



The ROOM – Tech enabled Legal & VDR Services.

“How legal technology solutions will change the legal-advice market”

- Prof. Dr. Jan Adriaanse, Hoogleraar Turnaround Management, Universiteit Leiden
 - De noodzaak van innovatie
- Olav Gimbrère, Founder of Betabit and Virtual Vaults
 - Legal tech
- Q&A
- Wrap up

Welcome

Professor Jan Adriaanse
Professor Turnaround Management
University of Leiden

Over nut en noodzaak van innovatie in de juridische industrie...

Prof. dr. Jan Adriaanse



Mijn achtergrond

Hoogleraar Turnaround Management, Universiteit Leiden

Oprichter Leiden Law School Center for Entrepreneurship and Innovation

www.leidenlawvalley.nl

co-CEO van Business Failure Intelligence (BFI)

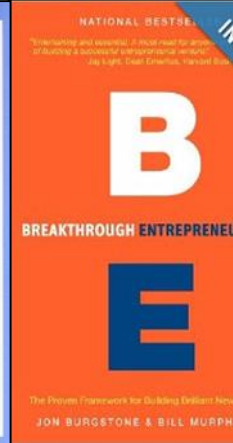
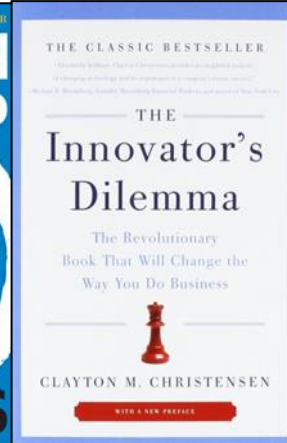
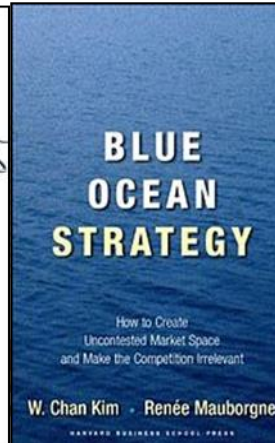
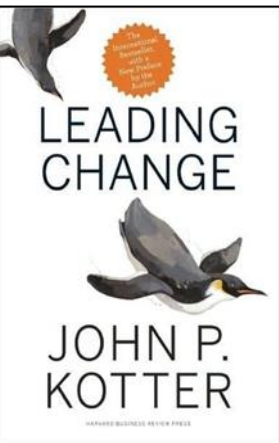
Data-analytics company op het gebied van faillissementspreventie en oorzakenonderzoek bij faillissement

www.bfiglobal.com

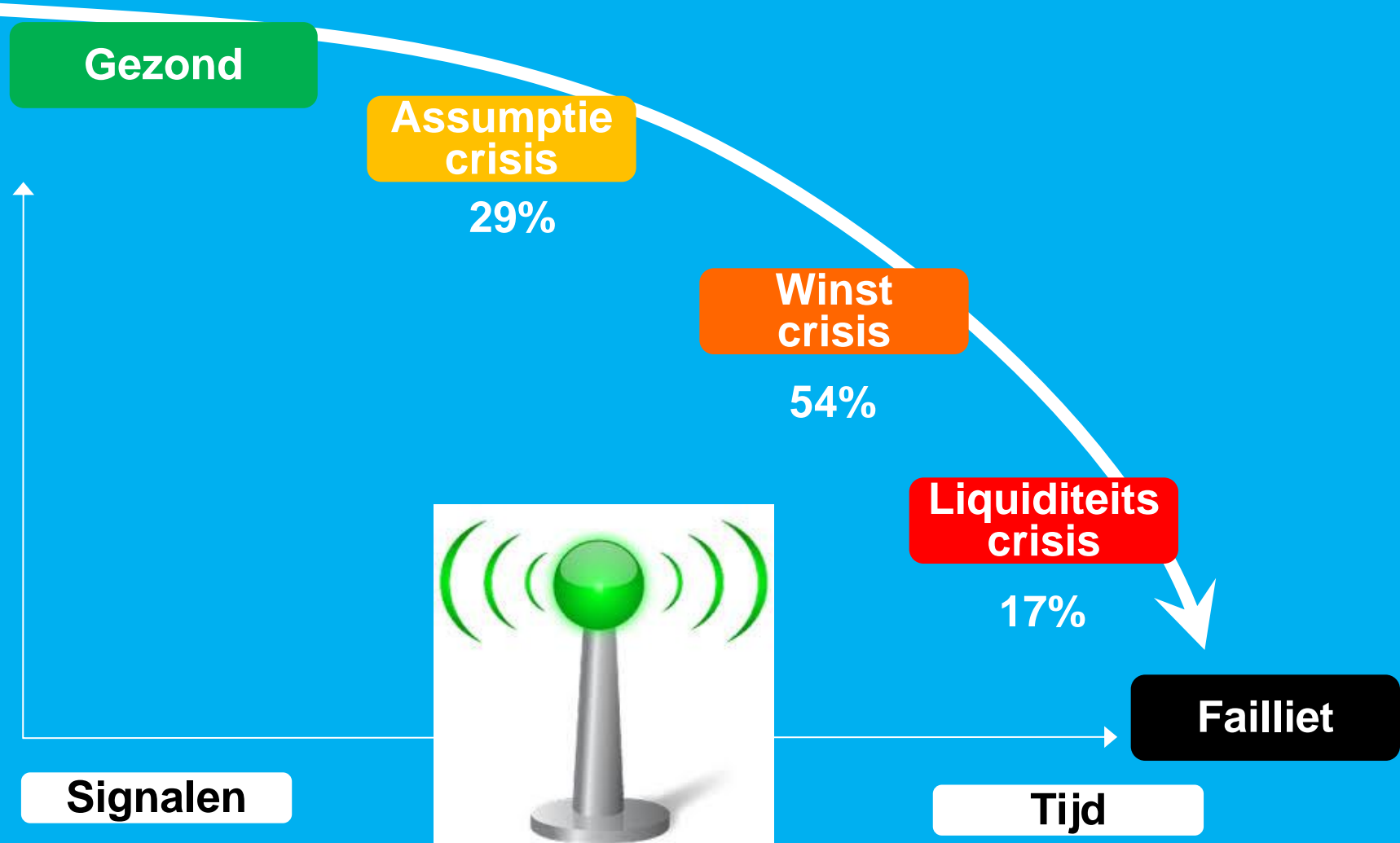


Universiteit Leiden

Crash course over innovatie



Crisis in de juridische industrie?



Assumptie-crisis: signalen van dreigend onheil in een industrie...

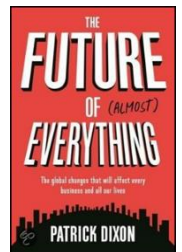
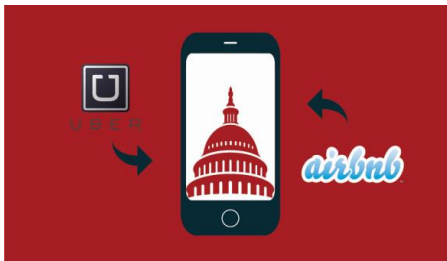
- Is er een collectief sterk gevoel van onoverwinnelijkheid bij bestaande spelers in de branche (neiging om eigen overlevingskansen te overschatten)? [groupthink]
- Worden nieuwe concurrenten en kannibaliserende technologieën onderschat en regelmatig gelabeld als 'hype'? [curse of success]
- Bestaan er vaste normatieve aannames over de markt, de positieve rol van de bestaande spelers daarin, evenals de manier om met problemen om te gaan ? [threat-rigidity effect]
- Wordt veel gerefereerd aan benodigde vakkennis, evenals de rol van maatwerk, ervaring en mensenwerk ondanks aantoonbare verbeterde nieuwe toepassingen? ['Sammelweis reflex']
- Gaan bestaande spelers (bewust of onbewust) uit van fundamenteel bestaansrecht? [immortality bias]
- Gaan bestaande spelers actief op zoek naar disruptieve trends? [innovation dilemma]



Herkenbaar voor de juridische industrie...?

Disruptive trends

- Globalisering
- Technologisering [LegalTech, FinTech]
- Commodisering
- The Mobile Wave [smartphones en tablets gratis in de nabije toekomst]
- “Uberisering”
- Big data [datafusie]
- “Arenisering” van de economie [gevaar komt van buiten de bedrijfstak]
- Social disruption [nieuwe lifestyles]
- The power of branding – Emotie als no. 1 differentiator
- Mini-nationals versus multi-nationals
- “Abonnisering” [van eigendom naar gebruik]



Wat brengt Legal Tech? Voor wie?

Snelheid

Efficiency

Big data

Lerend vermogen

Voorspelbaarheid

Kostenbesparingen

Nieuwe verdienmodellen

Kun je met kalkoenen over het kerstdiner praten?



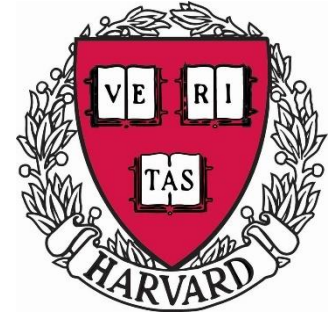
Hoe innoveren?



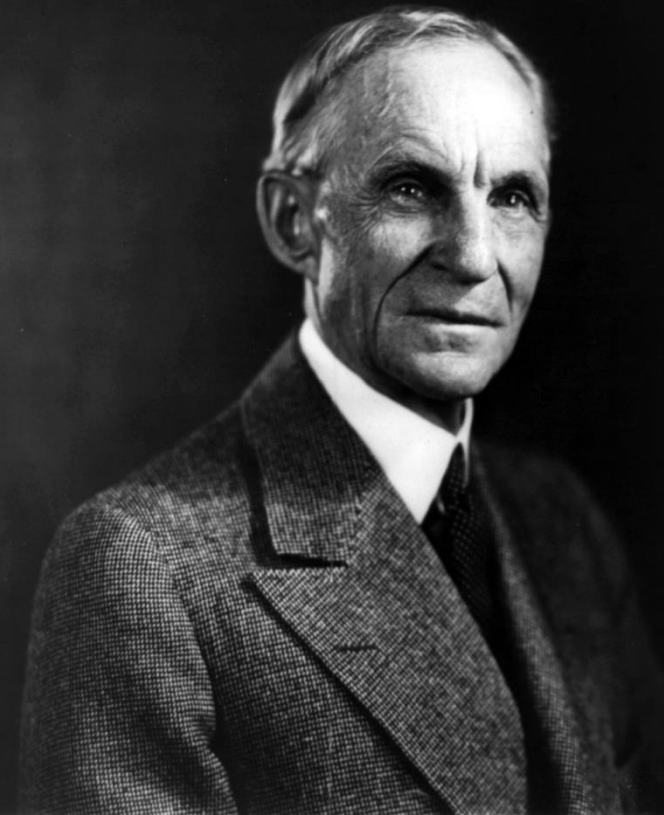
SWOT: handig maar vaak misleidend...



SWOT-analyses leiden vaak slechts tot betere muizenvalLEN







“ IF I HAD ASKED PEOPLE
WHAT THEY WANTED,
THEY WOULD HAVE SAID:
FASTER HORSES... ”

Henry Ford

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Universiteit Leiden



Welcome

Olav Gimbrère

Founder BetaBit and Virtual Vaults

Legal tech





Search Visualization Tutorial

copyright and substantially /s similar

Sort Visualization Legend Search within "copyright and substantially /s similar" Search Within

Circuit Courts

District Courts

2. APPLE COMPUTER, INC. v. MICROSOFT CORP., 35 F.3d 1435 Ninth Circuit (1994)

1. SID & MARTY KROFFT TELEVISION v. McDONALD'S CORP. 562 F.2d 1157 October 18th, 1977 Cited By: 317

— be substantially similar to the cheaply manufactured plaster one.5 Clearly the scope of copyright protection — infringed the copyrighted H. R. Pufnstuf television episodes as well as various copyrighted articles of — order to establish copyright infringement a plaintiff must prove ownership of the copyright and "copying" — of access to the copyrighted work and substantial similarity between the copyrighted work and defendant's — to be infringers if their statues were substantially similar and access were shown. The burden of proof — IN FOOTNOTES: — based solely on the copyright claim. This is so because the prerequisites for copyright registration are — of the Law of Copyright, 1 S.Cal.L.Rev. 127 (1928); Umbreit, A Consideration of Copyright, 87 U.Pa.L.Rev — infringement would not have been found if only substantially similar copies were made. We also note that the — operate to limit copyright protection was suggested by Professor Nimmer, Nimmer, Does Copyright Abridge the — See, e. g., L. Ambux, Copyright Law and Practice 1117 (1936); A. Weil, Copyright Law 467 (1917); Price

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2. APPLE COMPUTER, INC. v. MICROSOFT CORP. 35 F.3d 1435 September 18th, 1994 Cited By: 139

— long line of copyright decisions which recognizes that works cannot be substantially similar where analytic — distinguish audiovisual copyrights protecting visual works from literary copyrights protecting programs, — users, are unlicensed derivative works substantially similar to Apple's works. Our resolution of its — whether any of the allegedly similar features are protected by copyright. Where, as in this case, a license — reasonable jury could find expressive elements substantially similar), and we have dissected nonliteral elements — IN FOOTNOTES: — convince trier of fact that works were substantially similar). Since Apple contests only the legal standard — 862 F.2d 204, 209 (9th Cir.1988) (one remaining similar feature was "inconsequential"); See v. Durang, — programs. Microsoft, in turn, granted Apple a similar license "to use any new visual displays created — Windows retail software products; Apple waived any copyright, patent, trade secret or other claim against Windows — would not make future versions of Windows any more similar in appearance to the Macintosh. Apple also argues

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Legal Startups

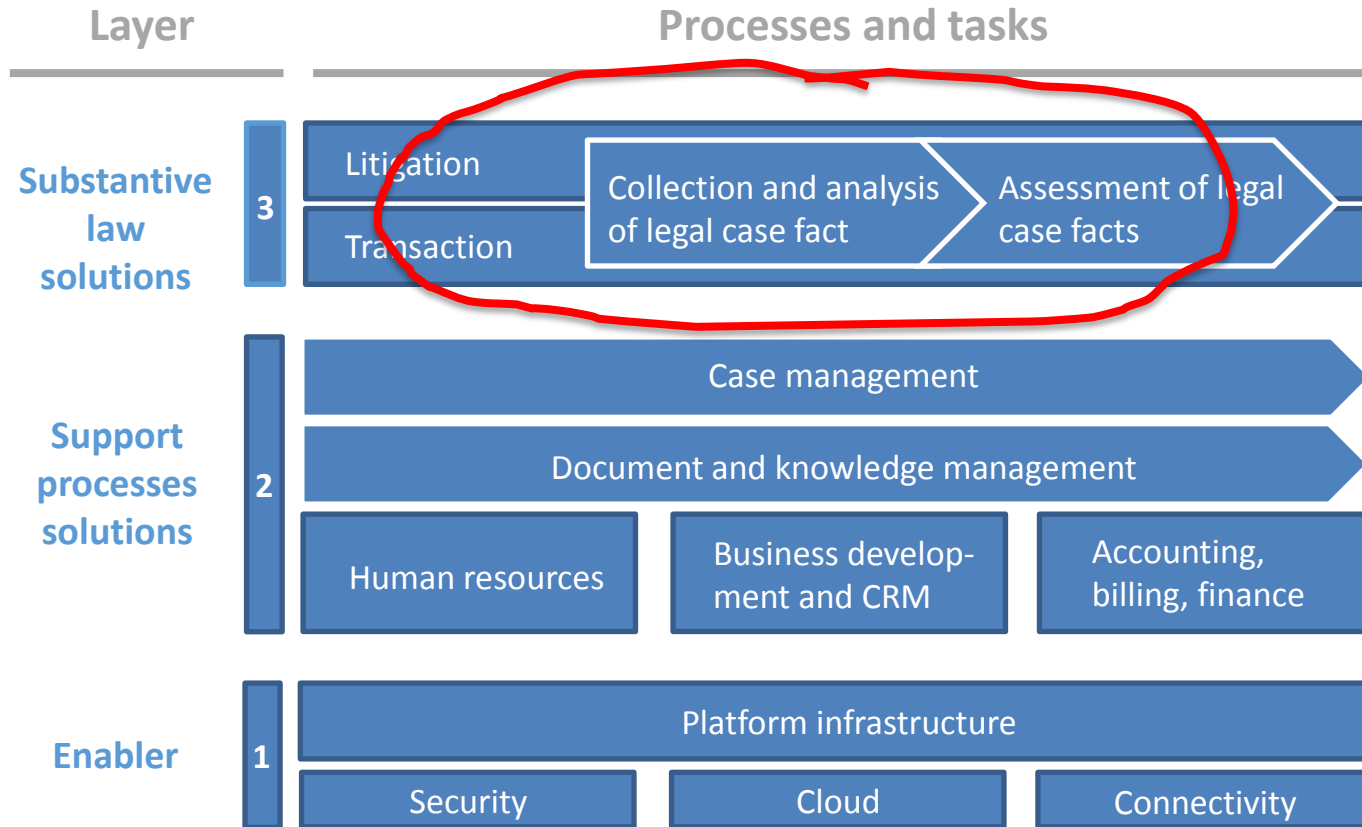
\$3.9M AVERAGE VALUATION



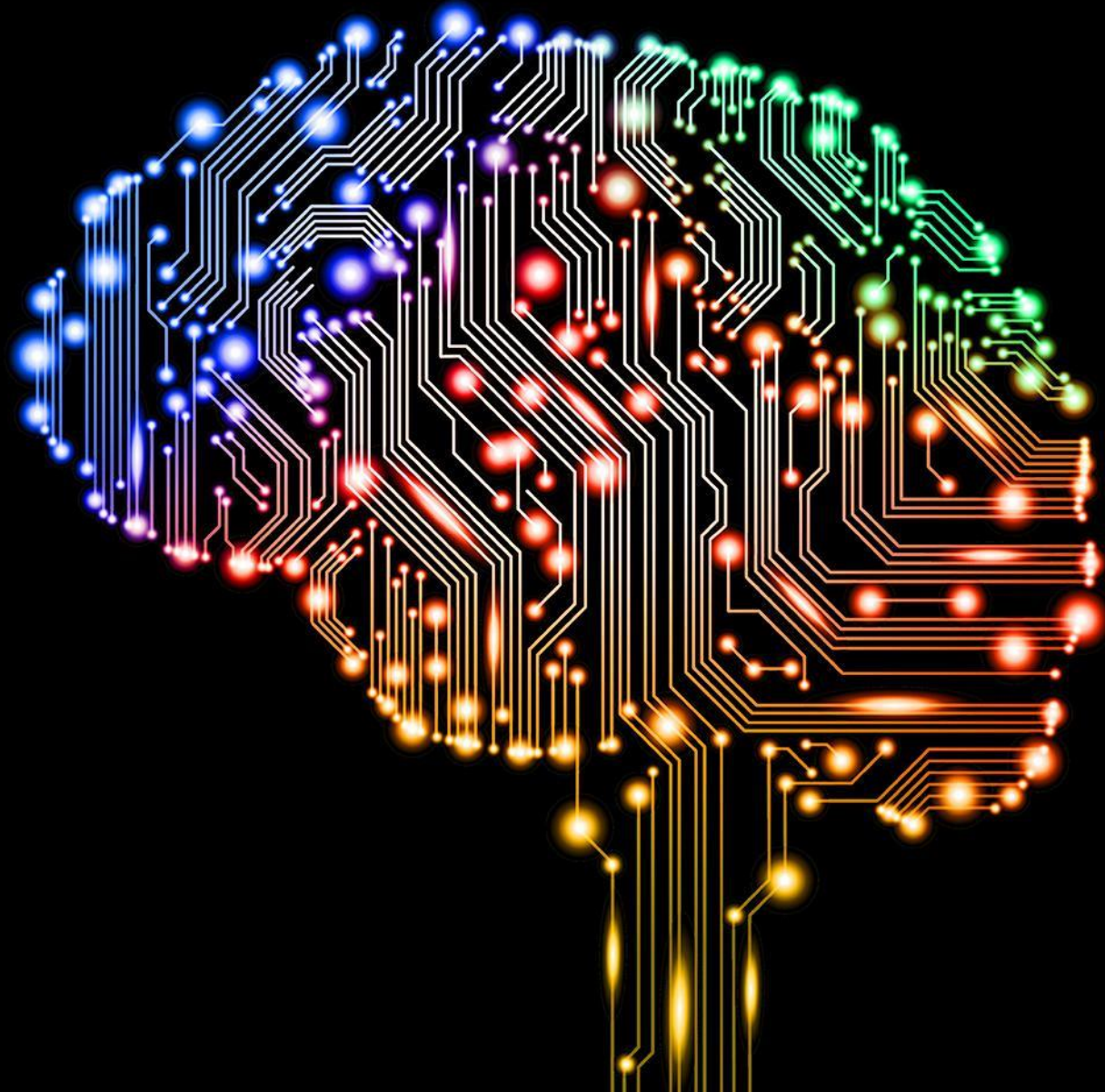
1,169 COMPANIES 648 INVESTORS 4,797 FOLLOWERS 223 JOBS

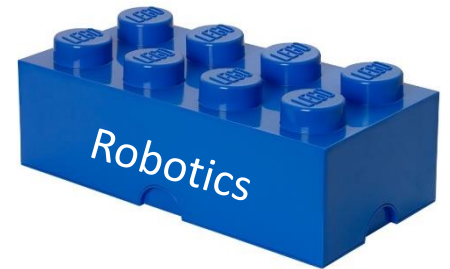
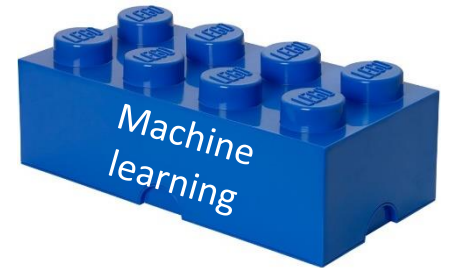
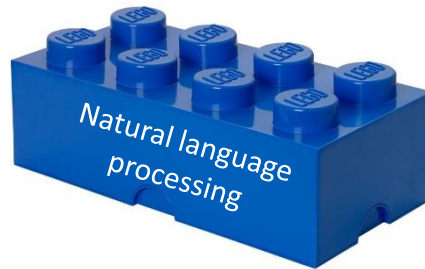
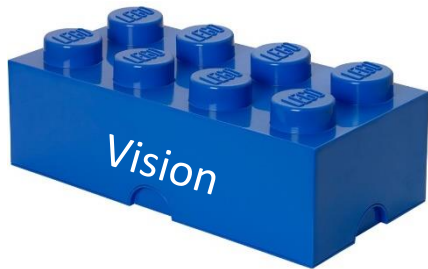
- ◀ All Markets
- PARENTS
- All Markets

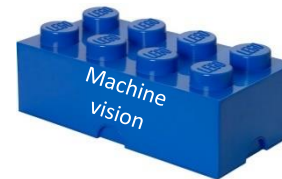
Company	Joined	Followers	Signal	
 Shake Square for contracts New York City · Small and Medium Businesses	Sep '13	251		
 SimpleLegal Matter Management, accruals, ebi... Mountain View · B2B	Aug '13	277		VIEW JOBS
 Casetext Making all the world's laws free an... Palo Alto · Crowdsourcing	Sep '13	620		VIEW JOBS
 Lex Machina Legal Analytics - The Winning E... Legal	Jan '12	551		
 UpCounsel Making the legal experience rema... San Francisco · B2B	Mar '12	1219		VIEW JOBS
 LawPivot 99 Designs for legal California · Crowdsourcing	Sep '10	534		
 Modria The Fairness Engine for the Internet Silicon Valley · Reputation	Aug '11	551		
 Fixed Easily dispute parking tickets	Apr '14	418		VIEW JOBS

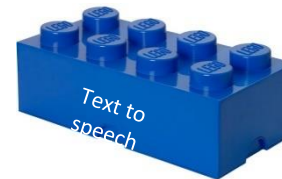
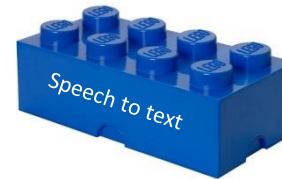


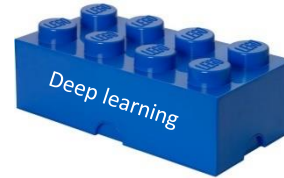
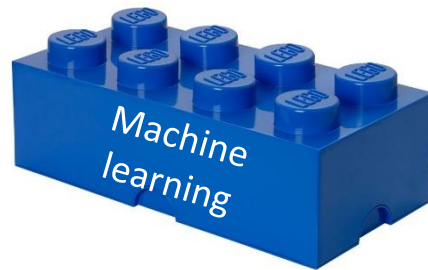
The Boston Consulting Group: Legal technology framework











Natural language
processing

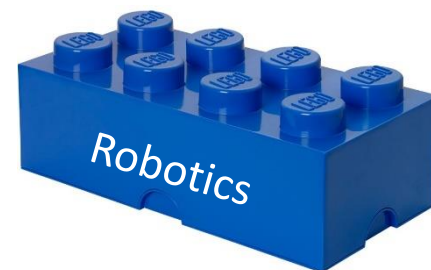
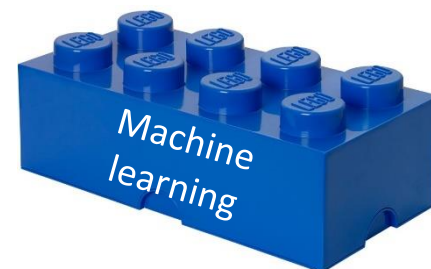
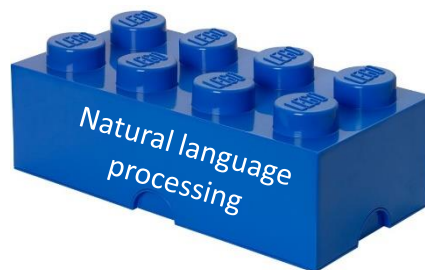
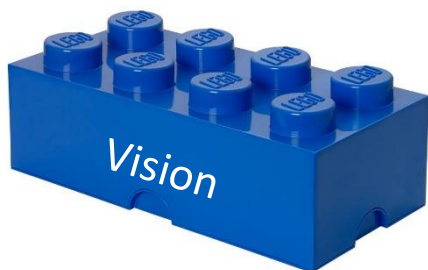
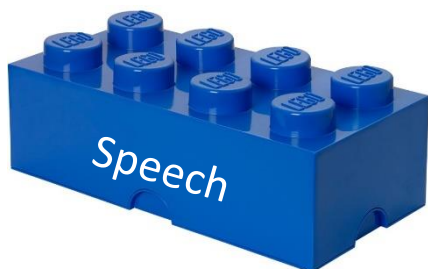
Content
extraction

Machine
translation

Question
answering

Classification

Tekst
generation

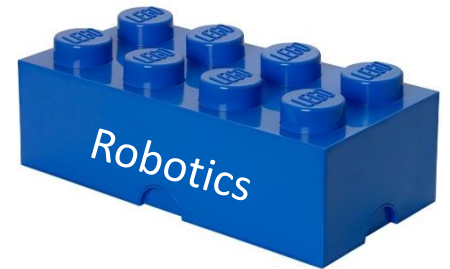
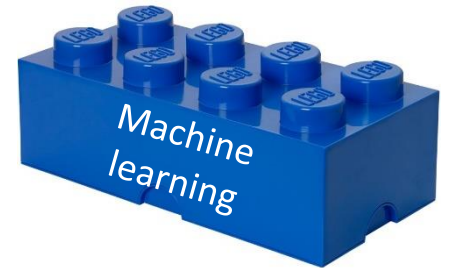
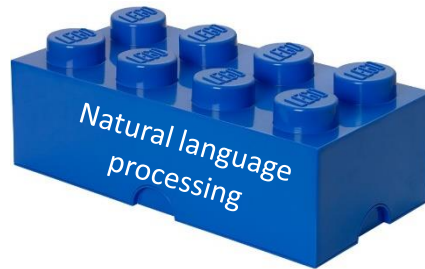
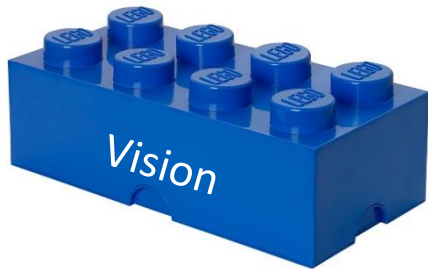
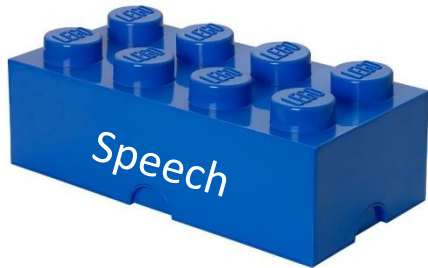


Presented clip



Clip reconstructed
from brain activity



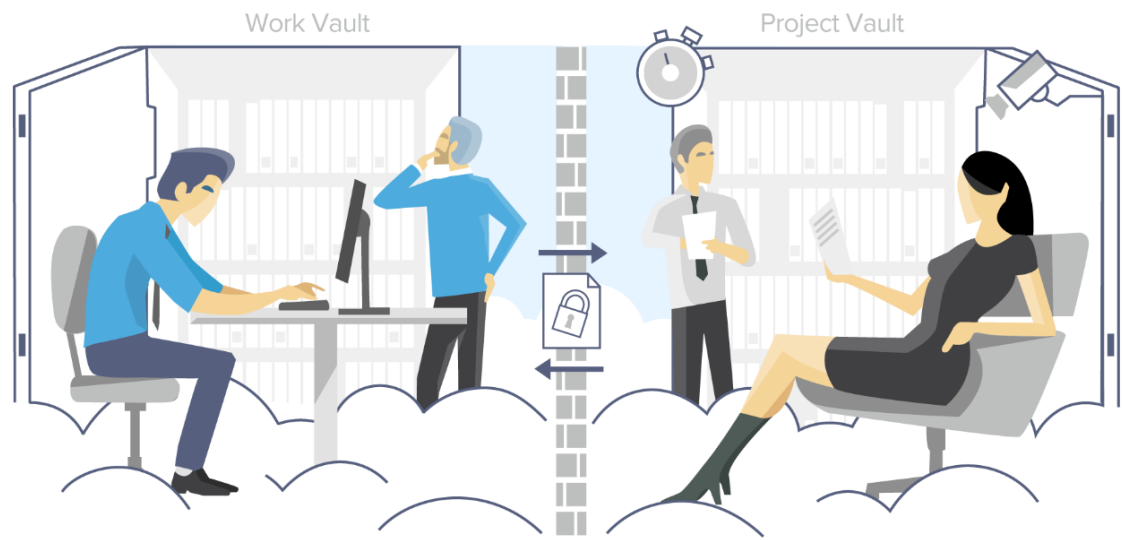


Artificial Intelligence in Law

Field
LEGAL RESEARCH
ELECTRONIC DISCOVERY
OUTCOME PREDICTION
SELF-SERVICE COMPLIANCE
CONTRACT ANALYSIS



Virtual Vaults: de virtuele dataroom provider



- voor Vastgoed 
- voor M&A 



Q&A



Dank

the
ROOM