



2018

LEGAL TECHNOLOGY PREDICTIONS



Artificial Intelligence will aid in case work, and clients will find value in it

Artificial Intelligence (AI) has the amazing potential to interact, and suddenly, **the computer becomes your legal partner, allowing for real-time strategy, debate, and negotiation.** We've already employed tools like Google Glass, iPads, and wearables, increasing our interactions with our clients and juries and decision makers. In the future, perhaps technology plays a greater role in civil resolutions, and in mediums like Alternative Dispute Resolution (ADR), technology has the potential to make the process more efficient and more fulfilling for everyone involved.

At present, attorneys often need to find that all important "needle in the haystacks" – sifting for a conclusive insight through often thousands of pages, if not more, of text from related cases and from various legal and specialty treatises. **AI helps to reduce this amount of crushing information into a more manageable amount,** shrinking down

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the size of the various haystacks. In its nascent stages, AI currently represents increased efficiencies. For instance, a lawyer can request a memo via AI, asking it to write a response based on a particular question. The attorney can then edit this memo, which saves hours in the drafting process. From the client's perspective, AI also represents more efficiency. Most of the "haystacks" that attorneys have to sift through are actually not relevant to the case. AI allows us to refine and hone our searches – making it much more cost-effective to obtain an answer. **Because of AI, the number of lawyers could drastically diminish.** Actual lawyers conducting legal research or preparing motions and other documents will be augmented if not replaced by AI.

Millennials will force firms to adapt their business model

As the millennial invasion continues to grow, **law firms around the country will be forced to do the one thing they hate most: adapt.** But that change may not only help attract and retain the millennial legal talent law firms need to survive. It may also help with the bottom line.

Law firms have existed for over a century by conducting business essentially the same way. Associates bill scores of hours for large institutional clients and move through the ranks to become partner — only to then have the next generation of associates bill scores of hours for large institutional clients and move through the ranks to become partner. The model has been resilient, so why change?

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