

Bionic Lawyer Project

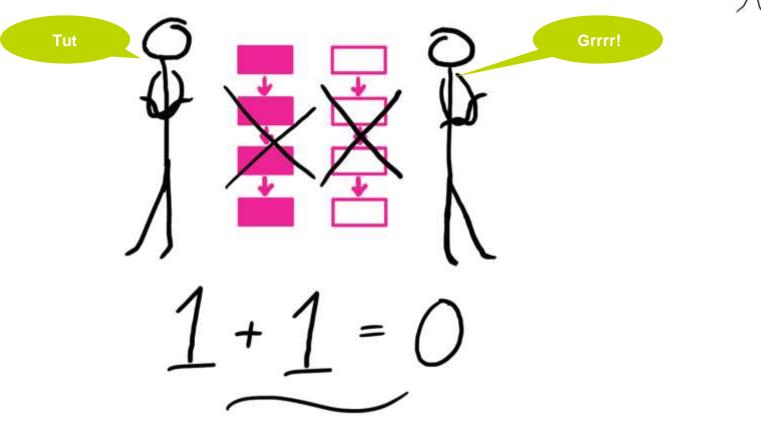
Select 2020

The Bionic Lawyer Project Rob Booth, GC, The Crown Estate Stephen Allen, Innovation & Digital, Hogan Lovells Co-founders of The Bionic Lawyer Project 4 March 2020

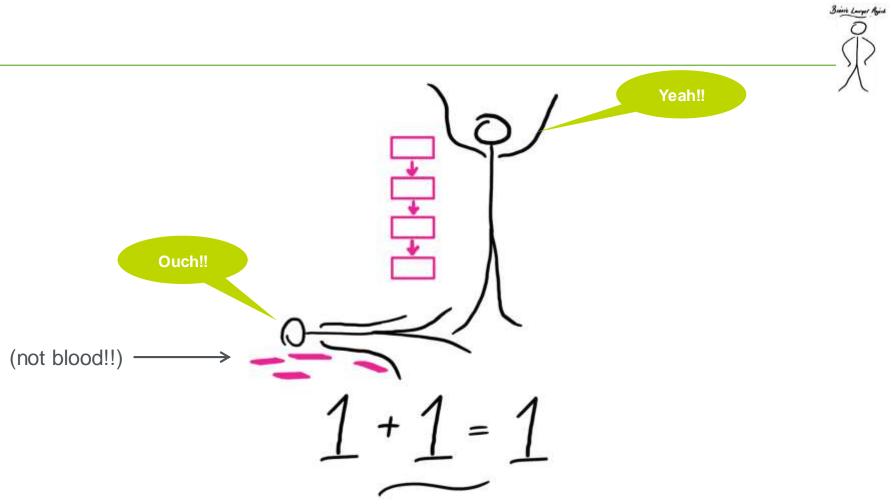


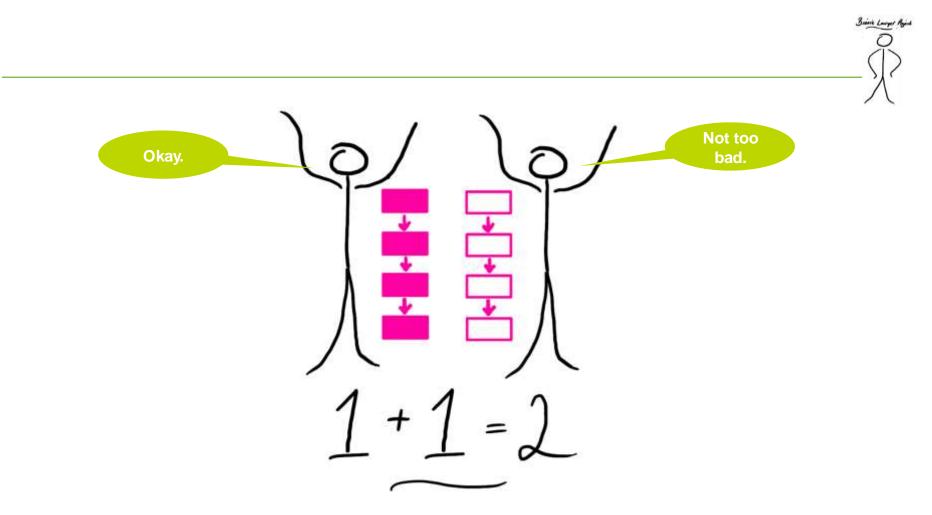


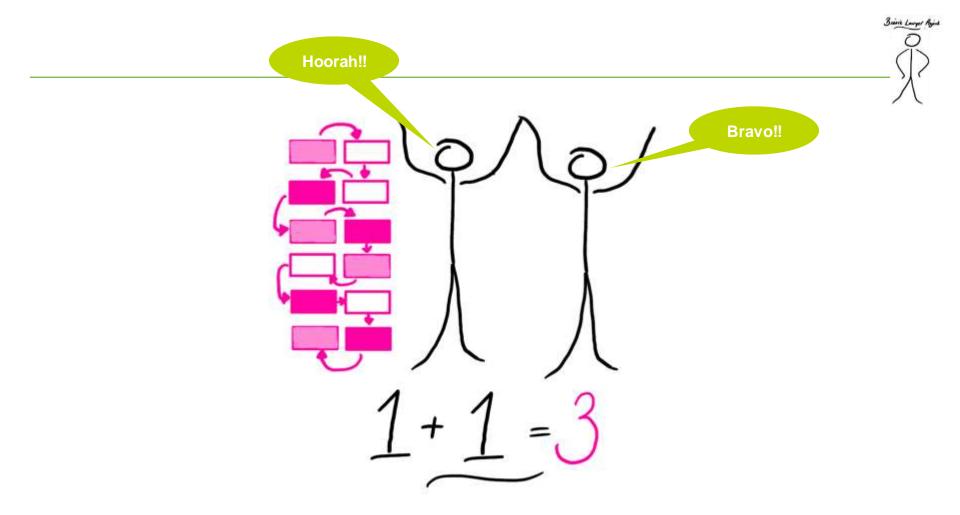




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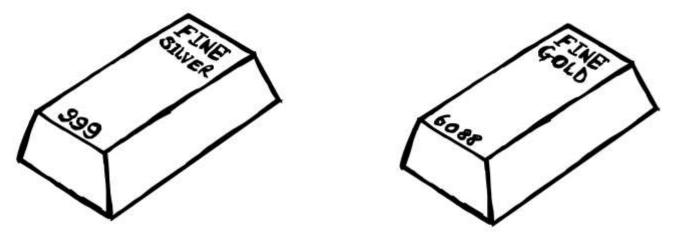




Brient Larger Royal

Alright then, give us an example of how in-house and law firms can work better together? Solutions in the legal industry are all different. However, we believe that they can be split into two broad categories.

We call those categories the silver box and the gold box and they drive our panel model



Inside the Silver Box

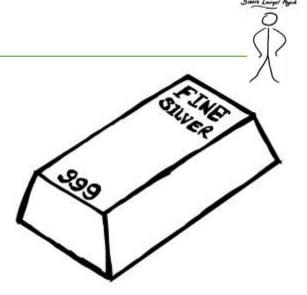
- Silver box problems are characterised by being (relatively):
 - rules based;
 - stable and predictable;
 - repeatable; and
 - scalable.

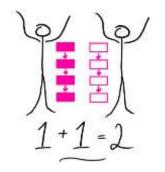
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- Silver box problems are therefore amenable to:
 - the application of collaborative problem solving to create a model;
 - the application of a process and lean thinking;
 - the application of data driven knowledge and insights;
 - the application of technology; and
 - a train, maintain, sustain approach.

Silver box problem solving is therefore delivered and priced specifically to the underlying requirements of the silver box itself – creating the model and using/maintaining it.

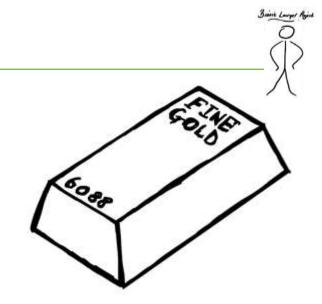
Silver box problem solving is a "no lose play" if you get it right.





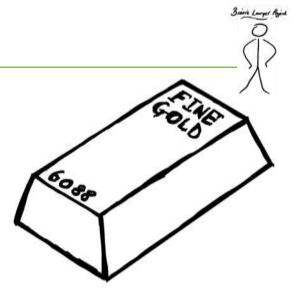
Inside the Gold Box

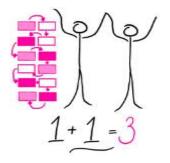
- Gold box problems are characterised by being:
 - complex, multifaceted and ambiguous;
 - unpredictable and uncertain;
 - rapidly changing or chaotically decaying; and
 - impacted by irrationality, emotion, dishonesty and bias.
- Gold box problems are therefore amenable to:
 - the application of collaborative problem solving to solve <u>each</u> problem;
 - harnessing diverse thinking and sources of insight; and
 - agility and responsiveness.



Gold box problem solving is therefore delivered and priced specifically to the underlying requirements of the gold box itself and the value the problem solving creates.

Gold box problem solving is a "win play" if you get it right.





So, to take away from this.....

- For me to win, it is not necessary for you to lose.
- Some legal work is **silver box**, a 'no lose play' solution.
- Other legal work is **gold box**, a 'win play' solution.
- The Bionic Lawyer's look inside the boxes, will enable honest conversations around whether work is a **silver box** or **gold box**.
- Think about joining The Bionic Lawyer Project as its not just about boxes

 its also about people.....and we like people.

It's also about levers, bananas and spanners.....but that's for another day.....

Bionic Lawyer Project

I have the tools to collaborate in real-time, wherever I am

I have my and my team's performance information at my finger tips

I am embedded in and supported by an optimised corporate and operating structure

I only produce content where my input provides special value

I operate in an environment that enhances my wellbeing and I work when I am at my best

I can ensure that the development I receive always has a high impact on my performance

> I can map outcomes, combining my human judgement with evidence based analysis

l deliver at a human level, using internal and external relationships and networks My success is based on what I do, what I deliver and how I think; without bias or privilege

> I have valuable customer and market insights at my fingertips

I have a voice to challenge the status quo

I have a vast legal knowledge base at my fingertips

I problem solve in teams and work seamlessly with a broad group of SMEs

What I do is captured and immutable – nothing valuable that I do, is lost

I am valued and recognised for creating value for my customers

I have purpose and alignment; and am anchored in upholding fundamental values

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