



# LegalTech in Leeds – Overview & Involvement Opportunities

## Information pack for legal services providers

February 2022

# Purpose of this Document



- Introduce the ‘LegalTech in Leeds’ concept and outline its aims.
- Outline the current challenges faced by the legal services market and highlight the issue of access to legal expertise.
- Provide information on the opportunities for law firms to potentially solve some of their key challenges relating to tech.
- Conference details.
- How to get involved.



## LegalTech in Leeds 2022



# LegalTech in Leeds



“The legal sector is in the midst of a major industry transformation; a situation which is creating both vulnerability and opportunity for law firms and other providers of legal services.

“The sector is experiencing disruption on a number of fronts and practitioners in the Leeds City Region have an opportunity to contribute and help shape its future.”

Leeds City Region Legal Tech & Innovation Report  
(September 2020)

## Accelerate Digital Transformation

Create stronger links between Legal and Tech / Digital sectors to meet client needs

The changing face of competition

## Enhance Access for Citizens

Improve access to legal expertise and justice for Consumers & Businesses

Identify new innovative solutions

## Drive and Enable Innovation

Support Entrepreneurs who can help enhance the provision of legal services

Demystify the challenge of working with the legal sector

Across each of these areas we will paint a vision of the future, develop problem statements and challenges to be addressed, with the goal of driving innovation that enhances the value to consumers and businesses.

**LegalTech refers to the technology-led innovation that either helps facilitate the practice of law for lawyers or enables consumers and businesses to access legal expertise or justice. LegalTech is not restricted to the regulated legal sector – innovation can come from non-regulated organisations and activities.**

This includes:

- **Legal tech** – legal technology relating to the application of new technology to the legal sector to enhance the effectiveness of the provision and delivery of legal services.
- **Lawtech** – disruptive technologies or firms who are focussed on disrupting the sector through technology.
- **Innovation** - refers to impactful change, which can be non-technological or involve elements of technology, including changes to business models and structure.

As part of LegalTech in Leeds we will encourage challenging questions to be addressed about the broader defining characteristics of the legal sector, such as: What is the optimal business plan for a modern law firm? What is the most valuable role of tech in the sector and how does this align to existing business models? What are the opportunities of data? How imminent is the threat of the 'Big Tech' brands? How do we introduce important new skills such as project management and change management?



## **LegalTech in Leeds: Current challenges with legal services & potential opportunities**

# LegalTech in Leeds – Current challenges with legal services

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**There are multiple challenges faced by the different types of legal services which prevent the adoption of technology solutions and innovations and continue to limit access to legal advice/support for consumers and businesses.**

- The legal services market has been slower to adopt the kinds of innovations that have transformed and enhanced other parts of the economy.
- The legal sector in particular displays a low risk appetite and can often be viewed as “hard to sell to” by the tech sector. Reasons for this include law firms being difficult to access and showcase solutions to as well as there being a lack of understanding by tech firms of the common language used within the legal sector.
- In addition to this, there has been a cut in public funding for legal advice/support which has reduced the accessibility and affordability of legal advice for consumers and businesses. LegalTech in Leeds provides an opportunity to increase awareness of digital legal services amongst customers and businesses.
- This initiative will also provide the opportunity for local tech firms/ entrepreneurs to engage with the legal services market and showcase their tech solutions whilst also creating a collaborative community that is working towards a shared interest of improving access to legal services.

# LegalTech in Leeds – Potential Opportunities

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**There are multiple opportunities for legal services providers to solve some of their key tech related challenges whilst also becoming part of a collaborative community with a shared interest of improving access to legal advice/support.**

## **Potential opportunities to:**

- Better integrate and utilise data that is already stored so that it can add more value, improve investment decisions and client relationships, identify opportunities for business growth and ultimately increase profitability.
- Access the required tech skills, knowledge and resources to implement digital transformation programmes.
- Satisfy the expectation of digital onboarding / Know Your Customer processes.
- Provide multiple channels of legal advice/ support so that it is accessible to varying levels of vulnerability and capability amongst consumers and businesses



## LegalTech in Leeds: The Conference

## Involvement opportunity – Reverse Pitches

- Reverse Pitches - Law firms, legal services providers and in-house legal teams will present some of their key priorities / challenges, while tech firms & entrepreneurs will pitch their ideas as to how they can support the legal sector.
- If interested in getting involved with the conference and providing your key tech related challenge for the reverse pitches, please fill in the application form and email to:  
[leedslegaltech@whitecapconsulting.co.uk](mailto:leedslegaltech@whitecapconsulting.co.uk)

# LegalTech in Leeds Conference



‘LegalTech in Leeds’ is a showcase event hosted on the 24<sup>th</sup> March.



- The conference will bring together law firms with LegalTech firms, tech firms, digital experts, and other stakeholders in an agenda which is envisaged to include reverse pitches.
- **Venue:** West Gate, 6 Grace Street, Leeds LS1 2RP
- **Contact:** [leedslegaltech@whitecapconsulting.co.uk](mailto:leedslegaltech@whitecapconsulting.co.uk)

**Tickets can be booked here:**

<https://www.eventbrite.co.uk/e/legaltech-in-leeds-tickets-247282848657>

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