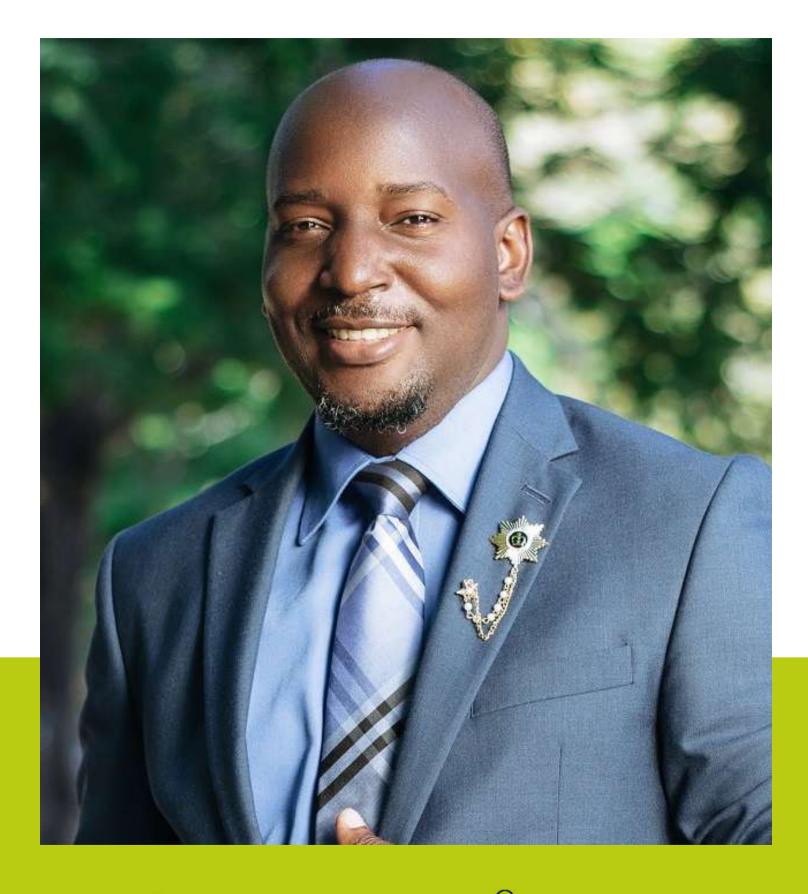
Using Legal Tech in Law Firms:

How can young lawyers can benefit from legal technology





Sunday Ndamugoba

- Advocate of the High Court of Zanzibar
- Advocate of the High Court of Tanzania.
- Chairman IP Committee East Africa Law Society.
- Coordinator- CLE Committee Zanzibar Law Society
- Governing Council Member- Zanzibar Law Society.
- Accredited Arbitrator and Mediator.
- Local Content & Compliance Consultant
- UK Chattered Trademark Attorney.
- Investments advisor.
- LLB (TZ),PGDLP (TZ),CPIR (TZ), LLM(UK)

ABC Attorneys.®

Managing Counsel and the Head of the Intellectual Property and Technology Department.

About Us

A Corporate and Commercial Law firm

Primary Practices are Intellectual Property Law, Technology Law, Investment law, and Employment law.



01 Offices

- We have offices in :Dar es Salaam, Dodoma, Arusha and Zanzibar.
- 22 Staff Members





03 ABC Symposium

- Every Year.
- Innovation, Technology, and the Law
- Lead Discussions on the enabling regulatory framework for technology and innovation ecosystem

02 Memberships

- TAGLAW. (260 members |90 countries |9500+ lawyers|300 offices).
- AMANI IP a network of Premier African Intellectual Property law firms. (5 law firms)



"ABC provides a timely and efficient service to clients with respect to trademark fillings....."

WORLD TRADEMARK REVIEW 2023

- RECOMMENDED LAWFIRM 2023
- RECOMMENDED ATTORNEYS 2023

Professionals 2023



What is Legal Tech?

Legal tech refers to any application of technology that helps lawyers and law firms digitize processes involved in providing legal services."

~ The Tech Slang



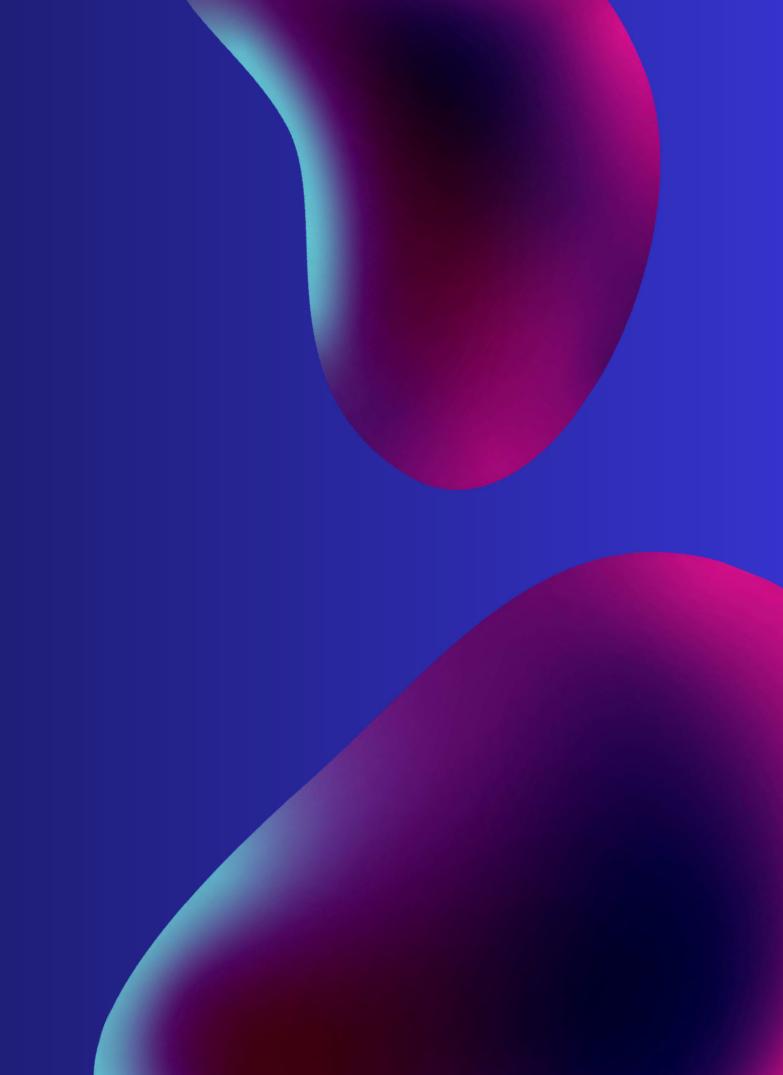


<u>Legal technology</u> is a type of technology which delivers legal services and supports the legal industry. `Clio



ABC Attorneys. What is a legal software system?

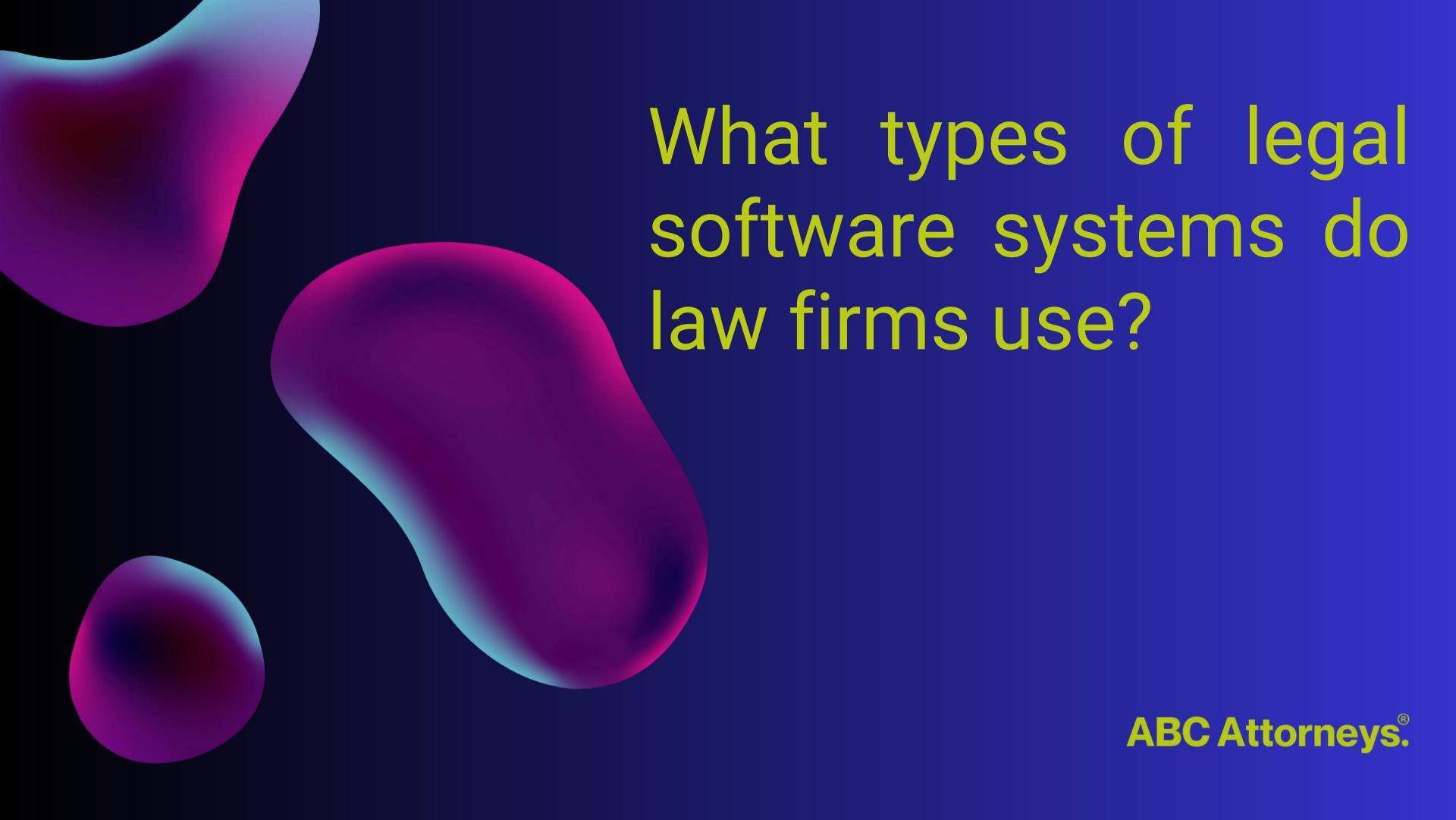
A legal software system is a suite of programs that help law firms manage their daily business operations. It differs from on-premise hardware, and helps legal professionals to get more things done, serve clients better, and go home on time.





Examples of legal software systems include:

- Being able to <u>sign documents with e-signatures</u> instead of needing to print and sign everything by hand.
- <u>Legal accounting software</u> that helps accountants keep track of the firm's finances and cash flow.
- Software that helps run the administrative side of a firm, such as an appointment scheduling.
- Document automation and storage





Case management software.

This kind of system that manages each aspect of your law firm. These systems provide a single, cloud-based source of truth where firms can store, access, and manage key client data.

Billing and tracking software.

This software helps
lawyers track their
hours as effectively
and accurately as
possible to reach their
targets.

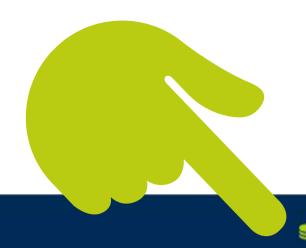
Document management and automation software.

This allows law firms to automate document creation with the help of intelligent templates, saving precious time and resources for practices.

Online payment processing.

This makes it easy to pay and get paid. And when it's specifically for law firms, not a generic payment processor like Stripe or Square, it is compliant with trust accounting rules.





Online Payment Services

English .



Pay Your Invoice Online



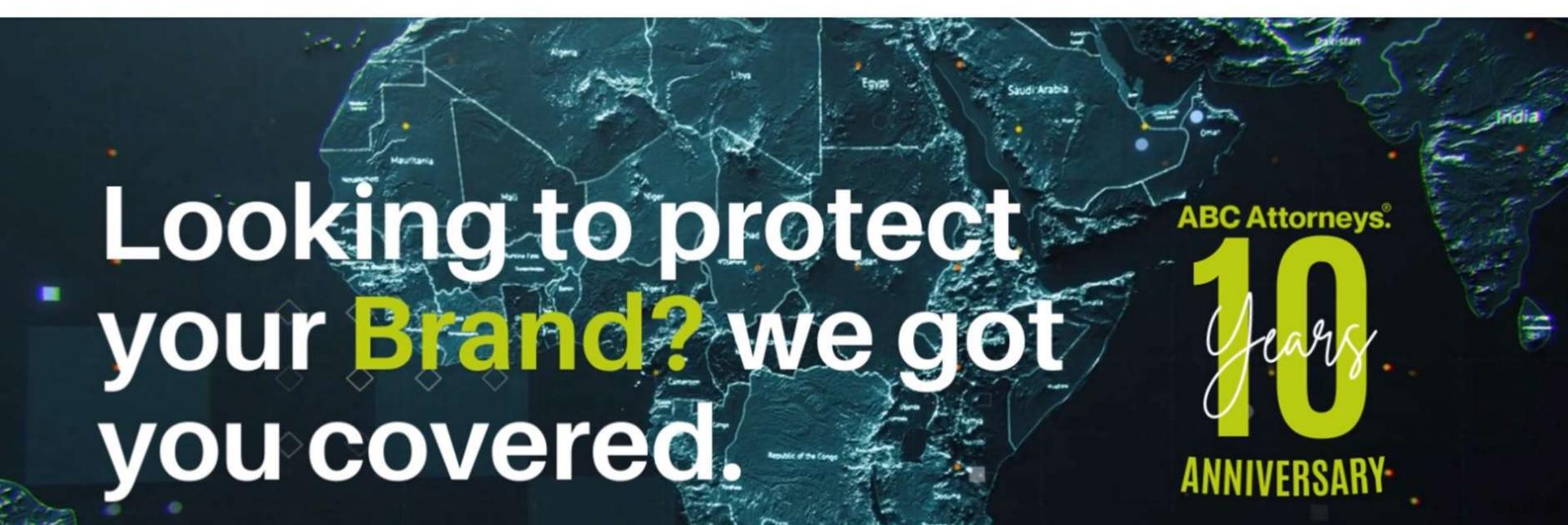
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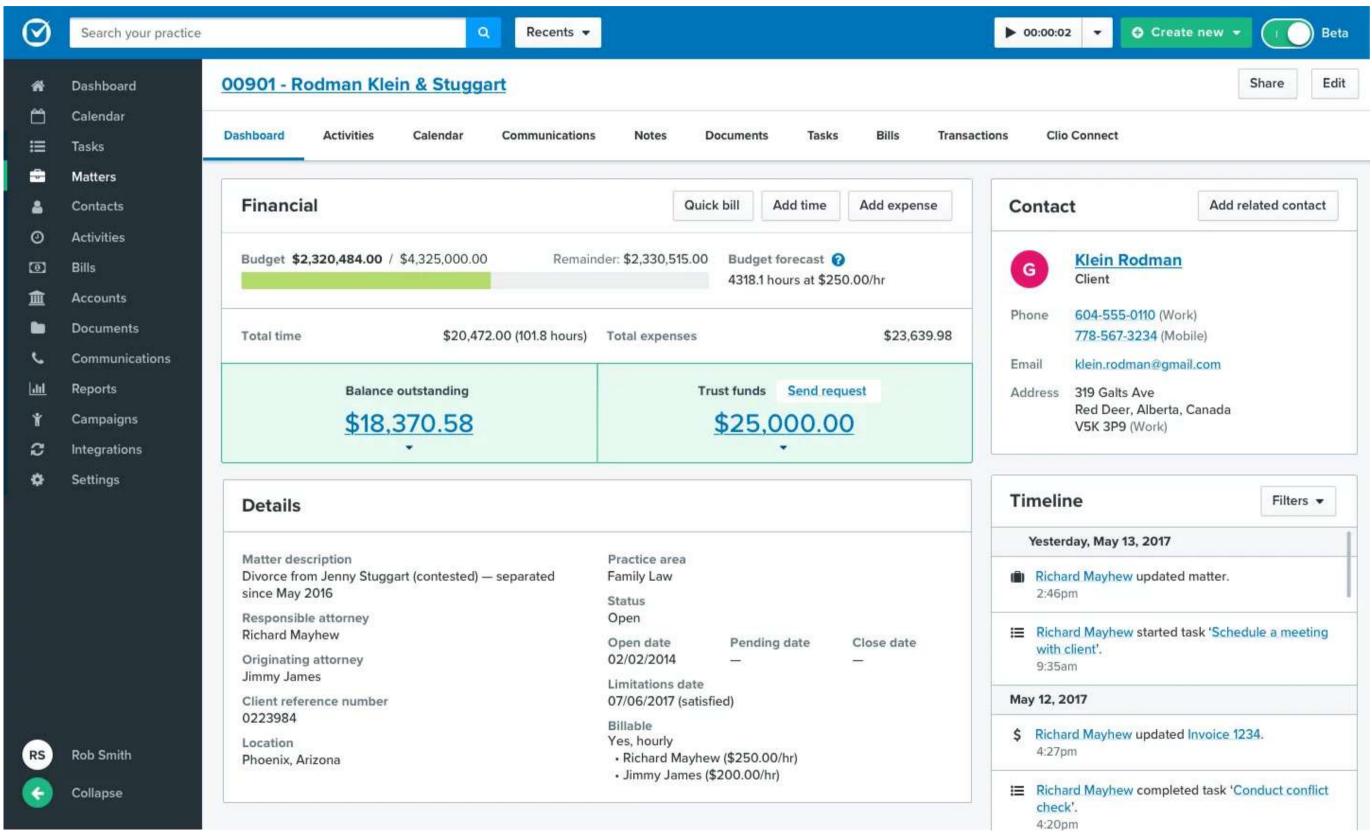
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IntelligABC The Firm Core Team Expertise Insights Careers



Case Management Software



Source: Clio



Billing and Tracking Software

Billing (Within practice/case management however several companies have specialised) Legacy providers:

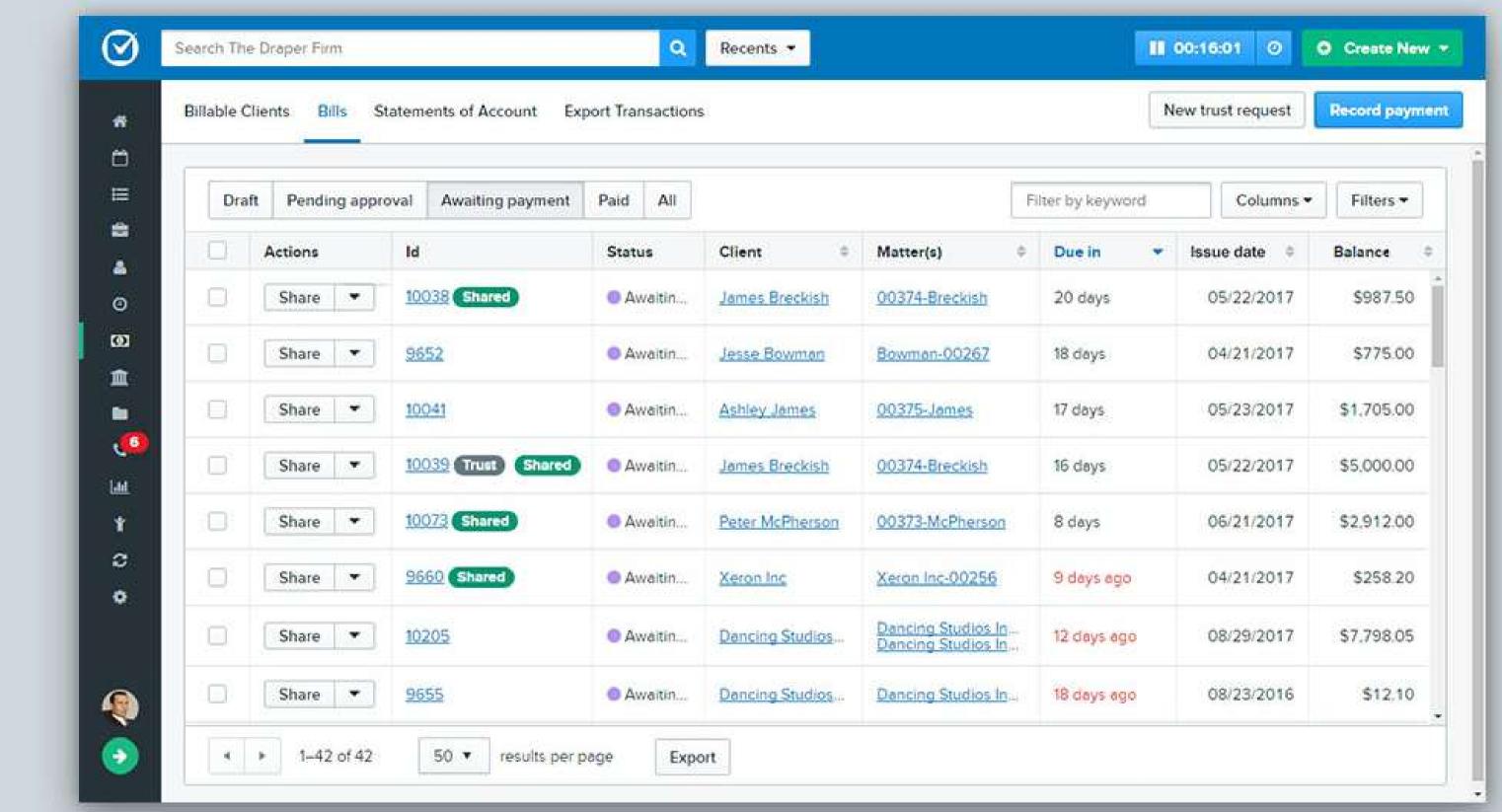
- Tymetrix A product by Wolters Kluwer
- TeamConnect -A product by Miratech

The biggest player in enterprise legal management software in 2015, focused on matter management, spend management, e-Billing

- Serengeti Law -Now known as Thomson Reuters Legal Tracker
- Others: Viewabill and SimpleLegal and Clio



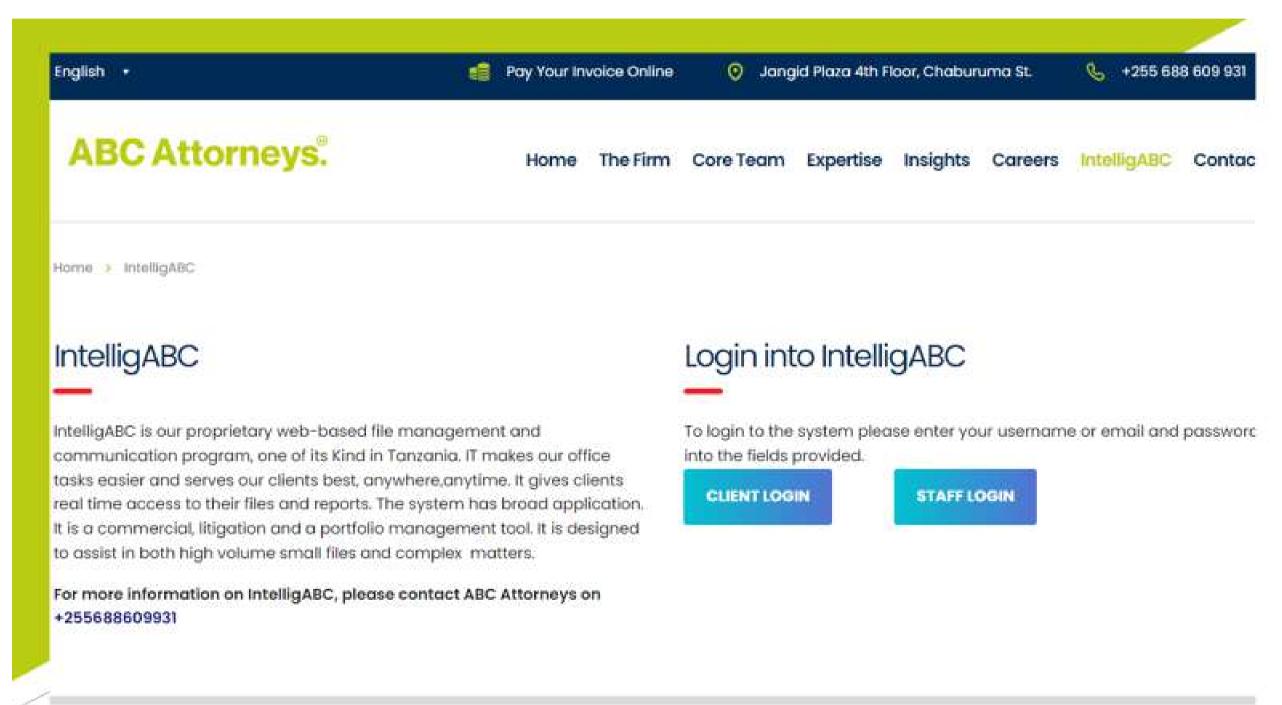
Billing and Tracking Software (CLIO)



Source: Clio



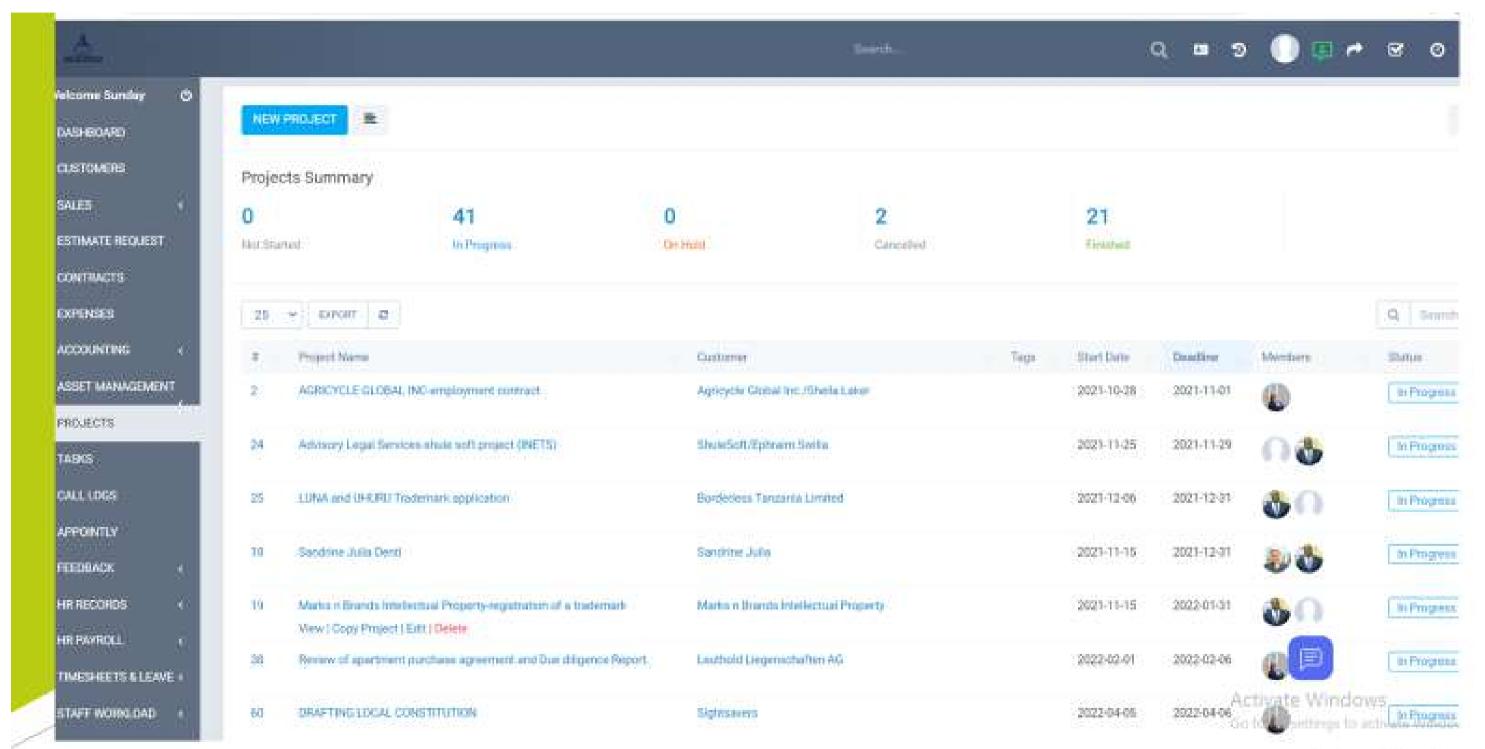
Document Management and Automation Software





Source: abc attorneys website

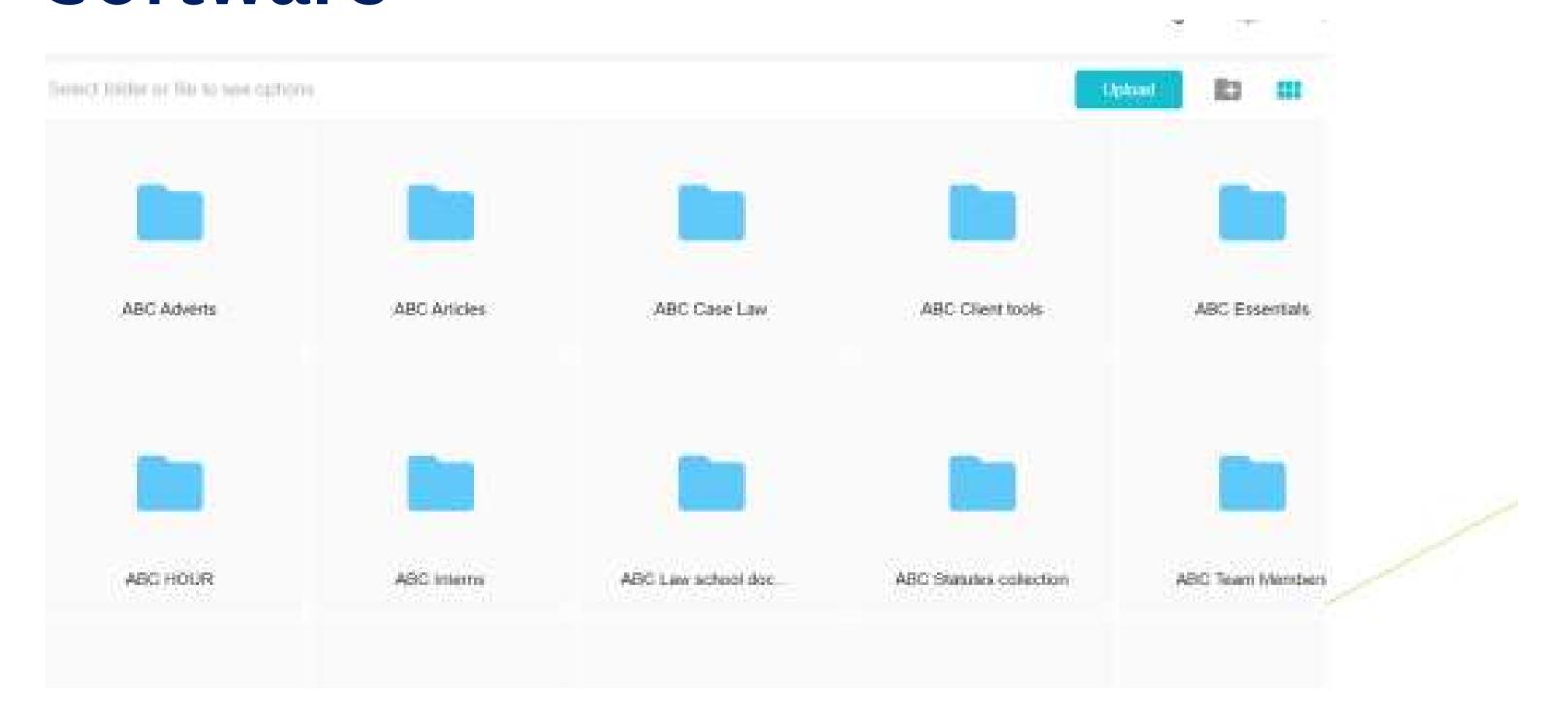
Document Management and Automation Software



Source: IntelligABC



Document Management and Automation Software



Source: IntelligABC



Contracts Management Software

At its most basic, contract management software can be defined as an electronic version of a filing cabinet. It supports the entire customer and contract lifecycle which covers any process that contributes, creates or utilizes contract data. It supports the key stages of contracting (request, generate, negotiate, approval, execute, search/report, comply, amend/review)

Determine - Responsive cloud-based centralized contract repository for easy access in discovering contracts, importing contracts and managing expiry and renewals.

Key features include: Contract Master Data & MetaData Management, Contract Import & Export, Amendment Management, Renewal Management

Others: Concord ,Concord ,Ebrevia,Seal,Ironclad, Cosynd



Intellectual Property Management Software

assists in the tracking of trademarks, copyrights, patents, and other intellectual property. For law firms who manage designers, artists, inventors, and companies with patented products or services, IP management software helps centralize up-to-date client information, license agreements, and opposition filings in a single repository.

Lecorpio - Adaptable intellectual property management software that brings together all the processes involved with intellectual property and makes every step more efficient • Helps chief legal officers and IP counsel find the data they need to support better business decisions

Key features include: Contract Master Data & MetaData Management, Contract Import & Export, Amendment Management, Renewal Management

Others: Clearstone IP(Specializing in patent analysis), Traklight (The only self-guided software platform that creates your custom intellectual property strategy)

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Legal Research Software

Legal Research: technology that enables the process of identifying and retrieving information necessary to support legal decision-making o Dominated by:

LexisNexis since 1970- Provides computer-assisted legal research as well as business research, the electronic accessibility of legal and journalistic documents. As of 2006, the company has the world's largest electronic database for legal and public-records related information

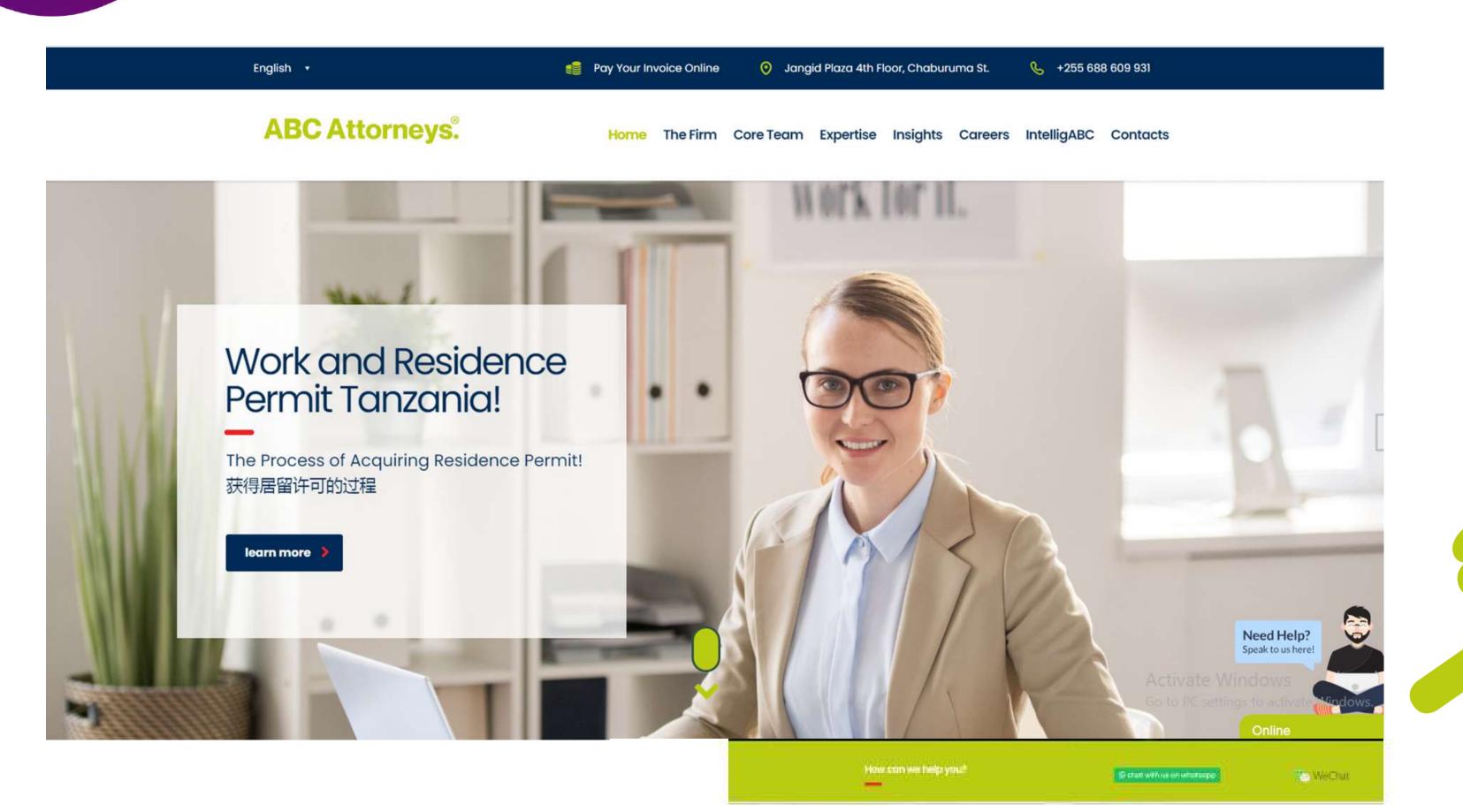
Westlaw

Emerging: Ravel, Ross and Casetext(Employing data analytics and AI to enhance legal research)

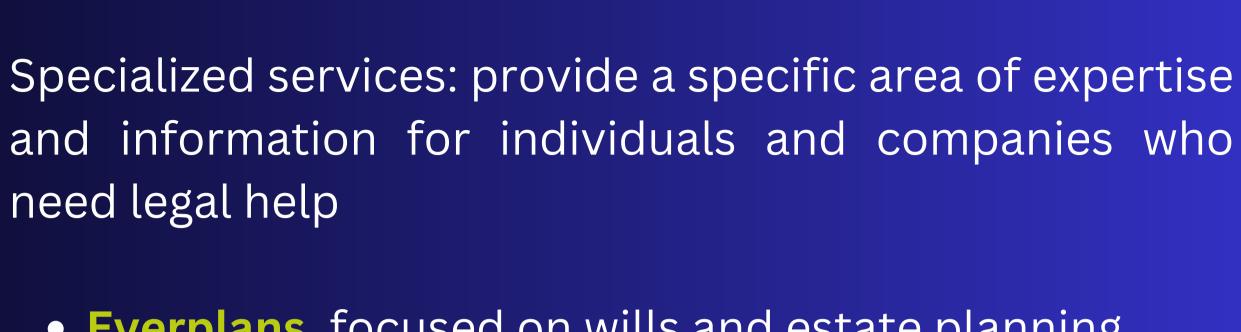


Chat Feature Software









- Everplans, focused on wills and estate planning
- Wevorce, Separate.us focused on divorce
- Bridge US, focused on immigration services
- FairClaims online dispute resolution
- Lex Shares- Founded in 2014. An online marketplace for investing in litigation, connecting plaintiffs in commercial legal disputes with investors to fund their cases



Enterprise Legal Suite

B2C Legal Tech

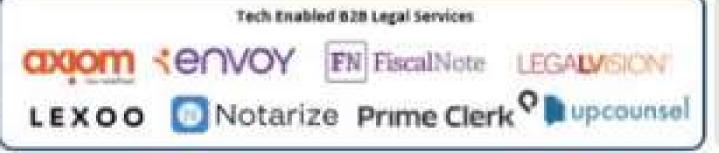




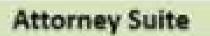
























- Virtual meetings (zoom)
- Digital currencies (bitcoin)
- virtual reality (Metaverse)
- Artificial Intelligence (AI)

Legal Tech

What Is The Metaverse?



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WHAT IS ALREADY ON THE METAVERSE

- Social networks like Facebook and Instagram, virtual workspaces like Microsoft Teams, and live entertainment
- Real estate
- Education
- Technology infrastructure
- User-generated contact
- Hardware

Legal Tech

What can you do on the METAVERSE?



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Create your own virtual avatar



Facebook avatars. Courtesy: Meta

Creating your own virtual avatar in the metaverse can be a fun and engaging way to <u>connect</u> with others in the digital realm.

You'll need to choose a platform that supports avatar creation and customization, such as VRChat or Second Life. One can be done on Meta (Facebook) or Instagram, as well.

Hang out with friends, Host Parties

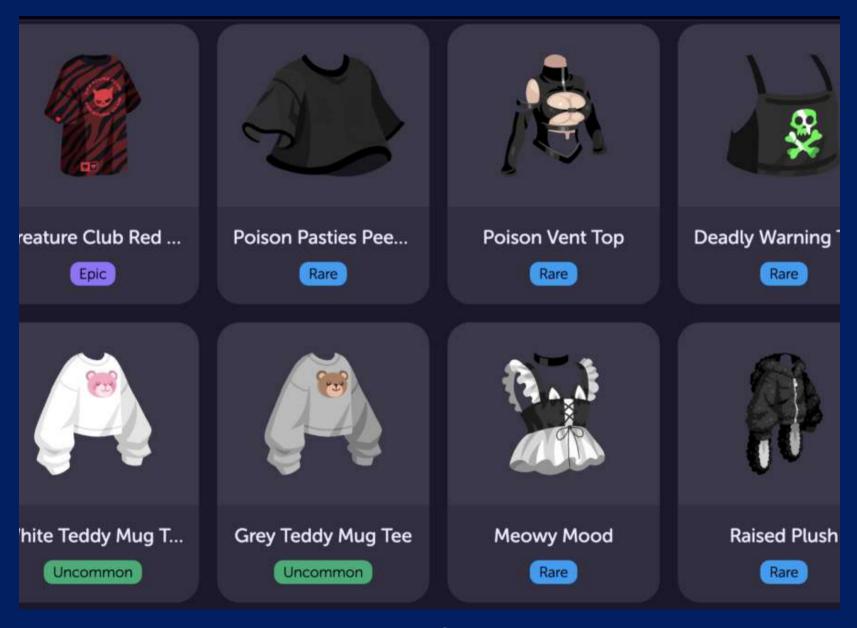


Party in Second Life metaverse | Source: Second Life

You can explore and interact with the virtual space, engage in social activities, play games, attend events, and much more. Some popular virtual worlds include Second Life, VRChat and Rec Room.

These platforms offer various activities, such as exploring virtual cities, attending concerts and events, and playing games like laser tag and paintball.

Go shopping and Sell goods



Source: <u>HighRise</u>

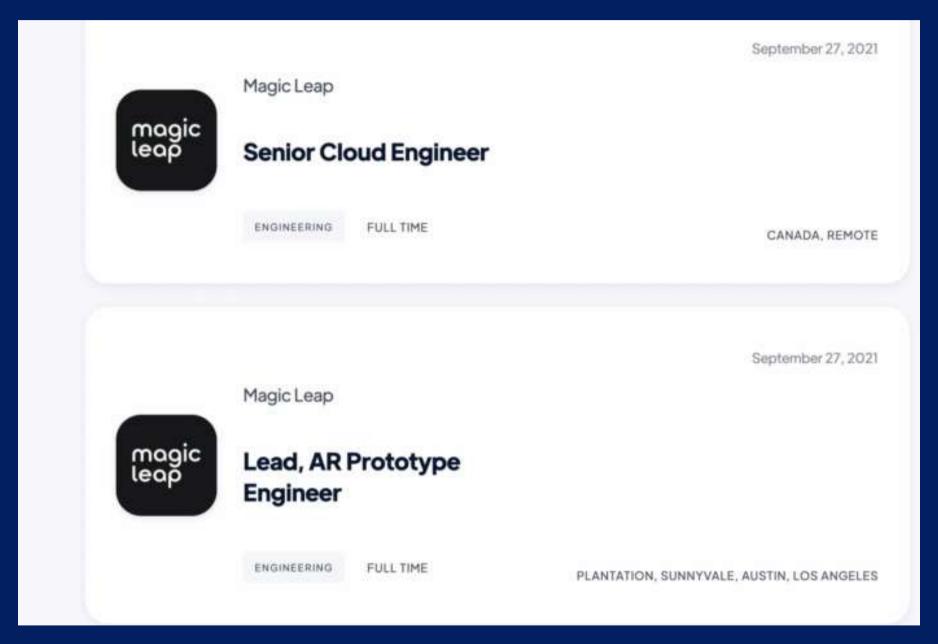
You can buy iteam online for your avatarand use for games or house and they hold real value. Sell Artworks.

They are purchased by bitcoin. The live price of Bitcoin Metaverse is \$ 0.0000072 per (BITMETA / USD) today with a current market cap of \$ 0 USD.

\$13.7 billion is invested in the metaverse in 2022.

Estimated to be worth USD 1,527.55 billion by 2029.

You can Find a job



As the metaverse continues to grow, there are more and more opportunities for people to find work within this digital world. From game developers and virtual architects to virtual event planners and social media managers, a wide range of jobs are available in the metaverse.

Source: crypto news and themetaversejobs.com

Purchase and Sell Land





A plot of virtual land can be more than just a monetary investment. Most platforms allow you to "visit" your land and even build on it. Metaverse enthusiasts might want to use it to build a 3D mansion. The plots are sold as non-fungible tokens (NFTs). In most cases, the virtual land can only be bought and sold using crypto currencies.

- ✓ Meta Reality Labs has already invested \$10 billion in the metaverse.
- ✓ Meta will also create 10,000 jobs in the EU over the next five years.
- ✓ The metaverse may be worth \$1.528 billion by 2029 due to a surge in interest during the pandemic. That's way up from \$47 billion in 2020.
- ✓ <u>Decrentraland</u> launched a new platform feature that allows LAND owners to become landlords by renting virtual property.
- ✓ The global AR, VR, and MR market will roughly reach \$250 billion by 2028.
- ✓ North America holds the <u>largest share</u> of the worldwide metaverse market in 2023.
- ✓ Several prominent tech companies see the metaverse as an unprecedented opportunity to expand their reach.

Metaverse Competitive Landscape

Online Game Makers	Design Software Vendors	Social Networking	Gaming, AR & VR Hardware	Live Entertainment
Roblox	⊘ Unity	1 Facebook	⊕ Facebook	Live Nation
Epic Games	Epic Games	## Tencent	Lenovo	Theme Parks
Microsoft	Adobe Adobe		Ф нР	Sports Teams
Activision Blizzard	Autodesk		(← Logitech	
T2 Take-Two	/ Ansys		аст Асег	
腾 派 Tencent			Valve	
 ■ NetEase			№ Razer	
Nexon				
Valve				



Legal Tech

How will the METAVERSE benefit Lawyers?



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Lawyers and the Metaverse

- Targeted Advertising ..google ads of metaverse
- Online Meetings (Virtual Reality (VR) or Augmented Reality (AR))
- Virtual Office Spaces
- Virtual Legal Issues

Virtual Legal Issues for Lawyers

- Family Law Oddly enough, people marry and divorce in the Metaverse; they also buy property and acquire NFTs. Like in the real world, legal services may be needed to end a marriage, resolve property disputes, and assist with virtual asset audits.
- Intellectual Property Law firms may be needed to help resolve disputes regarding intellectual property, such as trademark or copyright conflicts and licensing issues.
- **Privacy** As with any new novelty, privacy issues will arise. Issues such as compromised data, invasion of privacy, and unregulated spaces may need to be resolved with litigation. Additionally, law firms that have experience in the Metaverse may be able to help resolve cybersecurity conflicts.
- NFTs A lawyer with metaverse experience may be able to investigate claims of fraud in the metaverse world. Lawyers can also help with legally protecting NFTs and other cryptocurrencies. They can also provide advice regarding the complexities of cryptocurrency and help diminish the risk for digital assets.

Virtual Legal Issues for Lawyers

- Contracts Contract disputes arising in the Metaverse will need experienced lawyers to sort them out. Law firms may help design contracts, metaverse business purchases, and licensing agreements.
- Regulatory Issues A lawyer can help with regulatory investigations by handling communications with regulators. A lawyer will be able to monitor the status of changes in the regulatory framework involving the Metaverse.
- **Dispute Resolution** It may make sense to manage legal issues in the Metaverse via alternative dispute forums. Traditional courts may not have the resources or references to handle the unique complexities of a metaverse conflict.

SOME OF THE CASES INVOLVING THE METAVERSE AND NFTS





Trademark Infringment Case

Hermès International and Hermès Of Paris, inc. v Mason Rothschild

- Rothschild designed 100 NFTs resembling the Birkin Bag
- \$450,000+ spent on Metabirkins
- Hermès claims trademark infringement, counterfeiting, false advertising, etc
- Seeking an injunction and damages



source: bootlefieldlaw

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Trademark Infringment Case

Hermes Int'l v. Rothschild, 22-cv-384 (JSR)

Hermès International and Hermès Of Paris, inc. v Mason Rothschild

- Rothschild's application - Court to dismiss Hermes' claim.

Court held that:

- MetaBirkin NFTs qualified as artistic work, so subject to Rogers:
- "[B] Jecause NFTs are simply code pointing to where a digital image is located and authenticating the image, any using NFTs to authenticate an image and allow for traceable subsequent resale and transfer does not make the image a commodity without First Amendment protection more than selling numbered copies of physical paintings would make the paintings commodities for purposes of Rogers."
- HOWEVER, Hermès had sufficient facts to claim plausibly that use of MetaBirkin (1) was not
 artistically relevant to the works, and (2) was explicitly misleading as to source, sponsorship or
 affiliation.
- So → motion to dismiss denied, the case continues.

source: bootlefieldlaw

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Metaverse Fraud Case

Fabrizio D'Aloia v Persons Unknown & Others [2022] EWHC 1723

- Service on the fraudsters by alternative means
- Service by email; and
- Service by NFT airdrop into the fraudsters' wallets



"the effect of service by NFT will be that the drop of documents by this means into the system, will embed the service into the blockchain...

...There can be no objection to it; rather it is likely to lead to a greater prospect of those who are behind the [fraudulent] website being put on notice of the making of this order, and the commencement of these proceedings"

source: bootlefieldlaw

First case held on the metaverse



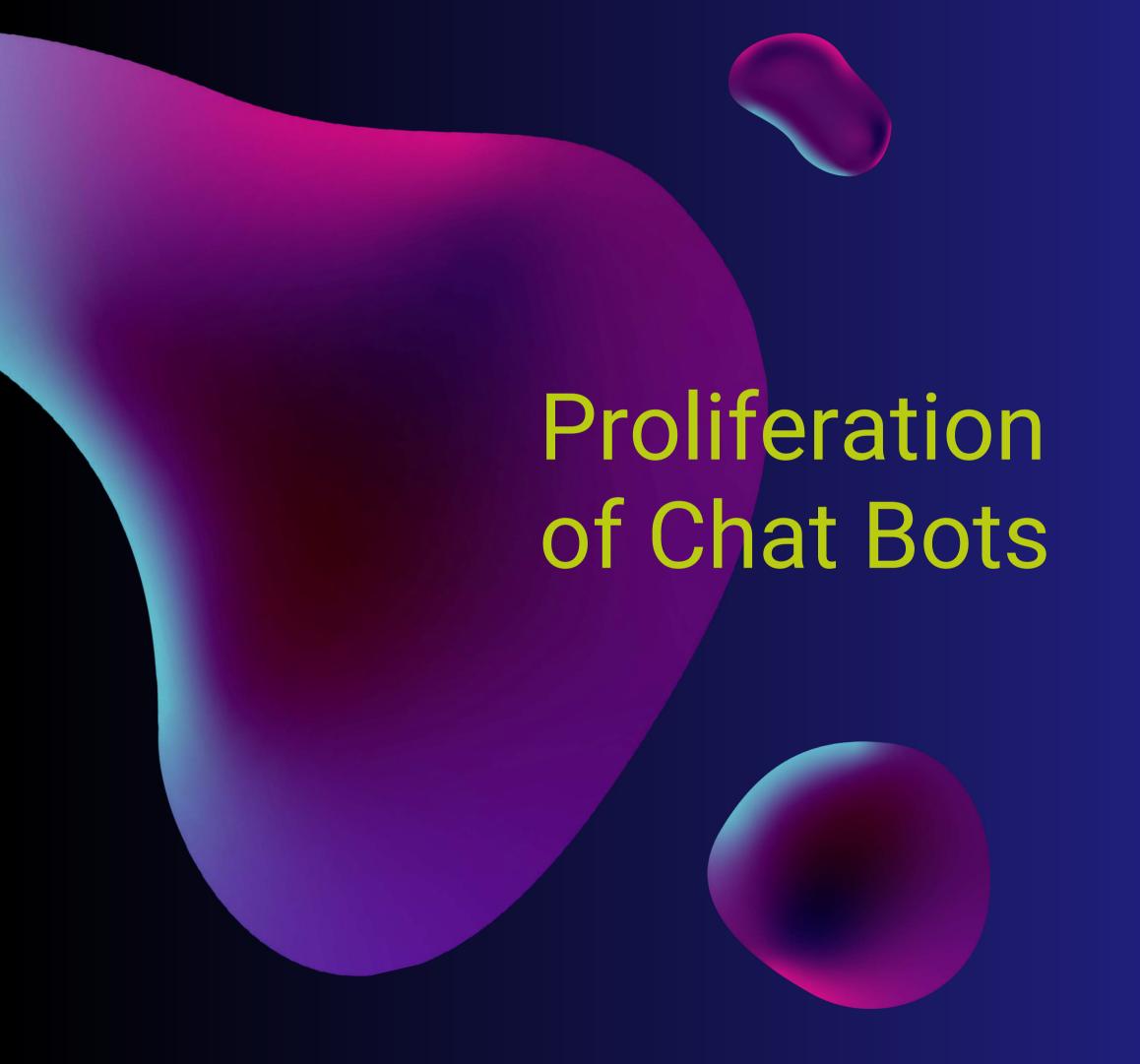
Colombia On February 15, 2023 became the first country in the world to hold a court hearing in the metaverse .the administrative court of Magdalena - located in the Caribbean city of Santa Marta, in the north of the country - conducted a court session from the metaverse to hear a case against the Colombian Ministry of Defence and the National Police. The court magistrate, María Victoria Quiñones, accepted a direct request from the plaintiff to hold the public audience in the metaverse, which was also accepted by the defendant.

The Role of Al Future of Legal Tech



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In the future there will be a way to automate responses based on pre-written keywords and through machine learning.

ARTICLE: A NEW YEAR UNFOLDS WITH ARTIFICIAL INTELLIGENCE: FIVE LEGAL TECH PREDICTIONS FOR 2023 BY NICOLE CLARK LISTS PREDICTIONS ON WAYS AIBACKED SOLUTIONS WILL CHANGE THE WAY LEGAL SERVICES ARE DELIVERED.

Prediction 1: API-Backed Case Management Systems

APIs are everywhere. An API, or an application programming interface, is a machine-readable webpage for robots. It allows software developers to programmatically interact with software resources outside their own codebase. Legal analytics platforms using artificial intelligence, including Trellis and Lex Machina, already make portions of their database accessible to clients through APIs. As the coming year unfolds, more and more law firms will capitalize on these offerings. Why? With API access, law firms can merge data sources, integrating their case management, customer relationship and business development data with a legal analytics platform's litigation data. Law firms can also delegate to the API their own information-gathering workflows, programming a computer to automatically retrieve specific types of information from the interface on a regular basis.

Prediction 2: Forecast Modeling in Legal Research

For years, many litigators have used legal analytics platforms to conduct the research required for their day-to-day practice. By using artificial intelligence to synthesize millions of unique data points, these platforms have uncovered a multitude of patterns nestled inside country trial court records. They will be building the technical foundations to enable forecast modeling of the likelihood of different case outcomes. Able to identify the range of possibilities for its future.

Prediction 3: Fusion of Extra-Court Databases and Artificial Intelligence

Outcome prediction is a key part of practicing law. By looking through similar cases from the past, clients and their attorneys can strategize how they would like to navigate through a specific legal matter, as the details of other cases can provide invaluable insight into how their case is likely to unfold. We will see legal analytics platforms expand the integration of verdict and settlement data into their services, information that will allow attorneys to map the trajectories of different settlement strategies.

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African Legal Tech



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African Legal Tech

Afriwise: is a software that aims to help its users find and understand African laws and regulations through a smooth user experience. This eliminates an enormous source of chaos for businesses trying to find information and guidance.

A & K: <u>Anjarwalla & Khanna (A&K)</u>, an African law firm, partnered with Microsoft in 2020 to launch a Legal Tech Incubator, which will support the development of legal tech innovations, enhancing legal practices across the continent.

LawPadi: Africa's first legal chatbot was developed by LawPadi, and provides helpful articles, guides, and even videos that cover rights and duties.

Legal Interact: Legal Interact is a legal tech company that, since 1982, has been dedicated to building solutions for the legal community in South Africa and beyond. From assisting with contract management to financial organisation to connecting every area of your law practice, their integrated software solutions are designed to streamline legal services. They've helped over 900 customers across more than five African countries, and with their academy portal, have trained over 400 eager learners.

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African Legal Tech

BarefootLaw (Uganda): BarefootLaw was one of the first legal tech services in Uganda and is still one of the most recognizable. This non-profit organization utilizes technology to deliver legal information to people across Africa to develop legal solutions for their own justice needs. They offer assistance through both technology and traditional methods and have served over 800,000 people. The company won 5 million Ugandan shillings in the second round of "UG Needs More of You", a campaign run by Airtel Uganda.

Hence Technologies (Rwanda): Hence Technologies is a Kigali and London-based firm that utilizes data and AI to match firms with external legal service providers. Raised seed funding of \$1,800,000.00 in 2020.

Hekouky (Egypt) is a LegalTech company that offers you the simplest way to register your companies and trademarks.

Opleg(Egypt) is a law practice management security and automation firm with web-based practice and law firm management software.

DIYlaw(Nigeria) is a one-stop hub for all things legal. We create access to legal services, information, and service providers

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Tanzania Legal Tech



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Tanzania Legal Tech

IntelligABC is a law office management owned and used in-house by ABC Attorneys to manage the office, billings, Human resources, accounting, Time and Expense Tracking, Calendar and Scheduling, Contact management, Legal Document Management, and Case Management.

Tanzania Legal Information Institute (TanzLII) is a platform that provides free access to the law, regulations, and judgments of Tanzania and is a member of the African LII community. TanzLII is based at the Judiciary of Tanzania.

Sheria Kiganjani which was established in 2018 is a mobile app that is simplifying access to legal support. It allows members to get the right information and get education about laws through digital applications.

GetLEGAL is a software by GetCore Group. It enables small to large law firms to manage clients, records, timesheets, and more.

DuLaw is an all-in-one, affordable, and intuitive Law Practices Management System.

WakiliApp is LegalTech Startup registered under the Tanzanian Laws and licenced by the Tanzania Regulatory Authority (TCRA) It is a mobile app which connects people in need of legal services with the nearest lawyers of their choice across Tanzania 24/7.(the uber of lawyers).

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Challenges for law Firms to adapt Legal tech



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Adaptation Challenges: Law Firms

- Adoption difficulties are particularly acute for law firms.
- There is a rising awareness in the market that "legal tech" is important, that the legal market is going to change, and that law firms that adopt will have a competitive advantage over others.
- There are several exciting opportunities emerging in the legal technology industry, and it is clear that the legal services industry is ripe for technological disruption to create efficiencies in an industry that is still fraught with manual workflow processes.
- Otherchallenges are attributed to knowledge and costs.

How can young lawyers benefit from Legal Tech





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Adopting



Legal Services will Be Provided on Legal Technology

Such development is never a leap forward, but rather a smooth, gradual, and complex process that takes place over a relatively long period.



Provides convenience in all things



Improve fluency in internet usage

ADAPTATION OF LEGAL TECH WILL HELP YOUNG LAWYERS

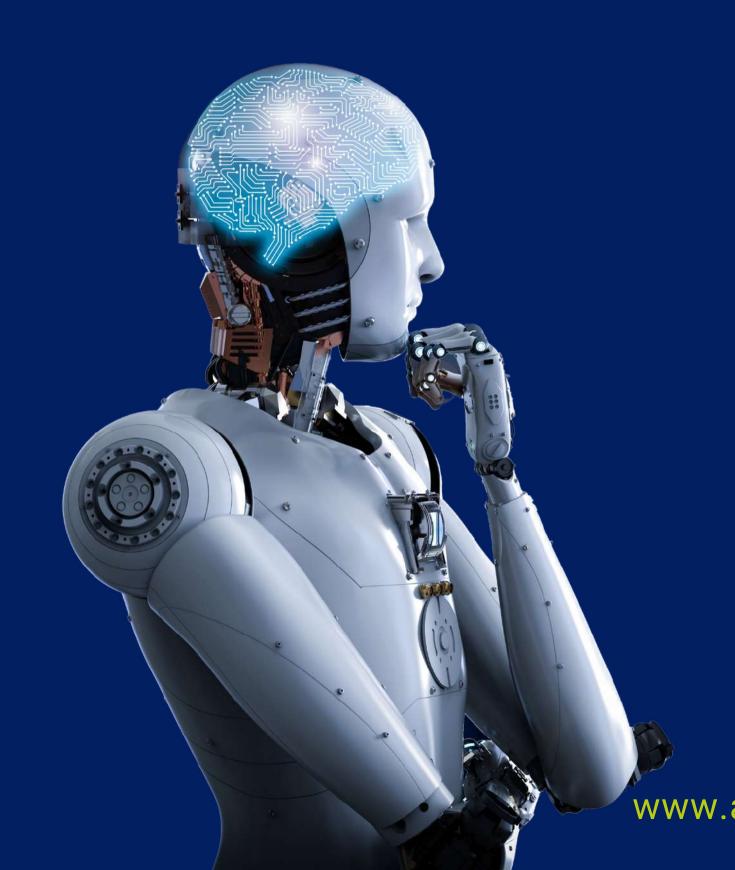
- Al Optimizes Workflow, Increases Efficiencies
- Embrace Legal Technology, Avoid Legal Malpractice.
- Managing Client Expectations with Legal Technology
- Using Legal Technology to Attract and Retain Talent
- Remaining Relevant with Legal Technology
- Add Profit to the lawyers practice

Word of Legal Tech Advise

No matter what size your law firm is, technology can be a game-changer. There are many different types of legal software systems, and each of them can help you handle the increasing demands of your law firm. The bottom line is, no matter the size of your law firm, legal software systems can eliminate a lot of inefficiencies and stressors—so long as it's the right technology and fit for your office. **ABC Attorneys**.



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THANK YOU

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