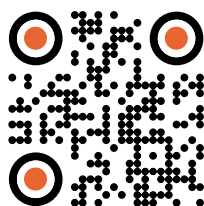


# LEGAL PROS

Intercommunicative platform to enhance the legal industry for legal professionals, corporate clients and recruiters by overriding present entry barriers and bottle necks.



**LEGAL PROS** offers an innovative way for legal professionals, corporate clients and recruiters to match, cooperate, offer, seek and render their services across borders within a secured and trusted environment.

Lawyers, corporate and business clients can seek certified legal professionals in other countries to solve particular legal tasks. Lawyers can cooperate with other specialized lawyers. Recruiters may address legal professionals to support them throughout their professional life. Law firms and service providers may address legal professionals to recruit them for legal project work.

Legal Pros offers its services within a trusted environment freely and without having to sustain costly office infrastructures.



**MATCHING**

Matching legal professionals with legal projects and clients



**CAREER SUPPORT**

Matching legal professionals with professional recruiters



**PROJECT MANAGEMENT**

Enabling acquisition, tracking, managing and invoicing of legal projects



# Challenges of the Legal Industry – entry barriers and bottle necks

The legal industry in all countries worldwide is divided into large law firms, which are active internationally, smaller national active law firms and small law firms of single professionals, which usually only operate locally.

This creates challenges for corporations and law firms which need to staff legal projects (1. Staffing), or need legal problems solved in other countries or in special areas of expertise (2. Legal Challenge). Not every legal professional has had the opportunity to fulfill his or her vision as jobs in the larger law firms were and are scarce (3. Last but not least career Opportunities).

## 1. Staffing

To access a larger number of legal professionals, corporations either hire large law firms, which provide for a sufficient number of associates (junior employees), or they engage staffing service providers, which usually receive finder fees or participate in the revenue earned by their solicited staff.

## 2. Legal Challenge

To have legal challenges in other countries solved, corporations or business clients approach larger internationally active law firms as these firms – through their existing networks and known brands – are able to provide for sufficient trust in their levels of qualification and service excellence. These large law firms have to sustain costly



## PRESENT CHALLENGES

infrastructures; including large offices and large staffs. This in turn is reflected in their relatively high hourly fees.

For legal professionals it is difficult to create sufficient trust to allow them to render their services to corporations from other countries. Usually they may not be found to offer services to these potential clients. In a very competitive environment, larger law firms have difficulties to lower fixed costs, as they need to maintain large infrastructures, including sufficient staffing.

In particular small law firms or single practitioners are usually not able to offer excellent experience in all special areas of law. If they refer their clients to other, more specialized colleagues, they may risk losing the client to the colleague.

### 3. Career Opportunities

Legal professionals, particularly lawyers, have had to serve several years as associates with law firms, even if they had graduated with merit. They are often not guaranteed to step up the ladder to positions that give them the authority to make decisions. Many attorneys struggle to make a living within their profession. Large law firms acquire corporate clients, as they sustain a costly infrastructure and promote themselves with employing only the best.



## Disruption

The legal industry will change as other industries already have, such as those for creative freelancers, authors, press, news and others.

Digitalization bears opportunities for legal professionals and those who seek the services of legal professionals.

Legal Professionals may render their services without being part of a large law firm, independent of office infrastructure or venue. They may offer their services at lower, competitive fees at the same level of quality as large law firms.

Large law firms may maintain networks of freelance associates without having to employ them.

Corporations may seek legal advice cross border also from single practitioners or small law firms.

Lawyers may seek specialized legal advice cross border or in highly specialized areas of law without risking the loss of the client-relationship as a whole.

Corporations may staff legal projects directly without having to utilize intermediaries.

The scale of offer and demand is heading towards the demand side, as more and more legal professionals are being sought for legal projects (document reviews, forensic investigations, due diligences, e-discovery) and compliance positions.

## Trust

Legal Professionals, who register with LEGAL PROS may upload a proof of their professional qualifications and thus receive a LEGAL PRO Certificate. We will develop additional means to further enhance proof of qualification. Particularly blockchain technology offers new technical means to increase trust through verified digitally secured professional identities.

→ PROOF OF QUALIFICATION

## Access

Recruiters, law firms, corporations and others once registered with Legal Pros may search the Legal Pros' database by qualification, language skills, experience and venue and thus get access to legal professionals for staffing purposes, or to seek solutions for specific legal challenges.

Recruiters may post job offers or address job offers to one or several legal professionals. Recruiters may build relationships with legal professionals to accompany them throughout their professional career. By creating ongoing relationships within LEGAL PROS, recruiters may on an ongoing basis increase the value of their clients (legal professionals) by recommending educational programs or certifications to them, while at the same time continuing to solicit them into new and better paid jobs.

For legal project work corporations, law firms, audit firms or recruiters may search the LEGAL PROS' database to address project jobs directly to legal professionals, or they may post these jobs on the LEGAL PROS' platform.

Law firms and lawyers may tender specialized legal tasks to other lawyers and manage their association through LEGAL PROS without having to give up their client-attorney relationship.

→ SOPHISTICATED SEARCH FILTERS

## Communication

Within LEGAL PROS users may communicate with each other in an encrypted environment (https). They may negotiate the terms of



SOLUTION

engagement and exchange documents or present documents within a designated network of LEGAL PROS; for example all LEGAL PROS who work on a specific project.

→ ENCRYPTED/SECURE SITE

## Project Execution

LEGAL PROS offers tools to create specific networks (multiple users) to engage in projects. Documents may be exchanged (up and downloaded). Workflow may be tracked by tasks and time and budgets may be controlled. LEGAL PROS may send invoices, and corporations or other project initiators may execute payments through digital payment methods.

It is our vision that in the future legal tasks might be assisted and pre-evaluated by a LEGAL PROS' legal assistant, i.e. an algorithm offering support in legal matters with the help of artificial intelligence.

→ PROJECT MANAGEMENT TOOLS



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## Conclusion

The „bottle necks“ of the present industry structure may be overcome by platforms like LEGAL PROS and thus create new opportunities for all industry members; including legal professionals, corporations and recruiters in a trusted digital environment.

### Legal professionals and corporations

may register at:

<https://legal-pros.eu/community>

### Recruiters

may register at:

<https://legal-pros.eu/recruiter>