

SaaS as a Strategic Option to Control Litigation Costs

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Topics for the Audience to Consider

- How does using SaaS place a firm strategically?
- What are the strategic options for SaaS and lit support?
- How does SaaS integrate within a firm's evolving business model?
- What are the potential cost savings?
- Is SaaS truly the path firms should take due to data privacy concerns, and what are the alternatives firm's should consider?

What is the Distinction Between “Law Firms” & Businesses?



SaaS & Lit Support Business Model

- Everyone agrees that the world is inexorably moving in this direction; the key question is how fast will it get there
- Attorneys, as a group, are not particularly “tech savvy”
- Law firms are very conservative and inherently “slow movers”
- Could be a competitive advantage to those firms that can figure it out and become “first movers”
- A lot of firms are in “paralysis by analysis” right now

Data Privacy and Client Confidences

- Law firms will need a very high degree of confidence before they move client information outside their own walls
- One likely result is that firms will use “private,” not “public” clouds where possible

The Nature of SaaS and the Options

- *The cloud, security, and vendor choice*
- *Importance of private vs public*
- *Why choose SaaS over internal hosting: benefits/burdens*
- *ROI: Short and long term considerations*