

BUYING LEGAL COUNCIL
Americas Legal Procurement
Conference

New York

September 5, 2019


Dr. Guenter Dobrauz-Saldapenna



PwC Legal Switzerland

We are building the law firm of the future.
Every day.

www.pwclegal.ch



**Connecting your data and strategy for the
best ROI**

Dr. Guenther Dobrauz-Saldapenna, MBA



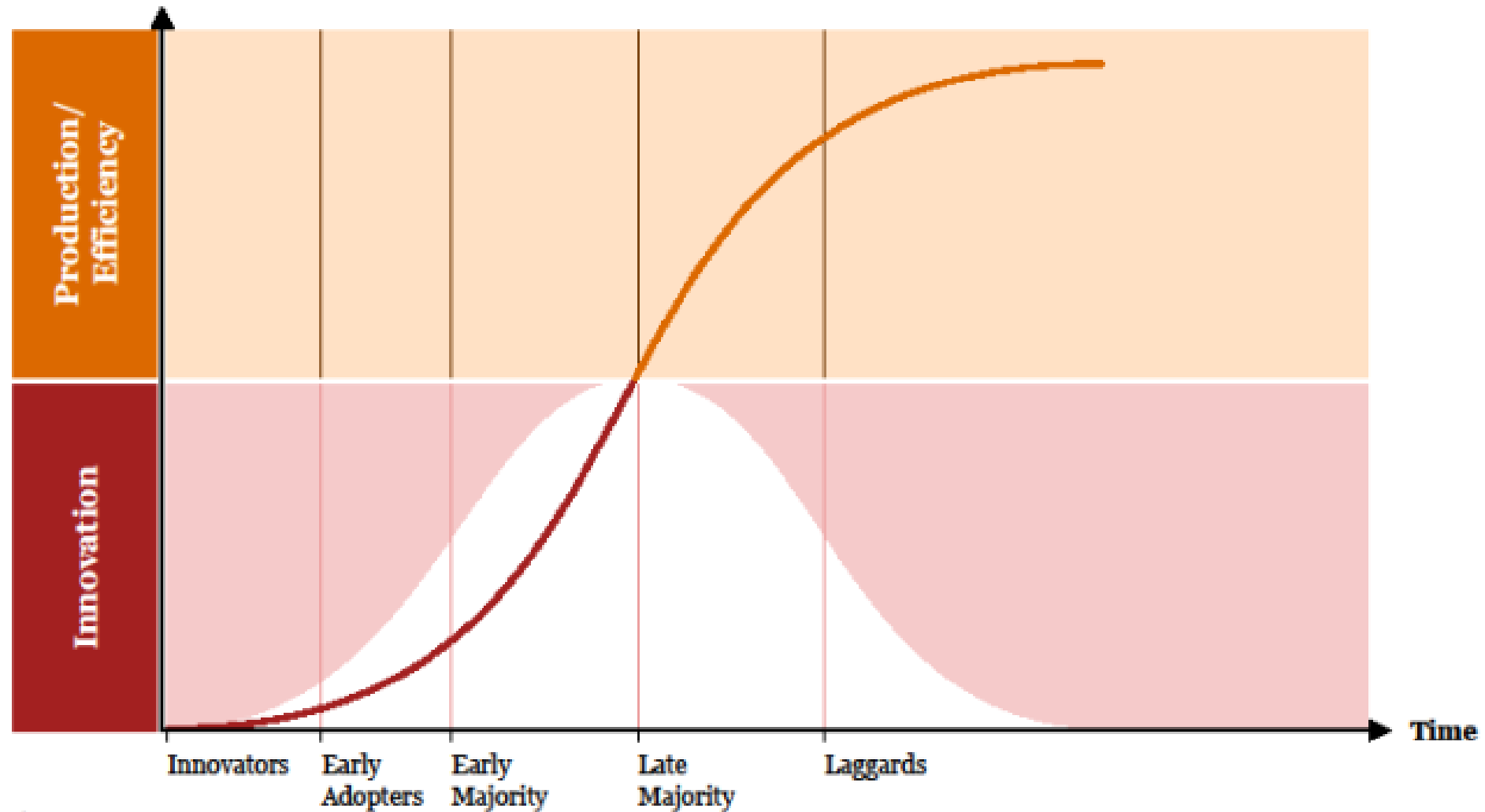


1. Innovation, Disruption & Dominant Designs



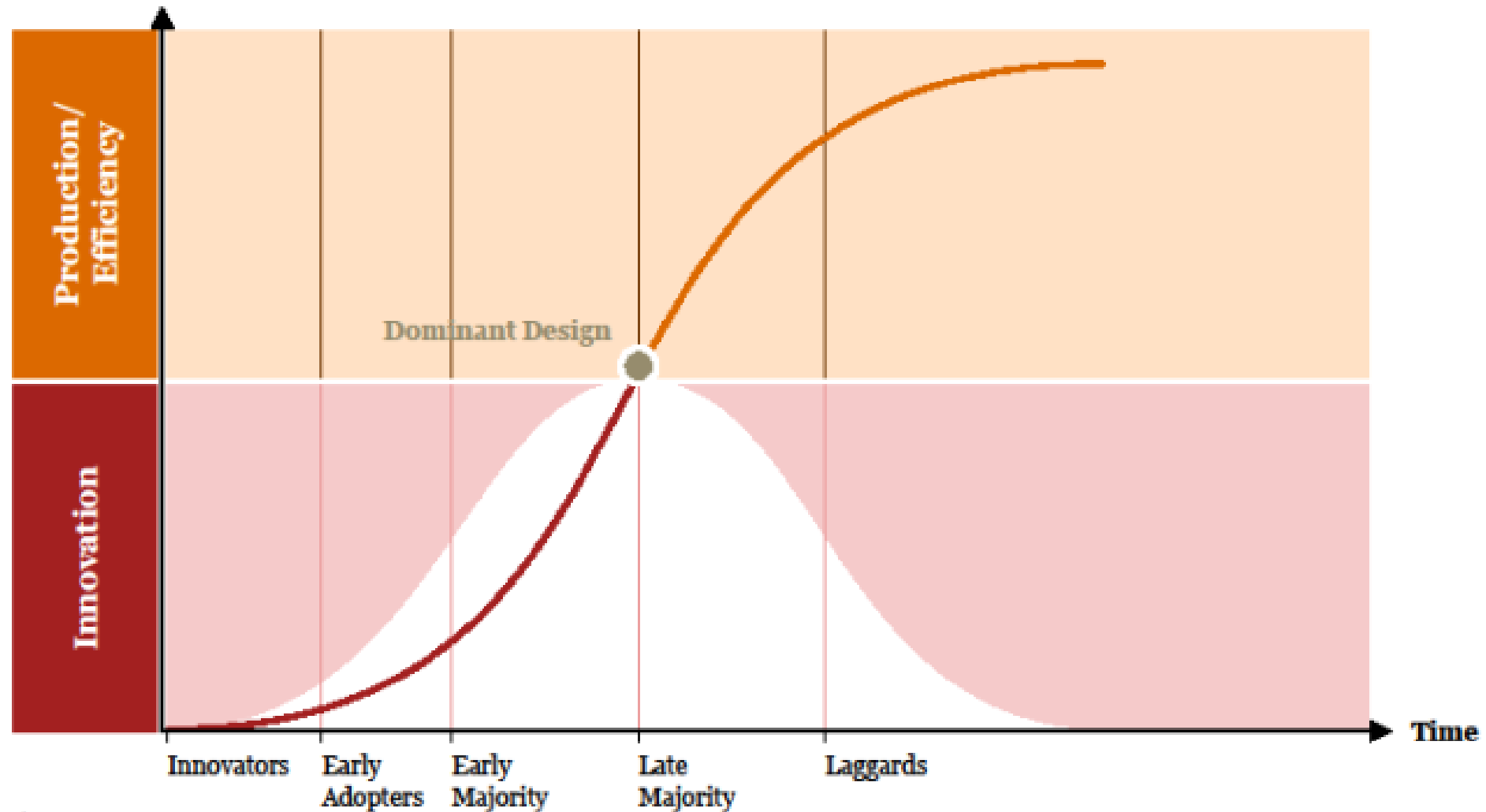
The dynamics of innovation

Key Success/Performance Parameter



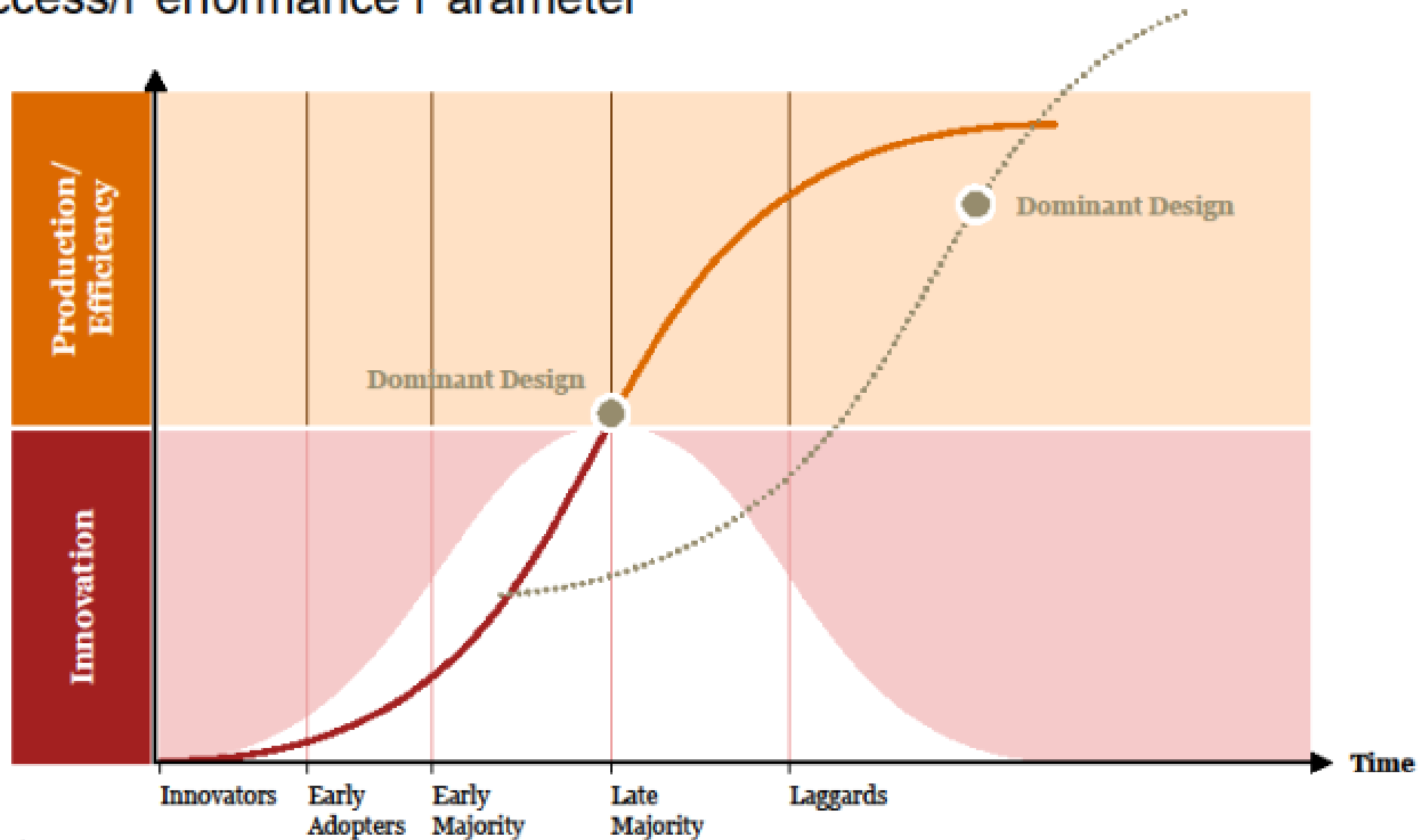
The dynamics of innovation

Key Success/Performance Parameter



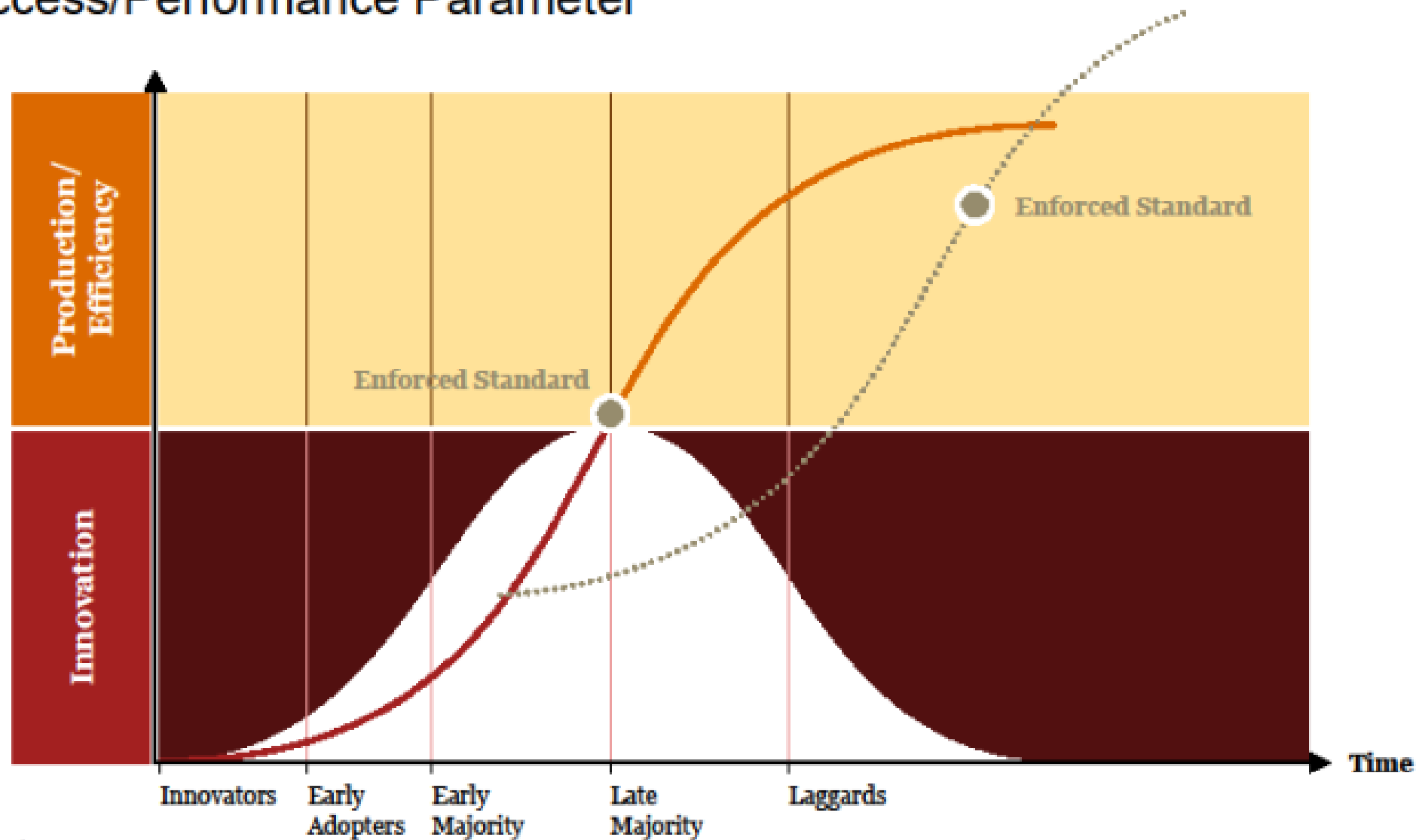
The dynamics of innovation

Key Success/Performance Parameter



The dynamics of innovation

Key Success/Performance Parameter

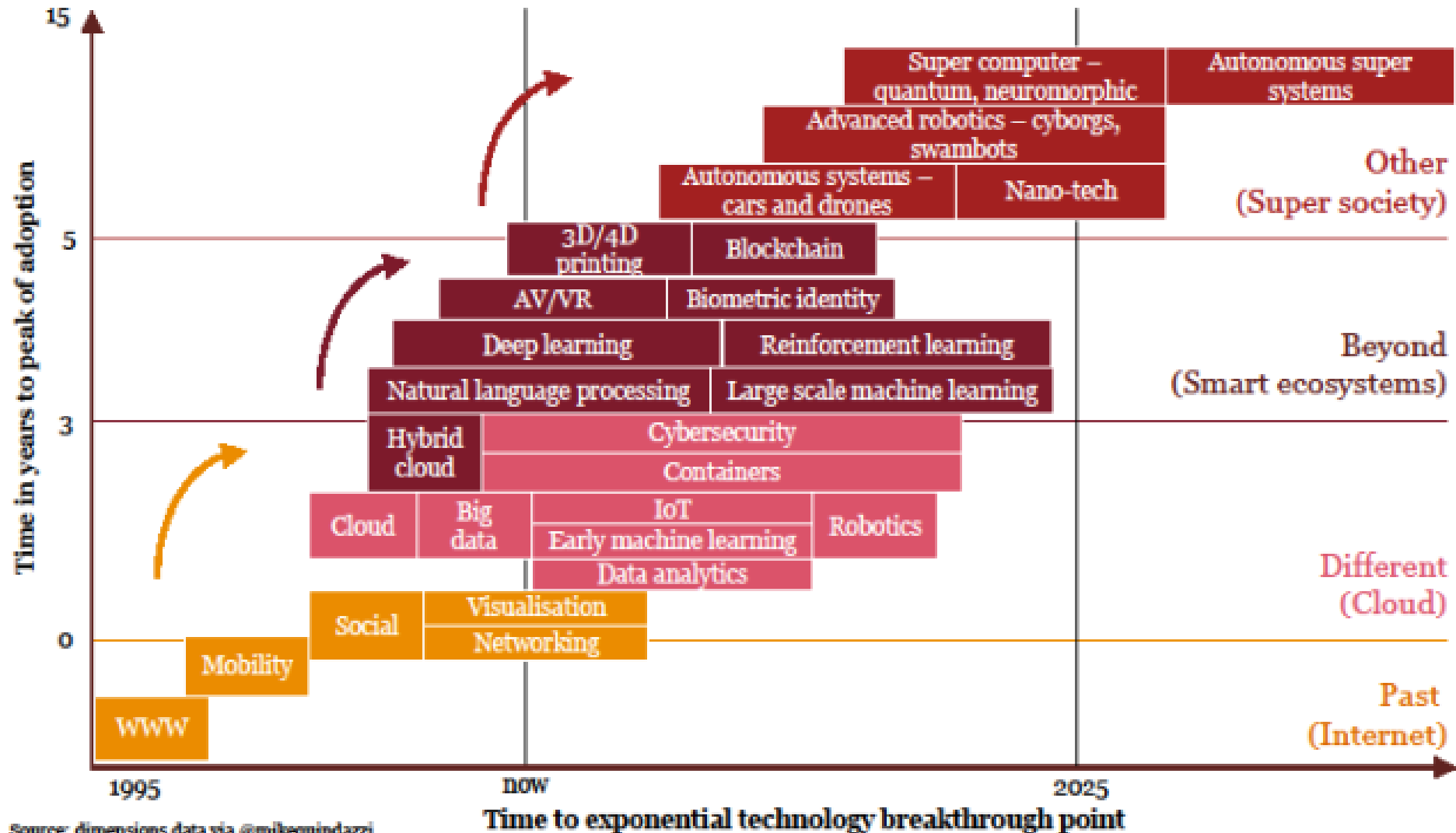




2. Horizons of technology disruption

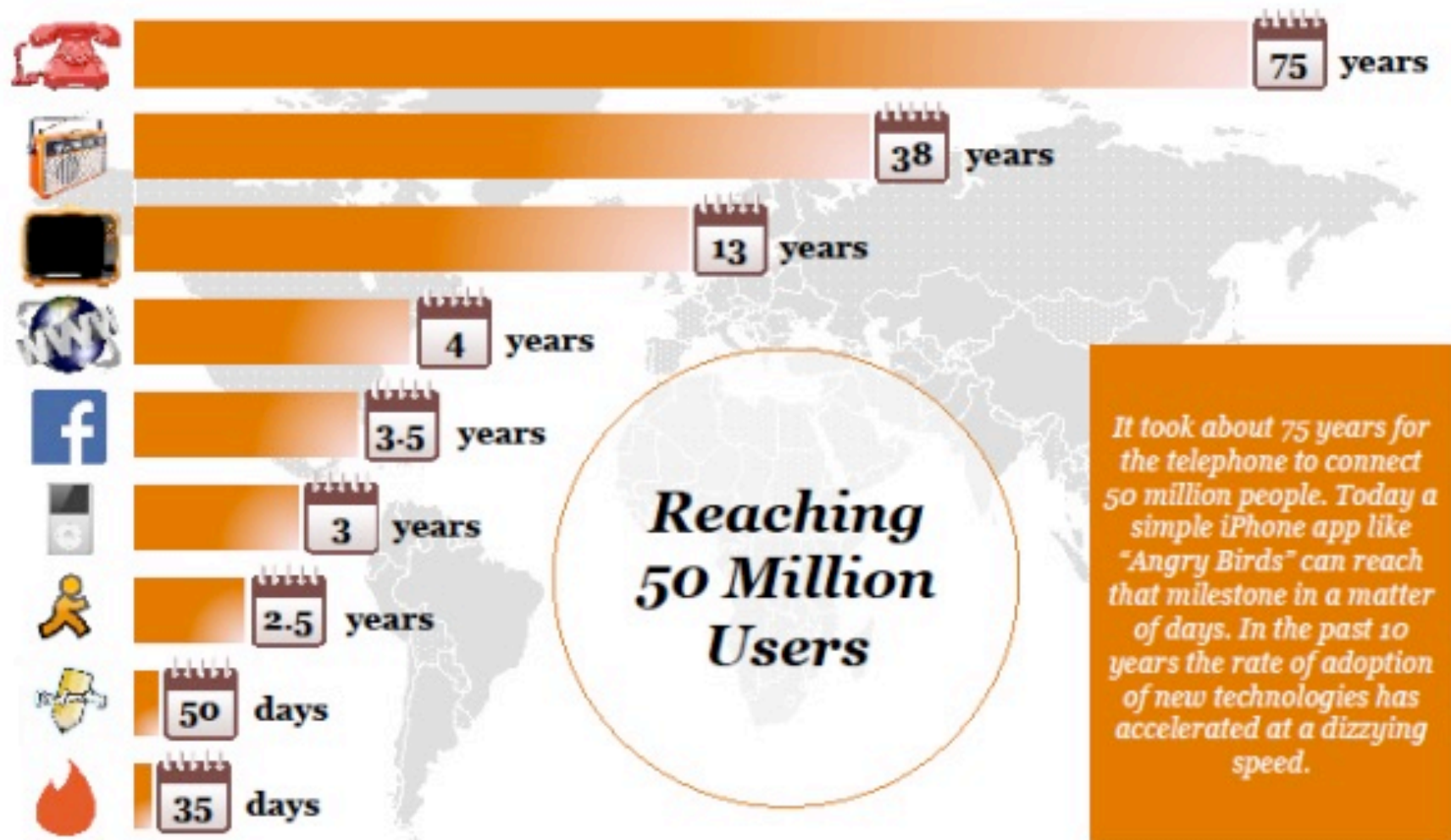


Horizons of technology disruption



Source: dimensions data via @mlkequindazzi

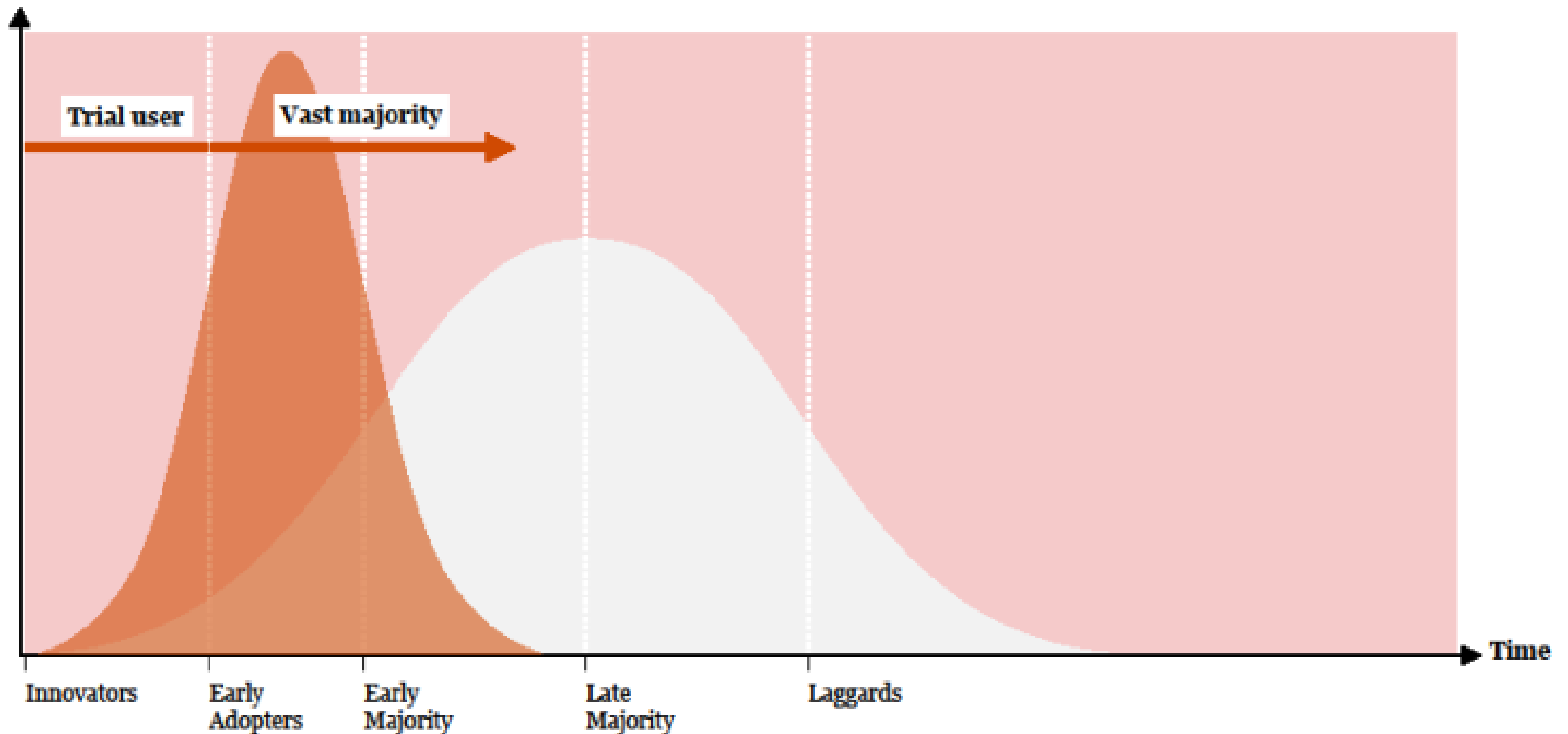
The acceleration of technological progress and uptake



The fundamental basis to this popular internet meme is in fact wrong or at least severely flawed, but the general message is true (Dobrauz-Saldapenna & Derungs in: *New Suits. Appetite for Disruption in the Legal World*).

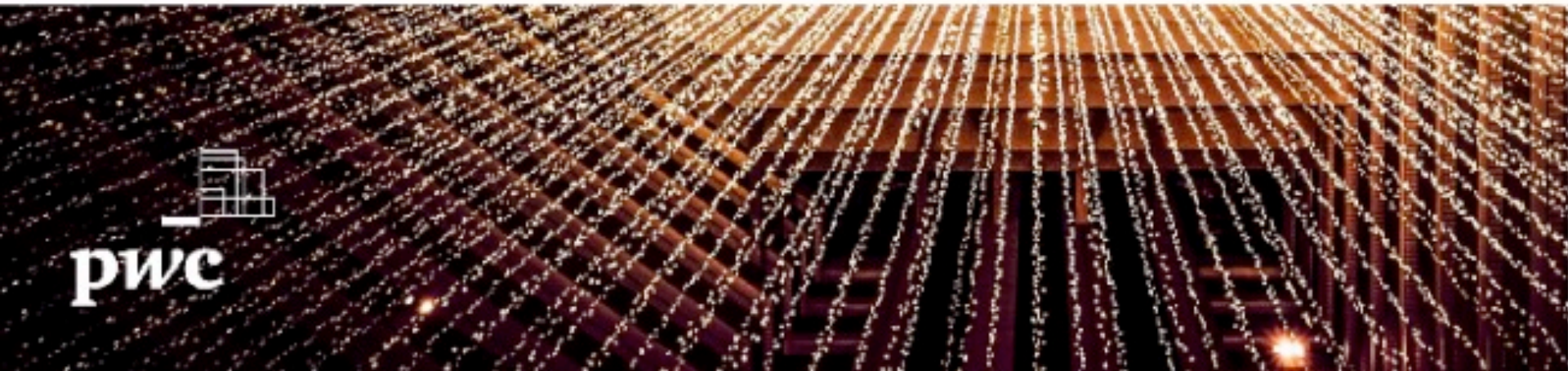
Big-bang disruption

Catching the wave





3. Data & strategy in legal procurement



Platform and network economy

Are you ready for a decentralized and disintermediated world collaboratively built without boundaries by liquid talent driven by meaningfulness and united by sharing economy ethos?

- The business and the socio-cultural world as we know it today, will substantially change in the near future.
- In particular, new revenue models enabled by connected platforms will disrupt the prevailing corporate structures.



PHASE 1
Mainframe



PHASE 2
Mini Computer



PHASE 3
PC
Software



PHASE 4
Internet
Web



PHASE 5
Mobile
Apps



PHASE 6
Connected Platforms
Hardware & Software

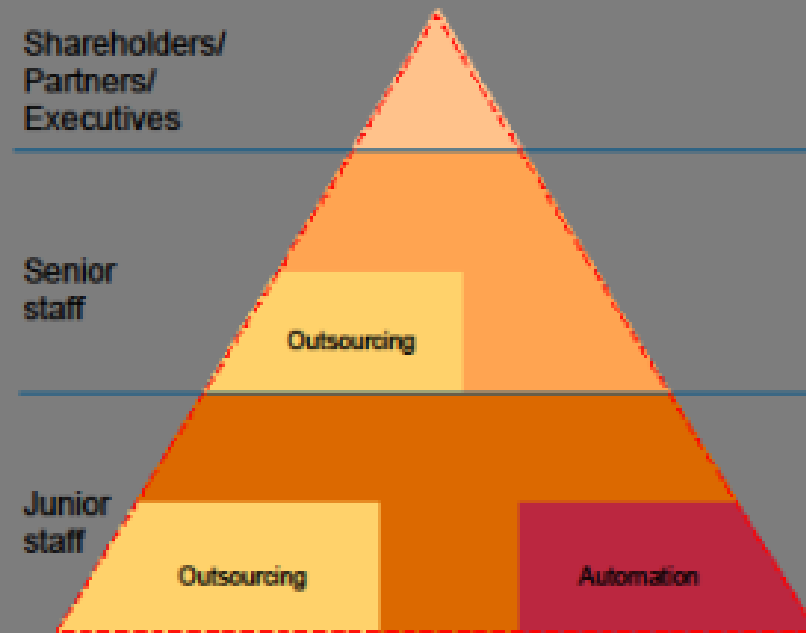
In the past, it were start-ups of a bunch of friends in a garage-like environment (e.g. Microsoft, Apple, etc.) that created "the new" and thereby shaped the building blocks of "modern society" as we are facing it today.

Based on technological developments this type of entrepreneurial approach has entirely changed. Today, it is a bunch of digital nomads that "code our future" – decentralized and disintermediated.

From pyramids to rockets to platform-based, decentralized ecosystems

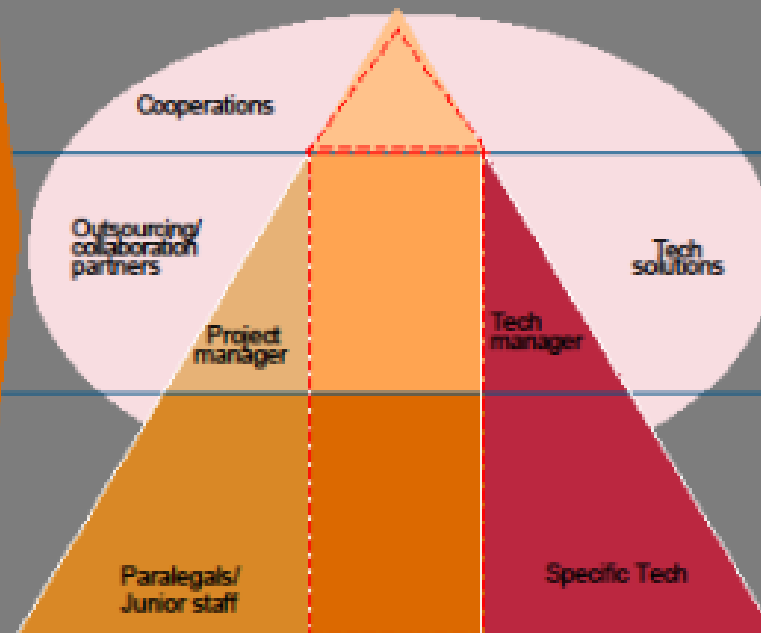
Old world

Pyramid structure

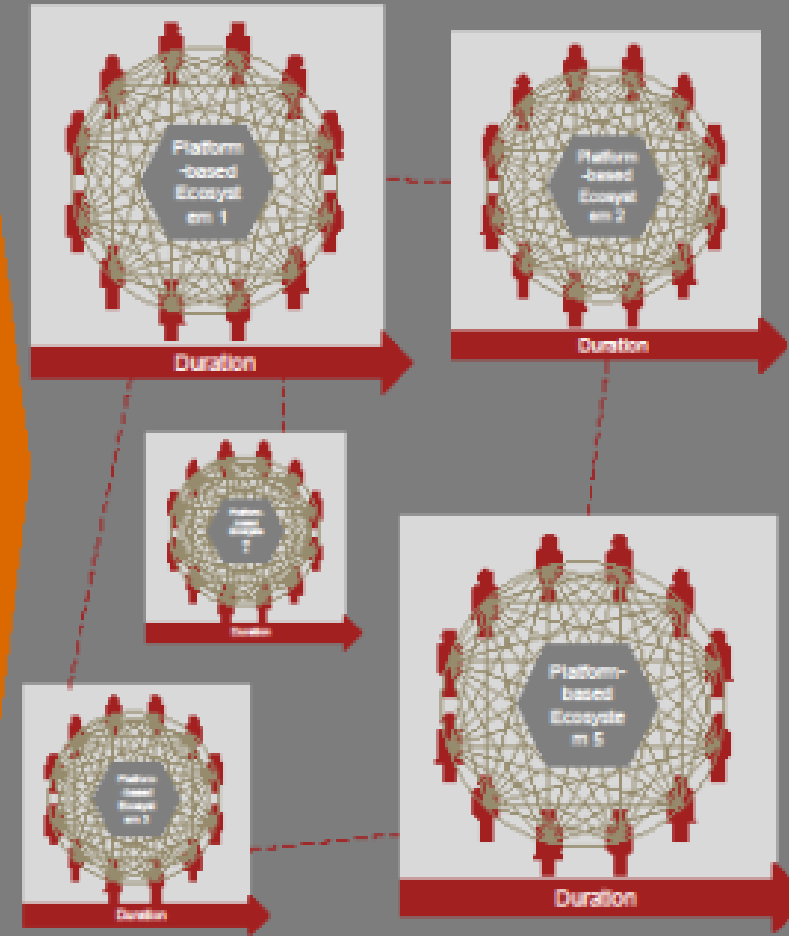


Intermediary step (now)

Rocket structure

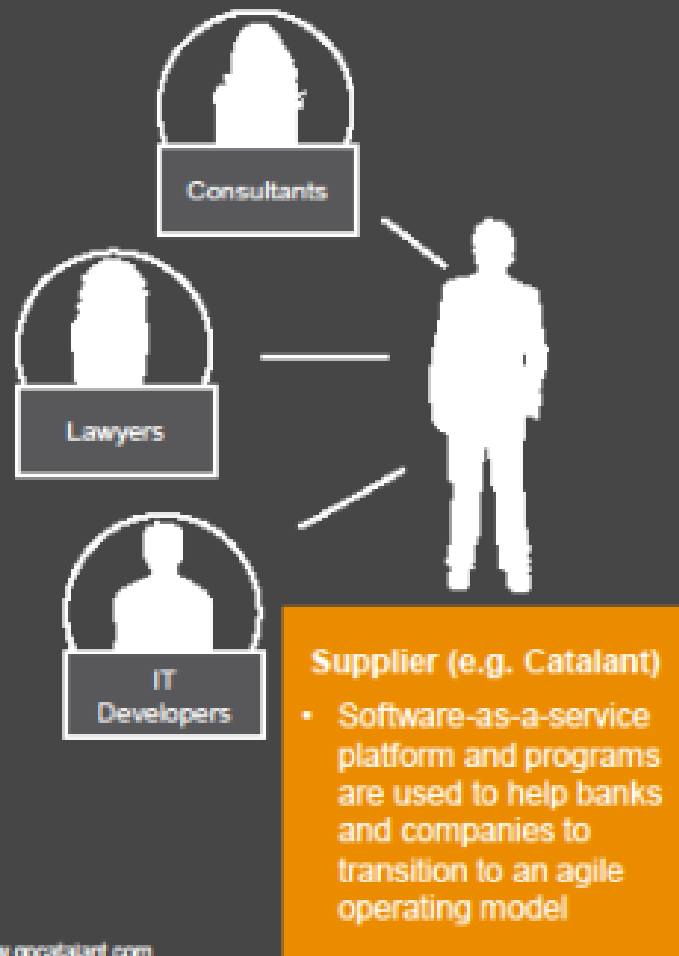


New world

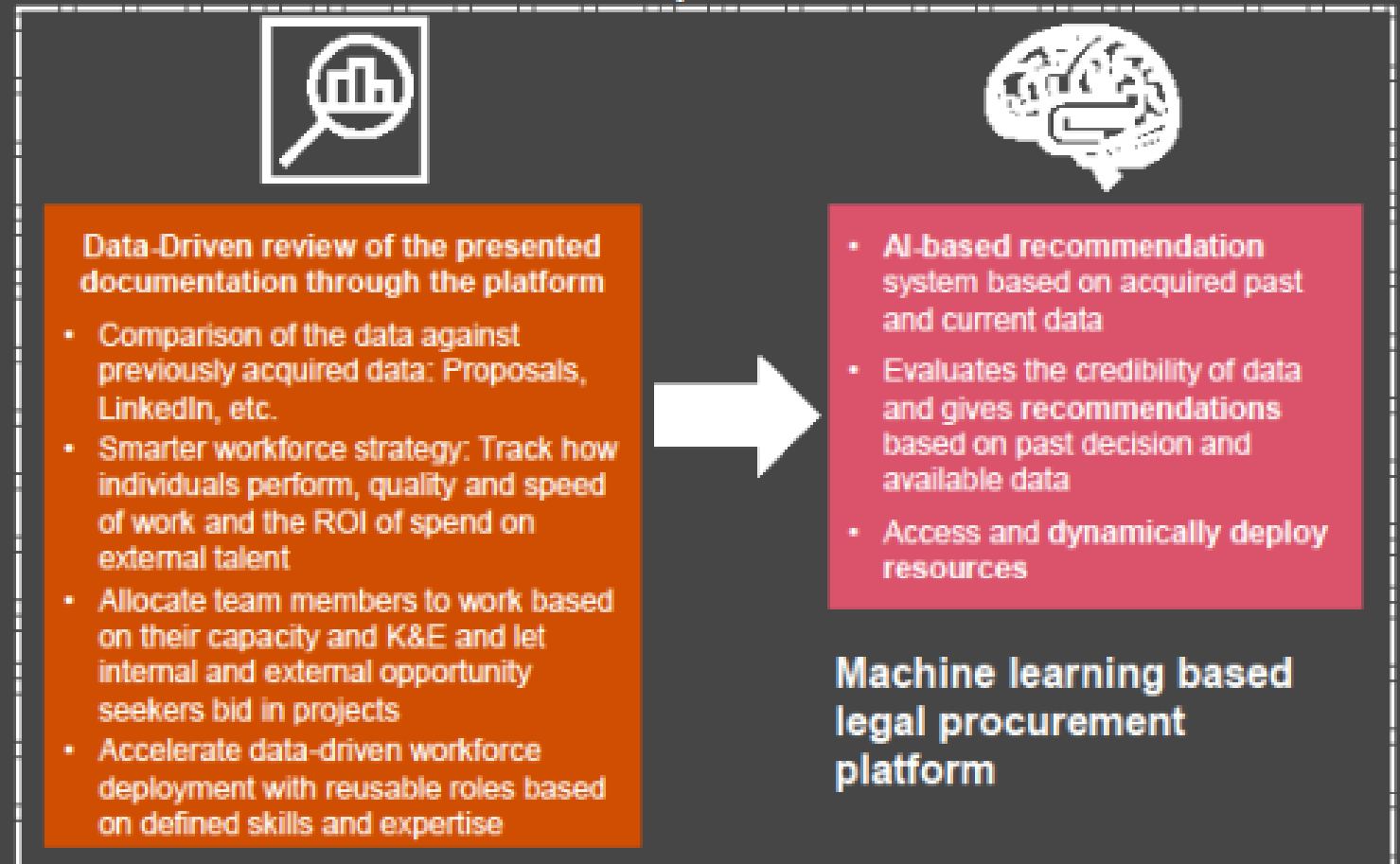


Case Study 1 – Platform-based third party contracting (e.g. Catalant)

Technology is changing the way legal services are being procured. Inter alia, large banks want dynamic access to people with capabilities they need – inside and outside their organisation.



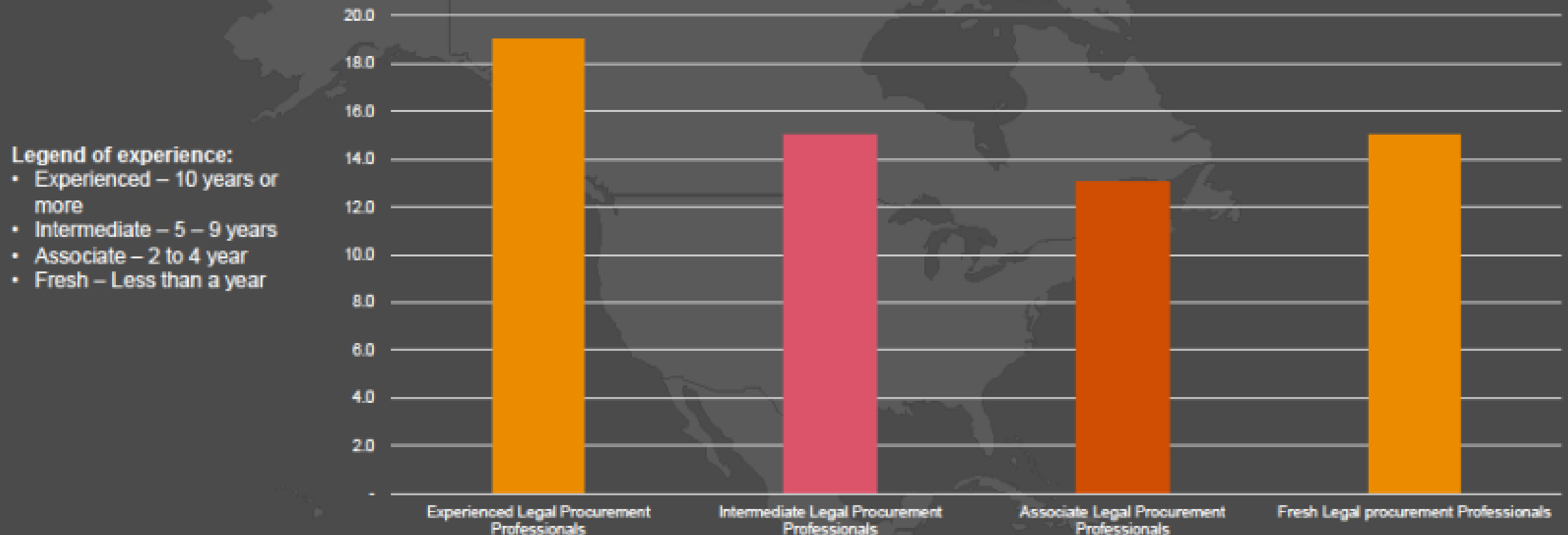
Catalant platform overview



What is the impact of data-driven legal procurement?

The number of procurement professionals that possess a sound understanding of data analytic skills, also in legal procurement, is on the rise. The simple reason is increased efficiency. The following chart presents the savings of companies in legal procurement matters, due to the involvement of data processing specialists.

Percentage saved per years of experience of Legal Procurement Professionals



Source: Michele DeStefano, Günther Dobrauz, New Suits, Appetite for Disruption in the Legal World, p. 536

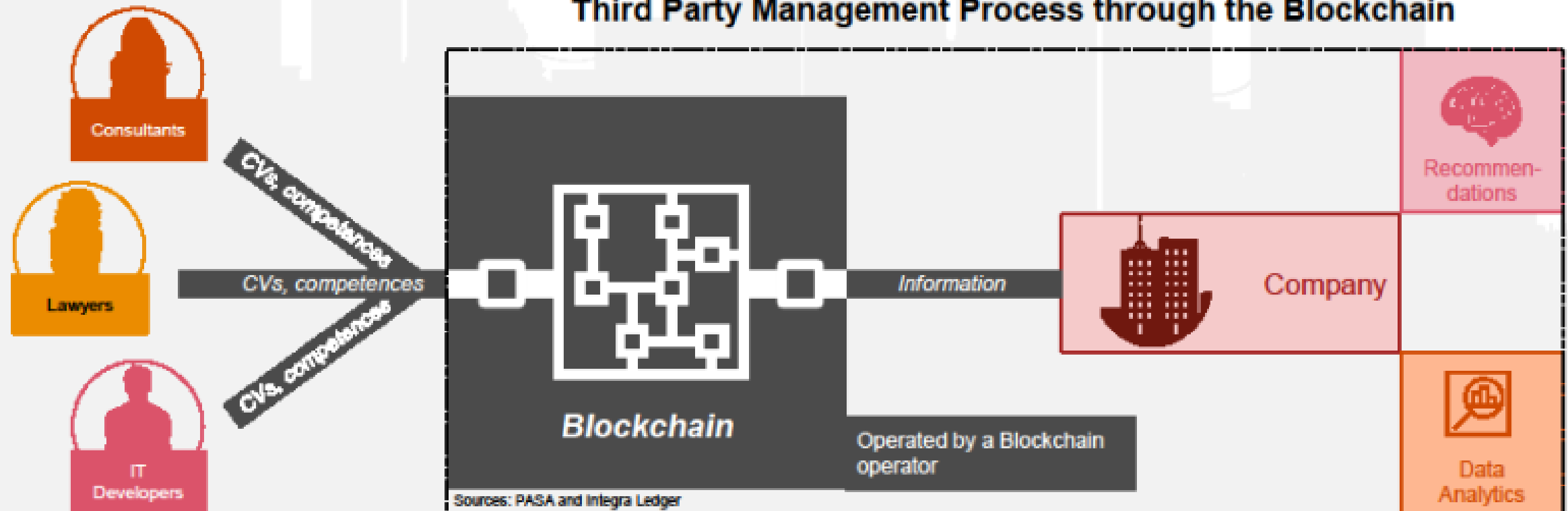
Americas Legal Procurement Conference
PwC

September 2019

Blockchain technology in legal procurement

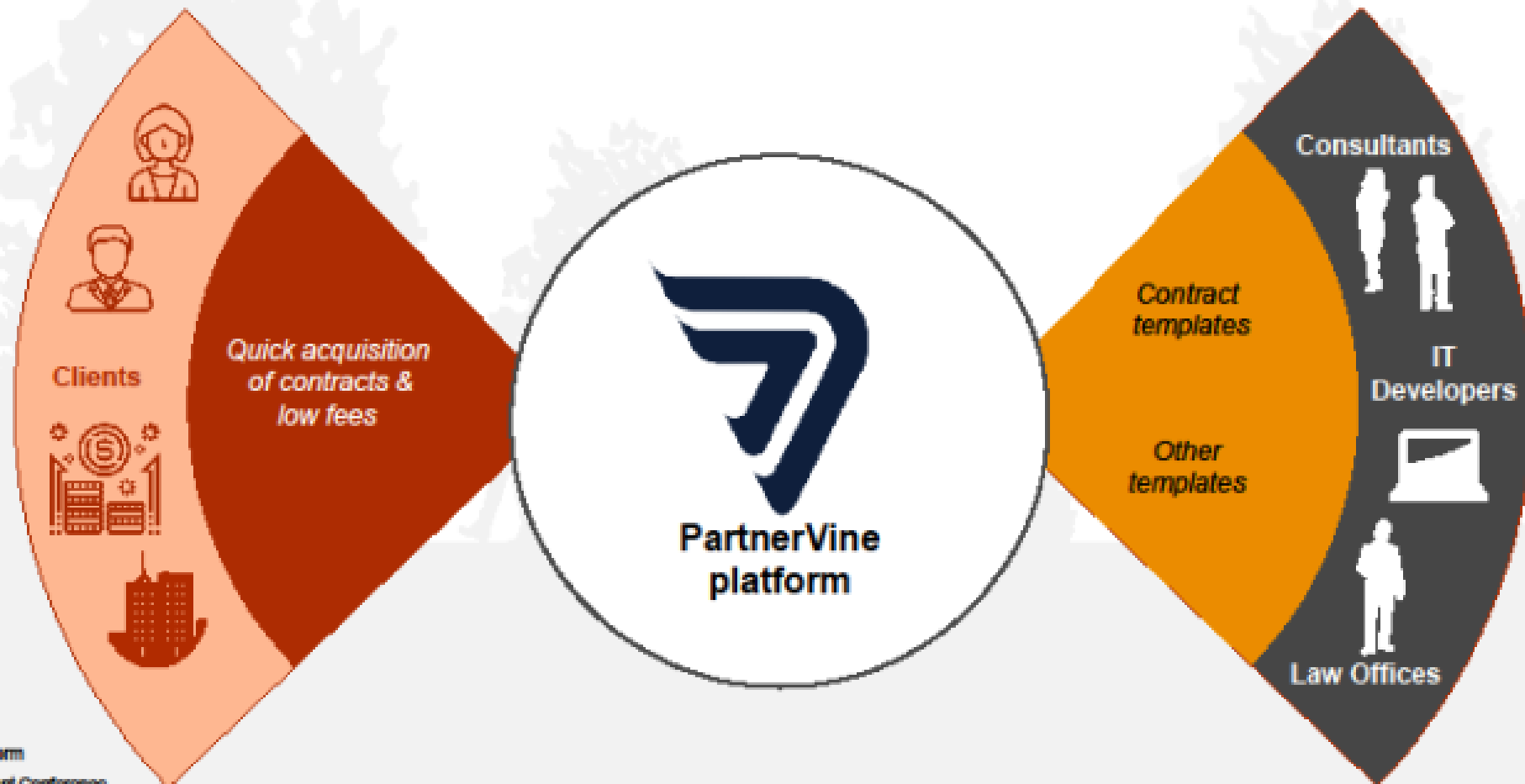
In the future the legal procurement process will be revolutionised, as third parties may provide their CVs and competencies through Blockchain service providers such as the Integra Ledger or other platforms, provided inter alia by CSIRO's Data61, Herbert Smith Freehills or IBM.

Third Party Management Process through the Blockchain



Case Study 2 – Revolutionising Contract Drafting – PartnerVine

Since demand is shifting and more and more corporate customers are unwilling to pay for expensive drafting of simple and straightforward contracts, the model to provide clients with standardised contracts was developed in order to remove high costs for simple tasks.



Revolutionising Contract Drafting – Market status

Although it does not require sophisticated technology, automation of templates could severely change the face of the legal industry by removing the bread and butter work in law offices – also called **Templates on steroids**.

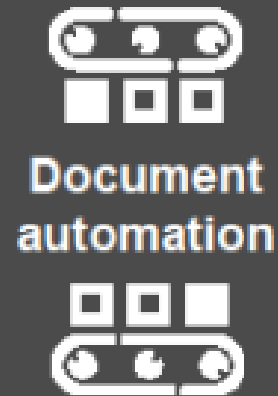
Business to Business Document Automation



- Still in very early stages
- One of the early adopters is PartnerVine
- One other provider is Thompson Reuters's Practical law

Why?

- Dogmatic beliefs
- Entry of no-experience legal professionals in the market



Business to Customer Document Automation



- Already wide-spread
- The providers are for example USLegalForms.com, Robot Lawyers LISA's property tool
- Also **sovereign entities** are starting to leverage this technology for administration (Austria)
- Service providers already gained a considerable market share



Case Study 3 – Regulatory Radar / Strategic Legal Procurement (1/2)

- Since the global financial crisis, regulatory reform has topped the agenda for financial institutions.
- The PwC RegRadar provides financial institutions with immediate information regarding new regulations:

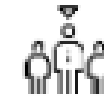


- Effort estimation
- Client feedbacks
- Pilot case
- ITS Demand
- Webpage Digital Hub
- Internal Testing
- Risk Management Review

Main Characteristics of the Regulatory Radar



Early warning system
Regular and frequent regulatory updates (incl. forward-looking tool, regulatory repository per country)



Consolidated supervision
Consolidated supervision of regulatory initiatives



Digital access
Easy Web-based tool in time of digitalisation



Clear prioritisation
Clear prioritisation of regulatory updates



Increase business success
Increasing business success through early identification and regulatory analysis



Regulatory updates
Structured summary of updates per regulation and easy to extend country by country and regulation by regulation



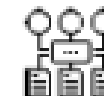
Forward-looking tool
Yearly regulatory outlook brochure



Impact analysis
Quarterly high-level impact assessment for selected regulations



Ad-hoc support
Ad-hoc support for relevant regulatory topics



Tasks and responsibilities
Assigning tasks and responsibilities

Case Study 3 – Regulatory Radar / Strategic Legal Procurement (2/2)

The Dashboard of the Regulatory Radar

- The Dashboard provides the client with an **overview** on the latest updates, country updates, taxonomy and recommended actions.
- Therefore, **human and financial** resources can be planned and tailored to the future regulatory landscape, enabling an efficient **strategic legal procurement**.

This section includes topics and regulations that the client has identified as highly important for its business. This enables a quick access to relevant regulations.

01

Favourites

This section shows all affected countries at a glance.

02

Country Updates

Dashboard

This section provides a taxonomy classification of the diverse regulations (i.e. capital & liquidity, investor protection, AML & KYC, etc.)

05

Taxonomy

This section provides the client with the latest information adapted to its **business model**. It facilitates the prioritisation of the relevant regulations due to the impact assessment (i.e. high, medium and low) of each regulation.

03

Latest Updates

Recommended actions

04

This section provides an overview of the next steps regarding the upcoming regulations in the relevant countries (i.e. watchlist, impact assessment and immediate action).



4. Contact






www.appetitefordisruption.tv



brought to you by



*We will take you to the edge.
And past it.*

@APPTT4DSRPTN 
Appetite_for_disruption 
Appetite For Disruption 

New Suits

*Appetite for Disruption in
the Legal World*

Order here:

www.staempflishop.com/newsuits



Dr. iur. Guenther Dobrauz-Saldapenna, MBA

Partner & Leader PwC Legal Switzerland



PricewaterhouseCoopers AG
Birchstrasse 160
8050 Zurich

+41 58 792 14 97

+41 79 894 58 73

guenther.dobrauz@ch.pwc.com

www.pwclegal.ch

www.linkedin.com/in/dobrauz/

[@_GDS77_](https://twitter.com/_GDS77_)

[@gds77](https://www.instagram.com/gds77)

[@_gds77_](https://www.instagram.com/_gds77_)

Appetite For Disruption



Thank you for your attention...

...and now let's go and do amazing things!



pwc

© 2019 PwC. All rights reserved. Not for further distribution without the permission of PwC. "PwC" refers to the network of member firms of PricewaterhouseCoopers International Limited (PwCIL), or, as the context requires, individual member firms of the PwC network. Each member firm is a separate legal entity and does not act as agent of PwCIL, or any other member firm. PwCIL does not provide any services to clients. PwCIL is not responsible or liable for the acts or omissions of any of its member firms nor can it control the exercise of their professional judgment or bind them in any way. No member firm is responsible or liable for the acts or omissions of any other member firm nor can it control the exercise of another member firm's professional judgment or bind another member firm or PwCIL in any way.