

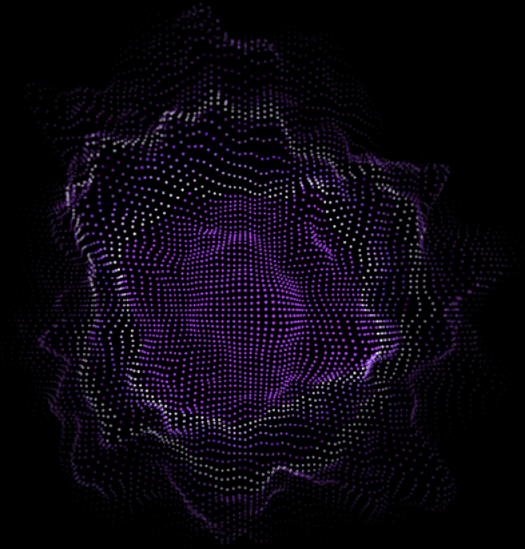
# 2021 APPLICATION GUIDE

# THE LAWTECH HUB




*The first of its kind in Australia, LawTech Hub is a joint venture between leading law firm Lander & Rogers and YBF Ventures, helping lawyers and entrepreneurs to come together to design and build transformative legal technology.*

Technology is driving rapid change throughout the legal profession and you could be at the forefront. Accelerate your success by applying to be a LawTech Hub resident and driving the future of legal sector innovation.



# HOW IT WORKS

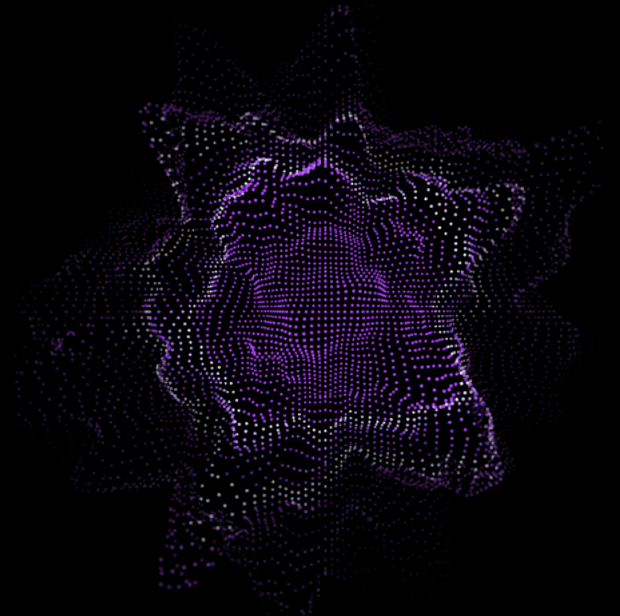


*Each year, the LawTech Hub invites individuals, teams or businesses who have bright ideas for the future of law to participate in a highly focused program that provides founders with the tools, frameworks and support to achieve success, while avoiding common traps.*

Unlike other programs, founders retain all IP to their business or solution, and LawTech Hub does not own an equity stake in the business.

This year, we're running three programs:

- 🔗 Meet the Brief
- 🔗 Startups & Scaleups
- 🔗 Indigenous Startups

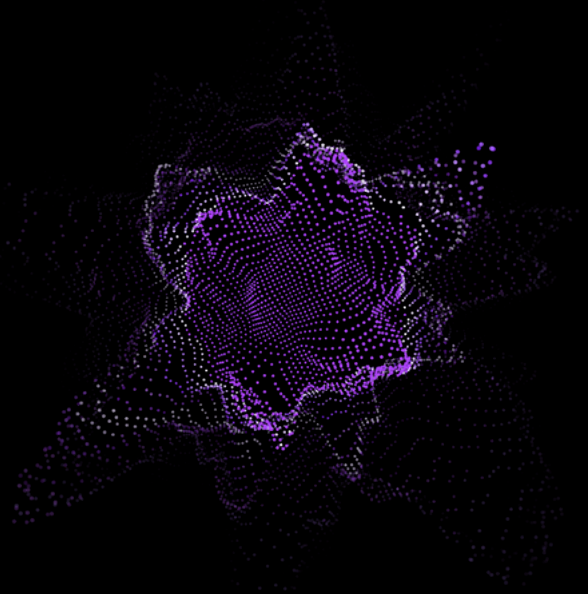


# PROGRAM 1: MEET THE BRIEF

*When you participate in this program you will work towards developing solutions to real business problems. We want to hear from individuals, teams and businesses who have bright ideas for the future of law and are interested in building solutions to live business problems:*

✧ Contract Negotiation

✧ In-house Legal Triage



# CONTRACT NEGOTIATION

*Large-scale contract review is difficult and time consuming, and is often undertaken manually involving multiple parties. The client, a large consultancy company, is looking to simplify the identification of issues for reviewers and streamline the negotiation process.*

## Background





The client currently has a “gold standard” contract containing its preferred clauses. It also uses a checklist and guidance notes to review contracts.

The review is typically a four-stage process, managed via email, with the contract stored in a central SharePoint folder and updated using the Track Changes feature.

## Defining the need

The client seeks to streamline the contract negotiation experience to reduce the time taken to complete the task, reduce risk associated with human error and improve overall quality and consistency.

## Solution key requirements

-  Incorporate consistent contract review methodology to standardise the review process and reduce risk
-  Include document automation technology to integrate universal preferred wording
-  Improve consistency and reduce queries by seamlessly guiding reviewers through the contract review process
-  Assist reviewers with customised wording within the contract

# IN-HOUSE LEGAL TRIAGE

*Legal teams within large organisations receive a significant volume of queries from internal business units such as marketing departments.*

The client, an in-house legal team at an international health product provider, is looking to reduce the number of queries received from internal business units.




## Background

The organisation produces promotional content across multiple markets and channels, each often having unique regulatory requirements.

## Defining the need

The in-house legal team is seeking solutions to reduce the number of queries by developing an automated response system.

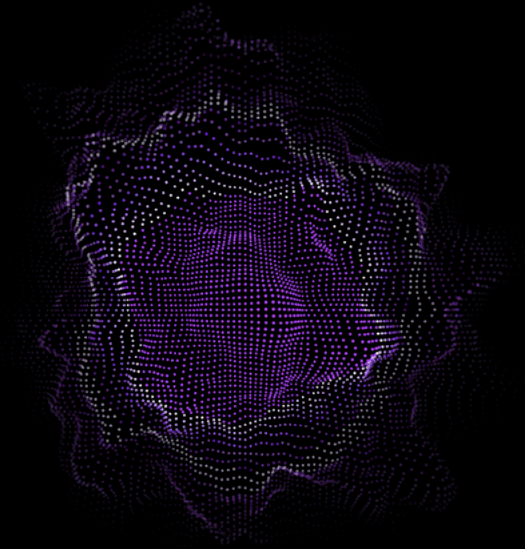
## Solution key requirements

-  An easy-to-use guide to common legal queries
-  Automated tailored advice based on the type of product and platform being used for advertising
-  A triage authorisation process to reduce risk and provide clear accountability

# PROGRAM 2: STARTUPS & SCALEUPS

*The LawTech Hub program focuses on supporting startups and scaleups in their pursuit of creating new and innovative legaltech solutions. It represents a unique opportunity for start ups to collaborate with Lander & Rogers' lawyers and business specialists, while forging connections with the firm's clients and networks.*

This program is open all year round. Please visit the LawTech Hub pages on the Lander & Rogers website for more information.



# STARTUPS & SCALEUPS PROGRAM

*The flexibly structured program provides the guidance, tools and resources you require to design, test and scale your business tool, product or solution.*

The program is designed to maximise the time you spend on developing, refining and testing your product, with several phases to support your progress.

**The startups and scaleups program focuses on solutions centred primarily on:**



automation



blockchain



artificial intelligence (AI)



smart contracts



predictive analytics



smart connectivity platforms



a legal sector issue requiring an innovative technology-based solution

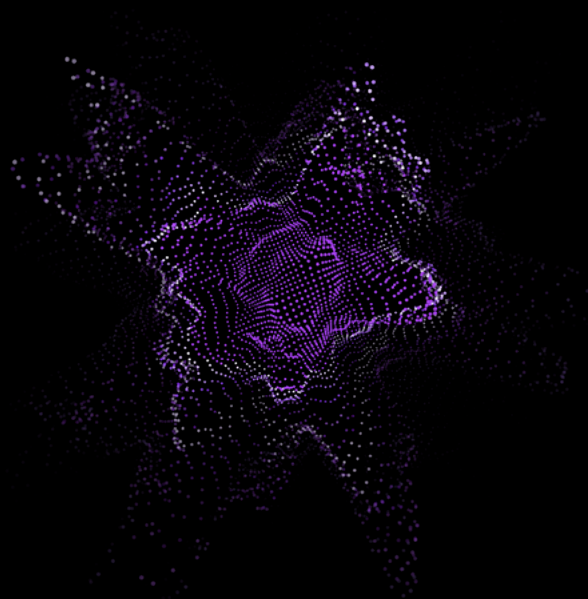


# PROGRAM 3: INDIGENOUS STARTUPS

*This program is specifically designed to support innovation from Indigenous founders, or startups that support Indigenous communities or business.*

The targeted program aims to increase diversity and inclusion by inspiring, educating and supporting Indigenous entrepreneurship. Through access to a vast support network comprised of mentors, partners and industry specialists, the indigenous startup program delivers startups with the tools and business skills so they can focus on growing their businesses.

This program is open all year round. Please visit the LawTech Hub pages on the Lander & Rogers website for more information.

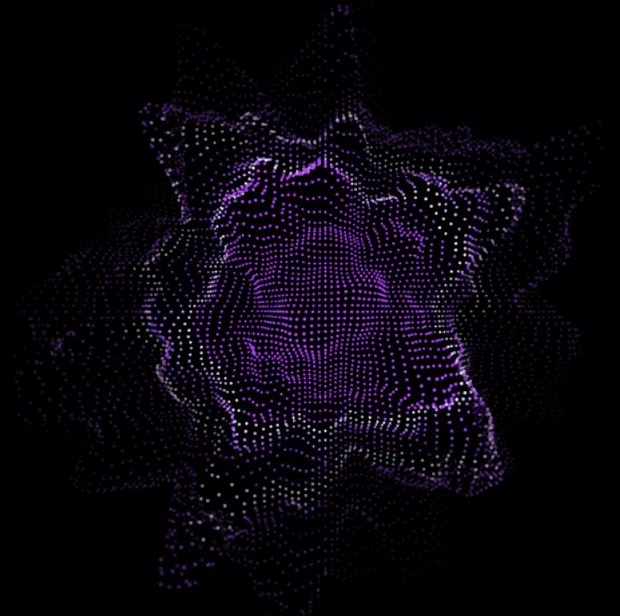


# PROGRAM BENEFITS



*Starting a new business venture or program can be challenging, even for the most experienced entrepreneurs. Evidence shows that businesses that seek advice and leverage support are more likely to succeed in the long run.*

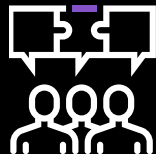
Programs offer support including physical office space for collaboration, work and meetings; access to mentors and other legaltech entrepreneurs and residents; office facilities including desk space, high-speed internet, continuing alumni support and more.





## ACCESS ADVICE

Access coaching from mentors and advice from industry experts and program alumni, with real-time feedback from clients, lawyers and technical teams.



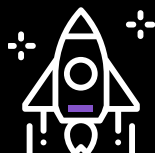
## GROW YOUR NETWORK

Build your community including LawTech Hub resident peers, potential customers and investors.



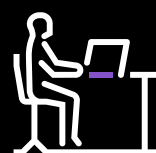
## FAST-TRACK YOUR IDEA

Scale your product or solution faster with access to new clients, industries and sectors.



## EQUITY-FREE SUPPORT

Reap the rewards of your hard work by retaining full equity in your business, program or idea.



## WORKSPACE

Access dedicated office and meeting spaces, with the tools and resources to support your growth.



## BUSINESS SKILLS

Learn the fundamentals of operating a business including finance, operations, legal compliance, marketing and more.

# APPLY NOW



*Applications for the LawTech Hub 2021 Program are now open. Visit the Lander & Rogers LawTech Hub to [apply now](#).*

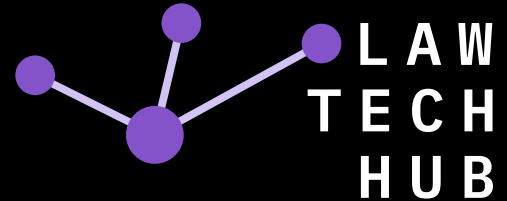
*For any questions please contact Michelle Grossmann or Niels Maartens:*

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