

**Richard Susskind OBE**  
**Drivers of change in the legal profession**  
**The future for lawyers**

**Final Thought**

The best way to predict the future is to invent it!  
 by 2016 legal services will be fully available through open source online

**Lawyers**

- Sustaining technologies
- Disruptive technologies
- e.g - E.Learning / Online dispute resolution
- Training lawyers for the 21st century not 20th century
  - legal hybrid
  - ODR Practitioners
  - legal risk manager
  - legal process analyst
  - legal technologist
- Tomorrows Jobs

**Technology**

- Moore's Law
- Processing power of computers is doubling per year and halving in cost
- 5 billion mobile subscriptions
- No finishing line in IT
- Irrational rejectionism
- Over 300 social networks
- Mobile devices - tablets
- 21st century video conferencing
- HD Skype
- Artificial intelligence
- The Cloud
- Prediction of flu trends
- Big Data

**The Future**

- Anticipating where the market is going to be in 5 years time, not where it is now
- Finding competitive ways to sale, to give the client exactly what they want
- Finding new ways for lawyers to deliver their service
- "What is the hole in the wall question?" need to be more proactive and less reactive
- Avoidance of legal problems before they hit
- The consumer will not work with "hand packaged services" It needs to be automated

**More For Less**

- more legal work coming in but driving cuts around delivery
- More for less
  - Efficiency strategy
  - cut costs
  - multi-sourcing
  - Collaboration strategy
  - share the costs
  - harness the collaborative power of IT
  - Online community "Google Law"
- The path to commoditisation
  - Bespoke
  - Standardised
  - Systemised
  - Packaged
  - Commoditised
- Decomposing
  - document review
  - legal research
  - PM
  - litigation support
  - electronic disclosure
  - strategy
  - tactics
  - negotiation
  - advocacy
- Multi-sourcing

**The struggles**

- Sole Practitioners will struggle with High Street law firms
- 40% of consumers will go to a high street firm over a solicitor
- More choice which drives down cost
- Outsourcing / Off Shoring of legal work
  - CPA Global
  - Thomson Reuters
  - Pangia 3
  - Sub-Contracting
  - Allen & Overy
  - Axiom - Lease Lawyers
  - LegalZoom.com
  - Ebay - Online Dispute Resolution