

the **Agile**
Law Firm 



The ghosts of legal projects, past, present & future

London, 21st November 2018

"Collaborating with DMC Canotec gave us the expertise and insight, as well as the technology platforms and capability we needed to bring our vision to life. Legal services have to innovate and 'going digital' is an integral part of that journey."

Nick Lakhani
Finance Director, asb law.



Welcome

On behalf of DMC Canotec thank you for joining us today at our end of year Agile Law special... "An Agile Christmas Carol".

We are incredibly grateful to the many customers who continue to contribute to the success of the Agile Law events we run and the community in turn we are building. This is no more so than the 5 firms today that have volunteered to share the own experiences on legal transformation and Agile through the Ghosts of Projects Past, Present and Future. Special thanks also go to our Chairman today, Chris Bull of Kingsmead Square.

The legal sector continues to be in a significant moment of disruption, change and evolution...The traditional business model of law is being challenged and many clients are driving that change with increasing demands and expectations for greater value and enhanced service. This is against a backdrop of pressure on fees, new players and competition, talent acquisition and retention, increased security and compliance and ultimately overall profit retention and PEP. However, quite a few firms are benefiting from this period of change, embracing smarter technology and smarter ways of communication, collaboration, matter management & client service delivery. Many are in the room today.

The phrase "work smarter, not harder" has never been more relevant and Agile is very much at the core of that philosophy, with the opportunity to enhance and drive greater returns for the three Ps... People, Process, Premises and in turn, the 4th...Profit.

We hope you find the sessions stimulating, thought provoking and practical, find time to look at the "Curiosity Shops" of Agile Technology we have put together today so that you come away with at least one or two gems you can apply tomorrow in your own firm.

Our commitment to all of our customers is to continue to add value as a trusted partner. If you want a safe pair of hands in helping you bring your own firms vision of transformation to life, we have the team, the solutions and the partners to get it right and deliver an assured outcome. Share your challenge and aspirations with us and we will help you deliver positive change.

Enjoy the day and all the Agile Law event has to offer.



David Newman
DMC Canotec

Agenda

13.00 Registration & Networking Lunch

14.00 Session One: Ghosts of legal projects past

An introduction to the Agile Law Firm

David Newman
Director, DMC Canotec

What are the most significant changes of the past 5 years?

Chris Bull
Executive Director, Kingsmead Square & the Intuity Alliance

14.30 Session Two: Ghosts of legal projects present

How Agile have we become?

John Bailey
Operations Director, Wright Hassall

Flexible working & Attracting great talent

Rachel Street
Director of People & Talent, RPC

The dispersed business model

Maurice Tunney
IT Director, Keystone Law

Strategic Issue in today's industry

Mark Day
CEO, Law South

The new work space

Catherine Rushton
Global IT Service Delivery Manager, Withersworldwide



15.30 Refreshments

16.00 Session Three: Ghosts of legal projects future

Why should you migrate to the Cloud?

Aaron Naisbitt
Head of Sales, Converge TS

The new cloud strategy: Why and When?

Chris Tickler
NTWare and uniFLOW

Where paper is really going

Eric Gee
Paper River

Law firms in a Post Agile Age: what next?

Martyn Wells
IT Director, Wright Hassall

17.00 Summary & Thanks

Simon Davey
Managing Director, DMC Canotec

17.15 Canapés, Drinks & Networking

Champagne bar compliments of Converge TS

Agile Hosts



DMC Canotec

Committed to helping law firms work smarter, DMC Canotec provides innovative MPS solutions that empower customers by simplifying the document journey.

We have helped over 90 law firms improve their productivity, agility and ROI by 'going paper-lite'. Our award-winning approach to customer care, project delivery and innovation in legal document management and workflow acceleration can give you a competitive edge.

Our professional service managers support the transformation of your firm by designing tailored solutions that leverage award-winning technology and support your people to deliver real outcomes. Connecting people and technology is our ethos, our service team will work with you to implement lasting change and ensure that your document environment remains sustainable and secure.

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Agile Speakers



Chris Bull

[Kingsmead Square & The Intuity Alliance](#)

Chris is the founding Director of legal and professional services retained advisors Kingsmead Square and co-founder in 2018 of the Intuity Alliance, advising on strategy, operations and innovation via a portfolio of retained, interim and NED roles.

One of the busiest speakers and writers on the business of law, Chris is a regular keynote presenter, producer, Chair and panellist at major conferences in Europe and the USA and author of a series of reports.

He has been COO and Chief Executive of UK lawyers Osborne Clarke, COO with pioneering Alternative Legal Service firm Integreon and KPMG's Ambassador for Professional Practices.



John Bailey

[Wright Hassall](#)

John is the Operations Director at Wright Hassall and has over 30 years experience in operational management with cross industry experience covering financial services, private and public sectors and more recently the legal sector. John has a proven track record in operational management, client management and service transformation

Key areas of focus are typically colleague engagement for service delivery, adapting the way in which Wright Hassall work for the benefit of their clients and the business, all whilst having some fun!



Rachel Street

[RPC](#)

With over 20 years' experience as an HR leader and consultant in the professional services sector, Rachel has a wealth of knowledge in people and talent development. Rachel was appointed to her current role as Director of People and Talent Development in July 2016, having previously worked as a consultant to the firm.

She is responsible for working with the partnership to set and drive the firm's people strategy. Rachel has a particular interest and expertise in employee engagement, talent management and inclusion and diversity. Rachel embarked on her HR career at Accenture, before moving on to Linklaters, where she progressed into a number of senior roles as part of the global HR leadership team.

Agile Speakers



Maurice Tunney

Keystone Law

Maurice is the IT Director at Keystone Law. He is responsible for all things IT and helps to drive Keystone forward through the use of technology.

Maurice joined Keystone in 2014, from Fieldfisher, where as Head of IT Solutions he was responsible for developing the IT strategy and managing the portfolio of IT projects across the firm. Prior to Fieldfisher he was with Simmons & Simmons for five years, where he managed local and global IT projects.

In his spare time he tries to play golf, cricket and tennis but that is severely hampered by his eight and four year old daughters!



Mark Day

Law South Group

Mark Day is the CEO of Law South Group, a leading member organisation wholly owned by 12 member firms who have a collective turnover of £195 million and over 2,600 staff.

Law South supports the members with best practice and events on key strategic issues and in PII, Risk & Compliance, Finance, IT, HR and Learning & Development.

Mark has previously fulfilled senior management roles within regional and City law firms, and services businesses in the UK legal sector since 2000. He has an MBA and previously rose from 'contracts guy' to be MD of a leading technical and project consultancy, latterly as the consultancy division of a PLC.





Catherine Rushton

Withers LLP

Catherine is the global IT service delivery manager for international law firm Withersworldwide, overseeing IT support and training for the firm. She has over a decade of proven technical abilities, the majority of that time spent within legal IT departments.

Catherine recently completed a successful move to agile working for the London office, and her focus is now on implementing a global desktop refresh as well as working with her team to ensure the continual delivery of outstanding customer service to the legal and support teams.



Aaron Naisbitt

Converge Technology Specialists

Aaron is the Head of Sales for Converge Technology Specialists, a Cloud and Managed IT provider dedicated to law firms. A specialist in business growth and development, Aaron's client-focused approach helps drive tangible business benefits for his clients.

Aaron has 12 years' experience in the technology sector and works with law firms to align their technology use with their business



Martyn Wells

Wright Hassall

Martyn is the IT Director at Wright Hassall and joined in 2013 following a 25-year career developing strategy and delivering change across a wide range of Financial Services sectors.

During his career, Martyn has managed multiple business-transformation programmes including an online retail and wholesale FX platform, an industry-wide mortgage valuation platform for the surveying sector, implemented major software programmes for a number of global financial services providers in the capacity of Managing Consultant, and held C-level positions for over 15 years.

Agile Partners



Canon UK

Canon as a leading edge innovator in the Business Imaging and Managed Document services arena have placed significant focus on the Legal market due to its strong growth, high standards and constant desire for evolution and innovation

Canon and DMC Canotec have over 45 years' combined partnership. DMC Canotec are in an elite group being in both Canon's UK and European Platinum partner group, holding our Advanced Office Imaging, Advanced Solutions, Managed Print Services & Professional Print Accreditations.

Canon recognise DMC Canotec as innovators in the Legal sector and one of our specialist partners in this arena, often sharing council with Canon on developments in the sector.

www.canon.co.uk



Converge TS

Converge is the only cloud provider dedicated to UK law firms. We specialise in delivering one service to one sector, which means our expertise and focus is second to none. We provide a secure, fully managed cloud service which is used by innovative law firms throughout the UK every day to drive productivity, enable flexible working and boost growth.

Clients include BTO Solicitors, Stone King, McMillan Williams Solicitors, Langleys Solicitors and Stephensons Solicitors.

As a law firm specialist, we do not get bogged down in delivering lots of different services to many industries as we prefer to do one thing really well. This enables our team to be the best that they can be, it gives our clients the confidence that they are working with industry specialists and it is what sets us apart from our competitors.

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DMC Canotec



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Paper River

Paper River is a leading developer of technology solutions for law firms. Our FlowMatrix platform hosts a powerful rules-based workflow engine with many methods for outputting and inputting the information that a company needs to deal with.

FlowMatrix is engineered to manage the entire document lifecycle, from creation to disposition with minimal human intervention. Fast, efficient and intelligent automation is the foundation of all our legal products.

We provide a single platform for Digital Mail Room, Distributed Capture, Document Building, Virtual Binders, Remote Working Apps and Office Services, and our Output Gateway manages all your print, copy, cost recovery and document referencing seamlessly.

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NTWare / uniFLOW

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uniFLOW provides a single modular system which comprises office printing, document scanning, mobile printing, device management and production printing. This means, there is only one system the business administrator needs to learn and support. All users, groups, rules, security permissions and cost centers are managed centralized. Office and print room printing costs can be shown clearly in one report. Time spent for maintenance and backup is significantly reduced, because all print, scan and device management functions are bundled in one system.

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