulatory U.S, a leading provider of information, business intelligence, regulatory and legal workflow solutions. Dean has more than two decades of experience at the cutting edge of technology across industries. He can be reached at Dean.Sonderegger@wolterskluwer.com.

NEXT GENERATION LEGAL SOLUTIONS

LEGADEX



Towards A Borderless, Diverse and Multidisciplinary Global Legal Industry

By Esther Dediashvili, Adv., Legal Knowledge Manager and Head of Legal Technology Implementation at Israel's leading law firm Fischer Behar Chen Well Orion & Co, organizer and host of Israel Legal Hackathon and Israel's Ambassador for the Global Rise of Women in LegalTech (GROWL) Initiative

Global Legal Hackathon Finals judge Adv. Esther Dediashvili discusses GLH's impact on the legal industry and impressions of the GLH2019 finals in New York

This is an exciting time to be in the legal industry. Legal profession is undergoing a fundamental transformation. It is moving from territorial, homogenous and lawyer-centric occupation towards a borderless, diverse and multidisciplinary global legal industry. This phenomenon was strongly evident throughout the Global Legal Hackathon 2019, and particularly in its Finals Gala held in New York City on May 4th.

The second annual Global Legal Hackathon has grown to become one of the largest legal innovation initiatives around the world, bringing together the legal industry with technology and innovation across 6 continents, reaching over 6,000 participants across 46 cities in 24 countries, with the aim of improving the business of law and facilitating access to justice by leveraging technology.

Last month, 12 finalist teams from around the world – five groups from Europe, two teams from Brazil, as well as teams from Australia, China, Hong Kong, India, and United States – presented their technological solutions to legal challenges in both private and public sectors before an international panel of six judges at the GLH2019 final round in New York City.

As the organizer of Israel Legal Hackathon and a judge in the first and second rounds of GLH2019, I've had the honor of being selected to serve as a judge on the final Global Judging Panel at the GLH2019 finals in New York, alongside world-renowned legal and technolo-

gy experts. I'm proud to have represented "Start-up Nation" in this remarkable global legal innovation event.

The solutions presented by the finalists focused on reducing a wide array of inefficiencies in the legal industry, ranging from facilitating the settlement distribution process in class action cases, streamlining the provision of pro bono services, to generating contextualized translations specifically tailored to the legal sector and its nuances, and even visualization of the case law to make it more accessible and understandable not just for laymen but for legal professionals as well.

One of the common themes that stood out to me among the presented projects is the strong prevalence of AI enabled solutions in this year's finals. More than 50% of the finalist teams leveraged natural language processing and machine learning advanced capabilities to improve the business of law and facilitate access to justice.

Having reviewed the presentations of 65 international teams over the past two years of Global Legal Hackathon rounds, I observed many similar problems and solutions to the challenges faced by the legal industry around the world. As a judge I look for a solution with the potential for the biggest global impact within the legal industry and the most believable path to that impact. What stood out to me this year is that many of the solutions presented at the final round could be implemented in different countries globally, truly reflecting the letter "G" in the Global Legal Hackathon. So the focus on the global aspect is really exciting. This shows that technology has no boundaries and it is transforming law from territorial profession to borderless industry.

To conclude the four-month competition, three winners were crowned at the GLH2019 finals:

Winning the Business of Law category in the private sector was team "Legal Shapers" from Romania, who created a user-friendly chatbot providing personalized assistance with common legal problems when traveling abroad.

Team "Uthority" from Germany took top honors winning the Access to Justice category in the public sector with a novel app, which allows to simplify the legal jargon usually prevalent in official letters issued by the authorities by means of preparing a summary of the most relevant information in plain language and suggesting next steps.

Team "intelilex" from Poland received the inaugural Best Women-led Team Solution Award in the Global Rise of Women in Legal-Tech (GROWL) category for creating a practical tool, which facilitates knowledge management by leveraging the organization's collective knowledge assets during the document drafting process.

It's exciting to see countries which until now were perhaps less known for their advancement in the legaltech space emerge among this year's winners.

Other finalists demonstrated mature thinking and a deep understanding of the needs of the legal market, reinforcing the idea that the problems we face and the solutions we're developing are largely universal across the globe.

Another common theme that was particularly illustrated by the winning teams was the prac-

tical application of technology whether as a means of improving the justice system or streamlining the day to day work of legal professionals.

Overall, the level of development maturity and complexity of solutions this year was very impressive. Several teams already gained considerable traction and paying customers even before reaching the finals. Many of them had conducted extensive user and market validation and developed highly functional solutions with user friendly design and viable business model.

Another positive aspect which was reflected in this year's Global Legal Hackathon is its strong focus on diversity. Legal industry has traditionally been homogeneous, while many women remained underrepresented in leadership roles. Fortunately, times are changing and legal industry is slowly transforming into a more diverse culture, with women being encouraged to make themselves seen and heard more prominently. Adding a new track for women-lead teams to GLH2019 with the aim to empower women involvement in legaltech is a welcome step in the right direction.

As a leading female legal technology and legal knowledge management professional in Israel, and as Israel's ambassador for the Global Rise Of Women in LegalTech (GROWL) initiative aimed to support up-and-coming women leaders in legal innovation around the world, I've been granted with the honor of announcing the winners of the inaugural Best Women-led Team Solution Award in the GROWL category at GLH2019 finals. The fact that the winning teams in all three categories at GLH2019 finals had female leaders reinforces the importance

of this initiative.

Most of all, Global Legal Hackathon has been an opportunity for everybody in the legal industry world-wide, no matter how seasoned or junior, tech-savvy or novice, to roll up their sleeves and join with co-workers, clients, law firms, technology companies, start-up entrepreneurs and academics to fully immerse themselves in the cutting edge of legal technology innovation.

Over the course of the Global Legal Hackathon, it was fascinating to witness how collaboration among technologists and legal professionals around a common social and business objective can fuel real innovation within a short period of time, and produce

working solutions to some of the most pressing problems within the global legal industry.

This shows that if law was once exclusively about lawyers, now it is about legal professionals and other disciplines, technology, and new providers expanding access to and improving delivery of legal services. Law is increasingly becoming multidisciplinary, and this collaborative effort of all participants is, in my opinion, the secret of GLH's massive success.

To me, Global Legal Hackathon is a splendid example of the immense positive impact that the integration of the law and technology can generate. Once again GLH has shown itself to be a very positive force for change in the legal



Judges #GLH2019 finals

sector, reaffirming that we are moving towards a borderless, diverse and multidisciplinary global legal industry.

Congratulations and best of luck to all 12 finalist teams as they continue their journey towards changing the global legal industry for the better!

About the Author

Adv. [Esther Dediashvili](#) is a Legal Knowledge Manager and Head of Legal Technology Implementation at [Fischer Behar Chen Well Orion & Co](#) (FBC & Co), one of Israel's premier full service law firms.

Esther is the initiator and organizer of Israel Legal Hackathon as part of the Global Legal

Hackathon and Israel's Ambassador for the Global Rise of Women in LegalTech (GROWL) Initiative. Esther served on judges' panels of diverse start-up competitions and represented Israel as a judge on the final Global Judging Panel at the GLH2019 finals in New York. Esther writes and speaks regularly on the subject of law and technology in various Israeli and international publications and venues.

Esther can be contacted via email at estherd@fbclawyers.com and via [LinkedIn](#) or [Twitter](#).

More on Esther Dediashvili, Adv.: <http://www.fbclawyers.com/logistic/esther-dediashvili-adv/>

More on FBC & Co: <http://www.fbclawyers.com/>



Adv. Esther Dediashvili, #GLH2019 finals judge

#GLH2019 FINAL ROUND GALA

(Ad Random Selection)















A man in a dark suit is standing and talking to a woman in a patterned top and glasses who is sitting at a table. Another man in a dark suit is sitting at the table. There are wine glasses and a small blue card on the table.







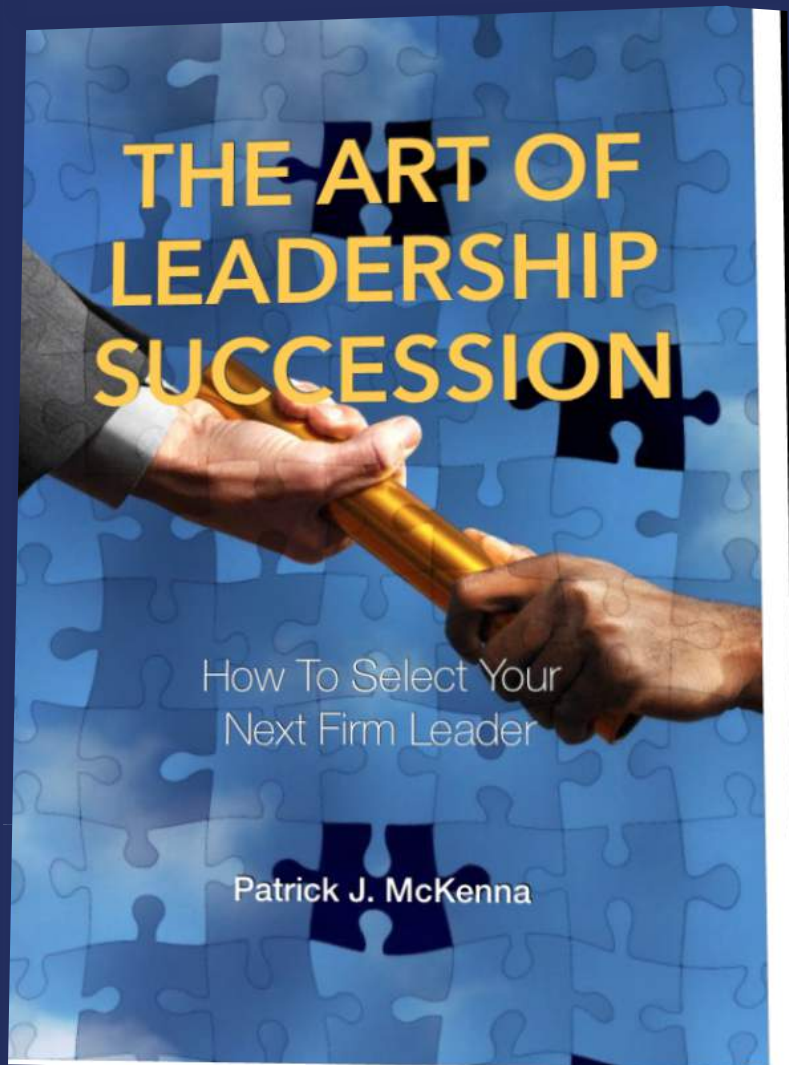
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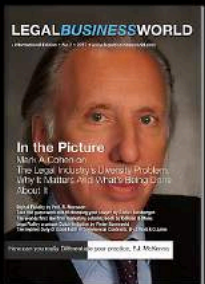
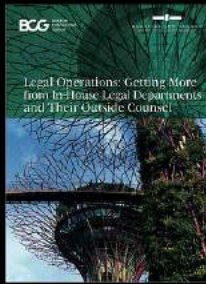
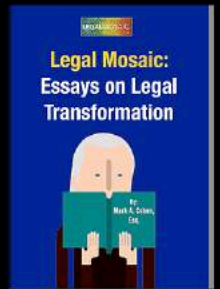
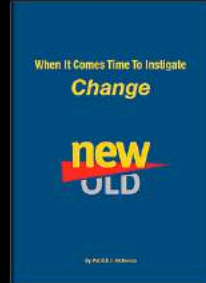
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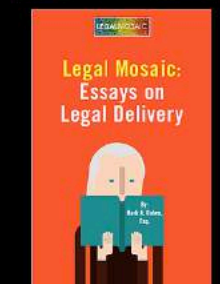
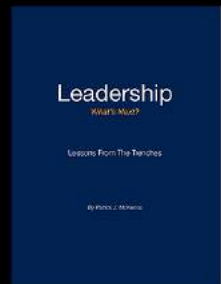
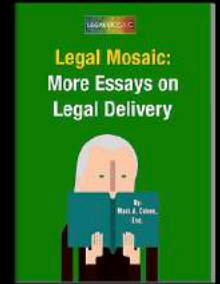
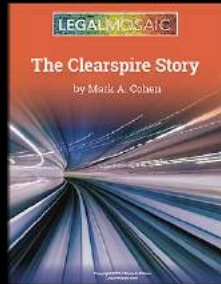
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