

Rethink(ing) the Nature of Legal Services The Law-Firm Perspective

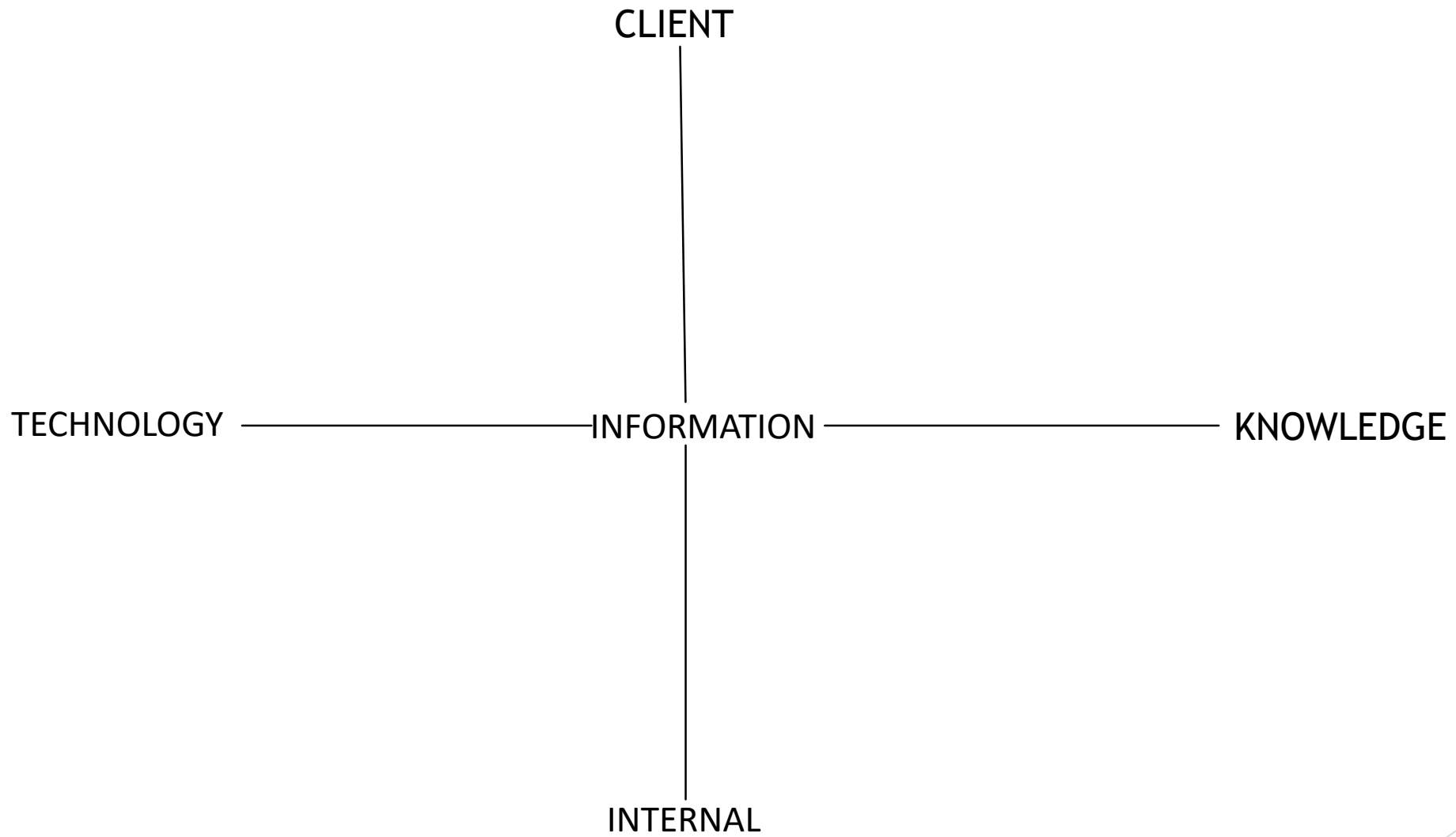
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TECHNOLOGY

INFORMATION

KNOWLEDGE

Back Office Tech

- Email – Skype – Drop Box etc. – Video Conferencing
- Financials – Insurance – Billing – Tax
- Word processing – Digital Dictation
- Firm Intranet – Library Management
- Marketing – Client lists
- HR – Appraisals
- Calendars – Dockets – IP Management
- Cyber – Data – Firewalls – Encryption
- Archives – Filing – Document Generation
- KYC – Conflicts Checks – Compliance (GDPR)

INTERNAL

EXAMPLES (US)

- Clio
- App4Legal
- Lexicata
- Time Matters
- Legal Trek
- Lawcus
- ProLaw (Thomson Reuters)
- Litify
- AMEA Legal
- Docket wise
- Advantage Law
- Dps
- EveryClient
- LawGro
- Synergy Case Management
- Box Cryptor
- Crash plan (back-up)
- Blue Stylus
- Big Hand Voice Tech
- ESI Law 360
- Practice Evolve
- Disco
- Legal Yaar
- DS Wings
- e-Solicitor
- e-Luminate (marketing)
- Lead Trac (marketing)
- Law Practice Cloud
- Lexis Affinity
- NuLaw
- Legal Soft
- Halogen (HR / talent retention)
etc - etc - etc

TECHNOLOGY

INFORMATION

KNOWLEDGE

Internal Knowledge Systems

- Document Management Systems – Electronic Case Files
- Document Assembly Systems – Templates
- In-house document development (Internal tool)
- In house Jurisprudence
- Library
- Legal Retrieval Systems
- Practice Group Interface (e.g. IP & Competition Company & Employment)
- INTRANETS
- Workflow & project management – case tracking
- E-Learning
- AI Driven search tools – (Disclosure/IP)
- Dictation tools
- Practice Specific Tools (TM, patent etc. management)

INTERNAL

Practice Specific Tools (US)

- ASCENT (e-discovery)
- E-Depoze (deposition)
- LUCID IQ (tort actions)
- Q Law (collections)
- Blu Dot (immigration)
- Alt Legal (IP)
- App Call Prosecution (IP)
- Easy Soft (Real Estate)
- Reva Trademark

As standardization expands scope.....

➤ Beyond standardization

- AILA (AI – “worlds first automated TM Assistant”)
- Logikcull (e-discovery – legal problems prediction)

CLIENT

ON-LINE CLIENT SUPPORT SERVICE

- Templates
- Flash news
- Newsletters
- Interactive Access Systems
- Site – News – People
- Test your case (on-line dispute resolution)
- Social Media (FB / Twitter...)
- Open software applications (user generated)
- Wiki's
- Blogs

TECHNOLOGY

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INTERACTIVE ACCESS SYSTEMS

Arbitration Academies

We organize complimentary and tailored seminars and training programs for our major clients. These programs can be customized to take place between half a day to two days, depending on your availability. Set out below are a few of the topics we cover:

- 1 ▶ 10 biggest misconceptions about international arbitration
- 2 ▶ Do's and don'ts of arbitration agreements
- 3 ▶ Selecting arbitral rules
- 4 ▶ Protecting investments and investor-state arbitration

GLOBAL ARBITRATION NEWS



www.globalarbitrationnews.com

A web-based news and knowledge platform which keeps you updated on the latest legislation and court and tribunal decisions related to international arbitration. This is the first global media platform which covers arbitration news from Argentina to Vietnam, containing local, regional and global coverage. Global Arbitration News provides a country-by-country update on the latest developments in the field of international arbitration.

Full access is free-of-charge.

ARBITRATION PRIMERS

Online interactive websites that provide access to concise information on arbitration in various regions, including:

- FAQs on arbitration – Answers to frequently asked questions
- Arbitration and litigation: a comparative table on arbitration and litigation methods for dispute resolution
- Arbitration rules: a comparative table on the rules across the region
- Our people – key international arbitration contacts in relevant jurisdictions



<http://aparbitrationprimer.bakermckenzie.com/>



<http://naarbitrationprimer.bakermckenzie.com/>

GLOBAL ATTORNEY-CLIENT PRIVILEGE CENTER

An interactive online resource for our Global Attorney-Client Privilege Handbook, this easy to-use site allows visitors to view various privilege topics for over 40 jurisdictions such as:

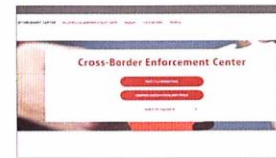
- What types of communication are protected
- Whether in-house counsel communications are included
- How to avoid losing privilege
- Whether government officials can compel disclosure in investigations and prosecutions



<http://globalprivilege.bakermckenzie.com/>

Available in PDF and online

CROSS BORDER ENFORCEMENT CENTER

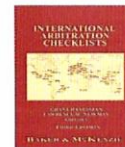


<http://crossborderenforcement.bakermckenzie.com/>

An interactive online resource that helps you determine preferred venues for litigation and/or arbitration in your contracts, based on the ease of enforcement of judgments or awards from those venues. It covers key enforcement topics for 26 jurisdictions, including:

- Which countries have reciprocal enforcement arrangements
- Ease or difficulty of enforcement in each country
- What enforcement methods are available
- The approximate time and cost to enforce an award or a judgment
- Any special difficulties in each jurisdiction
- What documents are required for enforcement
- Who to contact in our local offices to initiate enforcement procedures

INTERNATIONAL ARBITRATION CHECKLISTS



International Arbitration Checklists, a collaboration with Juris Publishing, aims to highlight the issues that in-house counsel and their external lawyers need to address at each stage of an international arbitration proceeding. Topics include: deciding whether to arbitrate or litigate; obtaining evidence and information; commencing the arbitration; enforcing an arbitration clause; selecting the tribunal; interim relief; discovery; expert evidence; challenging an award; and enforcing an award.

The 3rd edition was published in June 2016.

CLIENT

CLIENT RELATIONSHIP SYSTEMS

- Client – Law Firm Extranets
 - Monitor work progress per case / Virtual deal room
 - Document appraisal
 - Input Data, Opinions
 - Monitor costs, invoices
 - Closed communication systems
- Client Podcasts – Webinars – Skype

TECHNOLOGY

INFORMATION

KNOWLEDGE

We consider high-quality advice to be a given. Equally, we believe that financial transparency and cost-efficiency are fundamental to carrying out projects successfully and to closely aligning your project objectives with your business goals. We achieve this using our industry-leading legal project management approach and client-centric tools.

PRICING AND ALTERNATIVE FEE ARRANGEMENTS

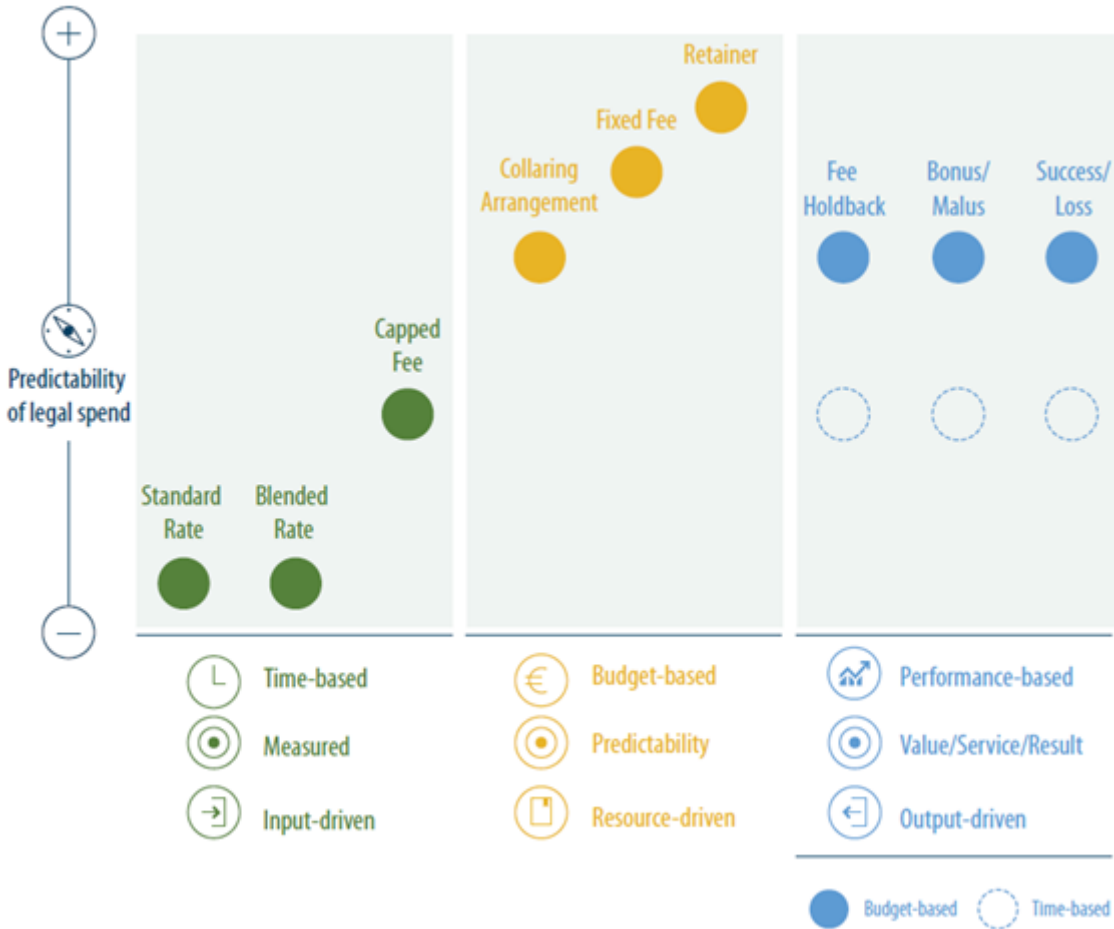
STRIKING THE BALANCE BETWEEN PRICE, VALUE AND FLEXIBILITY

H..... offers a wide selection of fee arrangements. Any arrangement can be tailored to specific circumstances, based on legal spend and the amount of work that is expected.

Choosing an appropriate fee arrangement is a collaborative pricing process between the client and the firm.

Each fee arrangement has its own mechanism and underlying principles. We use these principles to craft the fee arrangement that best fits with the task at hand, and the specific preferences and business goals of the client. For example, some clients may prefer the cost certainty of fixed fees, while other clients are more comfortable with hourly rates.

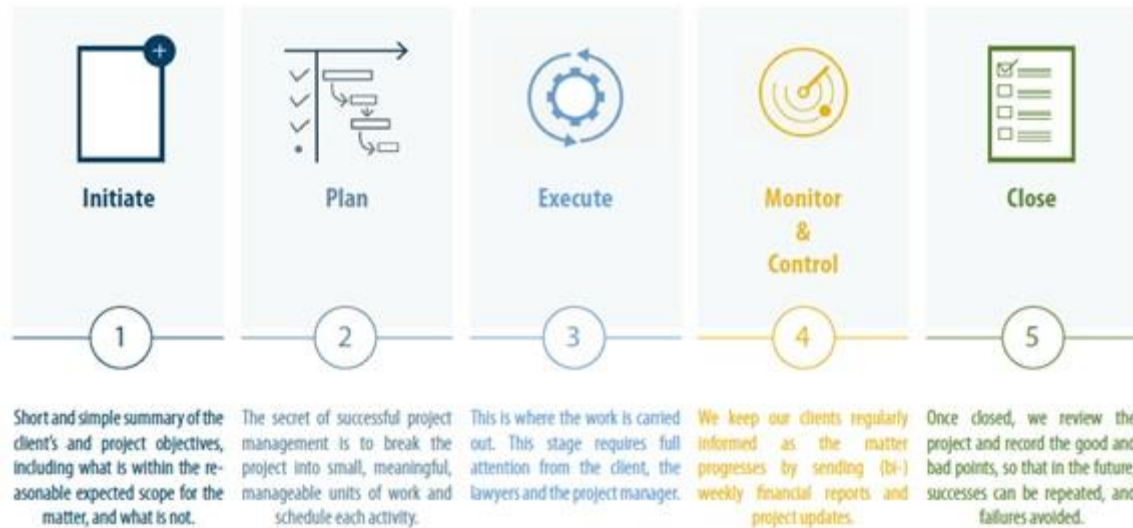
Each fee arrangement has different service delivery criteria. Our clients can align their choice of fee arrangement with the service delivery criteria that are most important to them. In every case, we consider high-quality advice, transparency and efficiency to be a given.



PROJECT MANAGEMENT, COST MONITORING & FINANCIAL REPORTING

PREDICTABILITY, TRANSPARENCY & EFFICIENCY

H..... Legal Project Management department has a team of dedicated legal project managers who focus on cost monitoring and providing management information. They help us to maintain efficient staffing levels and to secure continuous process improvement through project evaluations and implementation of lessons learned. For larger, complex projects, project management is used to achieve predictability, transparency and efficiency.



THANK YOU!

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