



Corporate Legal Innovation Consultants

Tactical Steps to Emerge Strong from a Market Downturn

ABCDE of Structured Legal Innovation for Corporate Legal Departments

May 2020



To emerge strong from a market downturn, CLDs should take the following steps:

- The ABCDE of Structured Legal Innovation includes:

A ssess current state of the CLD

B uild legal innovation road map

C ommunicate plan to key stakeholders

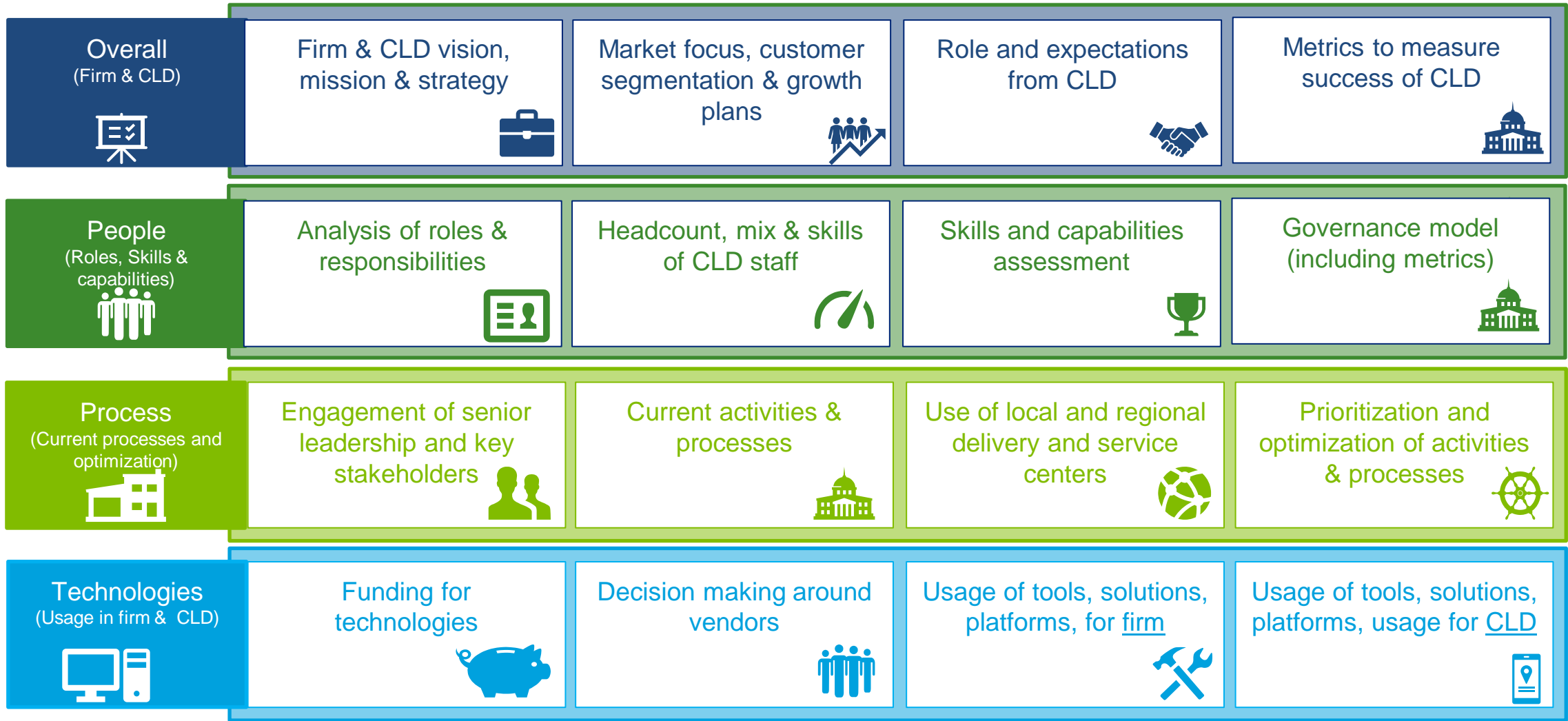
D etermine “right fit” legal services and tech partners

E xecute on legal innovation road map



Assess current state of the CLD given the uncertain market conditions...

- To determine if the needs of the customers and the C-suite and Business Units (BUs) have changed or evolved



Build legal innovation road map to close gaps between current & desired future-state

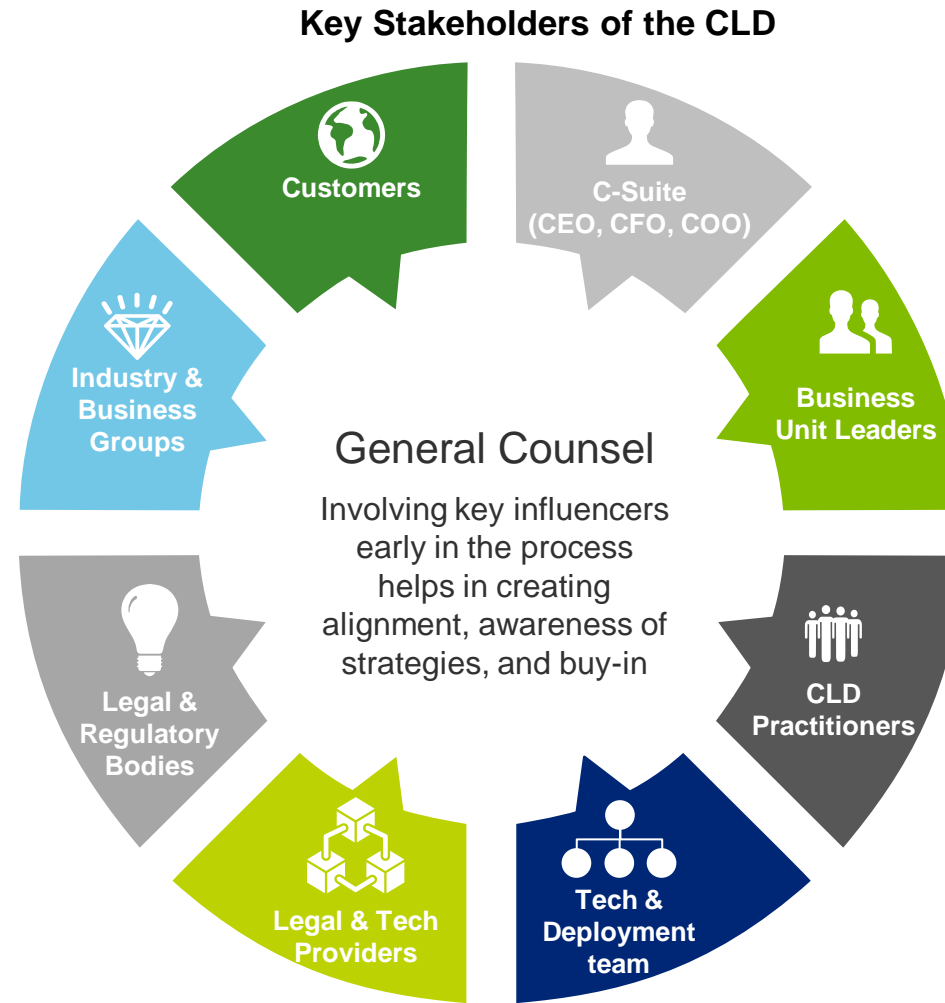


- Define the “**New Normal**” for the Corporate Legal Department
- Build a legal innovation roadmap to achieve the “**New Normal**” with a focus on
 - **Overall** – Refined mission and vision and metrics to measure success
 - **Processes** – Further optimize internal CLD processes
 - **People** – Examine human resources needed to execute refined CLD processes
 - **Technologies** – Curate and deploy tech solutions that meet the company’s and the CLD’s unique needs



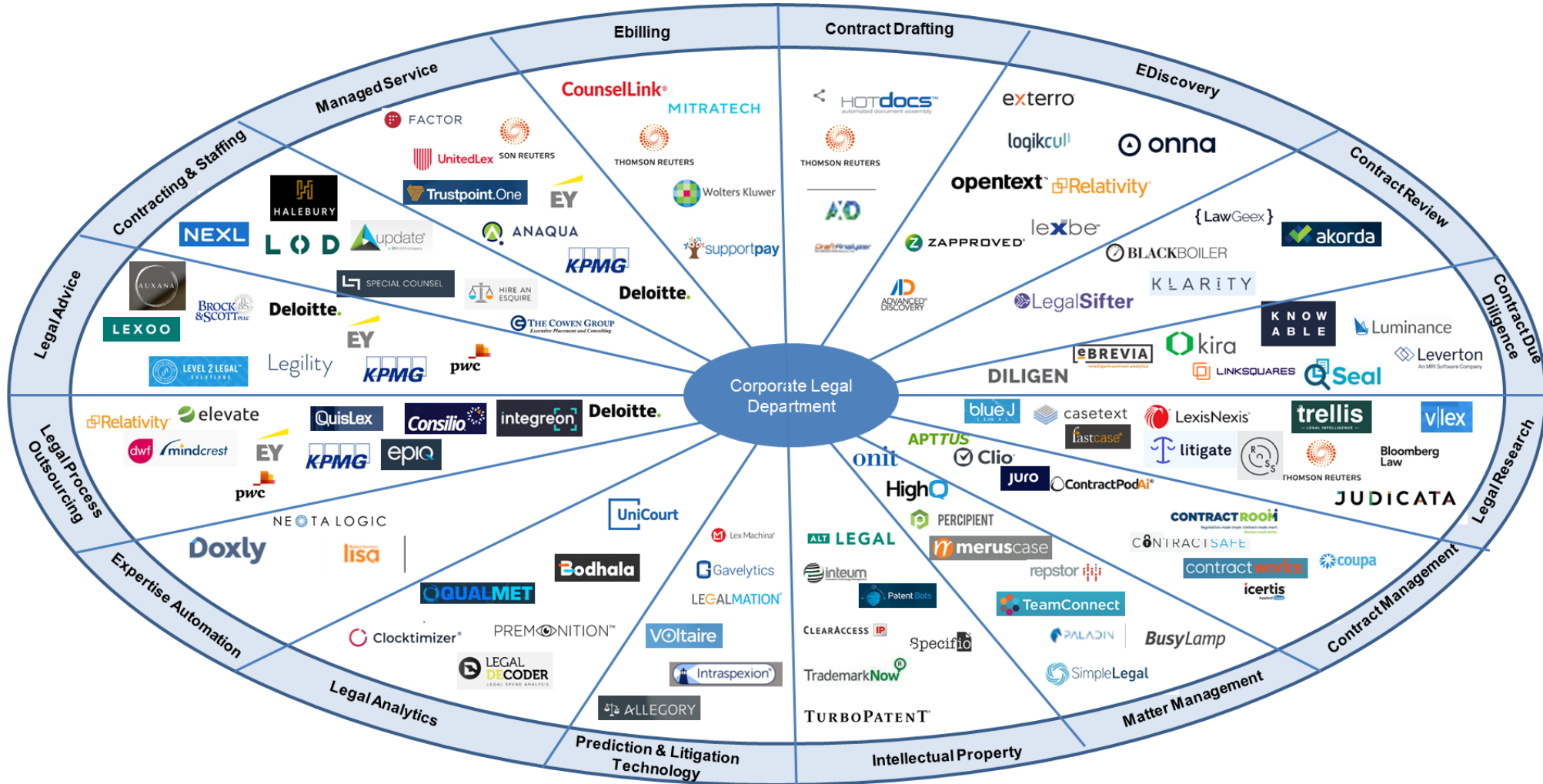
Communicate plan to key stakeholders to obtain buy-in, support & resources

- Socialize “**New Normal**” with the internal and external stakeholders



Determine “right fit” legal services and tech partners ...

- To further enhance CLD performance, with players from the complex legal and technology ecosystem



Execute on legal innovation road map

- Execution of the roadmap is a complex, iterative process and requires investments in time, money and dedicated resources

