



# The Leader in Integrated Law.

**Factor works alongside corporate legal departments and law firms to solve for the ever-increasing demands and complexity of transactional legal work.**

Factor defines a new market category integrating the specialization of Traditional Law, the scale enablers of New Law with the close business understanding and alignment of In-house legal. Factor provides technology-enabled services to the world's most sophisticated legal clients across Banking, Technology, and Life Sciences among other industries, delivering the market's largest portfolio of complex legal work at scale.

**Not outside.  
Not outsourced.  
Not alternative.**

**10+**

years of client success

**8/10**

largest global banks  
are clients

**600+**

legal and contracts  
experts

**100s**

of successful client  
engagements

**1M+**

contract documents  
negotiated

**3**

scaled legal hubs

## Solving for the biggest gap (and customer needs) in today's fragmented legal market.

**Traditional Law** specializes in high-end complex advice (e.g. big deals or bet the company decisions) which is bespoke and expensive.

Alternative Legal Service Providers ('ALSP') or **New Law** companies specialize in standardized, low complexity, commoditized work that is offshored or outsourced in a race to the bottom.

General Counsel (GC's) and **In-house** lawyers (IHL) must keep pace with the ever-increasing demand

and complexity of the business. Embracing new geographies, regulations, technologies, partners, and customers all open the door to risk & opportunity. Couple the increased demands with a volatile labour market, and the result is an avalanche of business as usual, transactional legal work leaving them under-pressure and under-fulfilled.

Despite waves of new entrants, no provider has looked at the market holistically. Until now. Positioning, building and solving for this void in the legal market represents a new category we call **Integrated Law**.

With 10+ years of experience working with the world's largest, most demanding clients, Factor is uniquely situated to bring these capabilities together to unlock potential—handling the complex and dynamic contracting work side by side with in-house teams.

Delivering complex legal work at scale requires a mix of capabilities that spans categories.

