



**Deloitte.**  
Legal

Innovative Legal  
Management Consulting Offering



# 1. Legal Management Consulting

How we can help you?

### 1. Assess

Our teams perform a **deep-dive assessment** on your legal department's operations as a whole or on specific issues important to you. The result will be a **detailed gap analysis** of the current state versus the desired state. Typical **drivers for change** are cost reduction, digital delivery, risk management and agility.



### 2. Design

We then help you establish a **long-term vision** for your department and **prioritize** the initiatives required to achieve that vision. The result will be a detailed action plan that will transform the priorities into **successful outcomes**.



### 3. Execute

In the implementation of the **vision and strategic priorities**, our teams will work with you on the day-to-day execution of the **action plan**, as well as the **overall project management** and **communication** with key stakeholders.



### 4. Deliver

We will also support you by delivering **change management programs** and **training** to your legal staff and key stakeholders.



### Our innovative LMC services include:

- Legal Operating Model Design
- Legal Process Design
- Legal Risk and Matter Management
- Legal Sourcing
- Legal Technology
- Legal Labs

# 2. Legal Technology

Maximising efficiencies and reducing risk

## Challenges addressed by a Contract Lifecycle Management solution

### Contract Lifecycle Management (CLM)



#### Consistency

- Control of the contract template version
- Synchronized T&Cs
- Management of customers` specific contract document templates and T&Cs

#### Compliance

- Contract signature management
- Contract document retention
- Audit compliance

#### Authoring

- Data and process management
- Contract cycle time
- Status visibility

#### Negotiation

- Management of various contract document versions
- T&Cs repository
- Customizing contracts on customer paper

#### Approvals

- Submission, tracking, and storage of contract approvals

### Proven and emerging digital tools have the capability to help teams:

- Provide greater cross-border **consistency** and **transparency**
- **Mitigate** risk with greater efficiency
- Accomplish **more** with less
- **Automate** routine and repetitive tasks
- Free up the team for **strategic** priorities

### Our innovative Legaltech services include:

- Legal data analytics
- Contract lifecycle management
- Legal matter management
- E-signature
- Contract automation
- Contract review & artificial intelligence (AI) driven contract review

# 3. Legal Managed Services

How we can help you by outsourcing various legal services

We provide **outsourced solutions** for everyday legal tasks, enabling your lawyers to focus on their primary objective of providing strategic advice to you



Deloitte Legal leverages its global scale and expertise in technology, and alternative delivery models to ensure our clients achieve a number of **key objectives**:

- **Efficient delivery** of high-volume services
- **More efficient risk management**, with improved compliance and oversight across key governance aspects
- **Transparency and predictability of legal spend**; providing economies of scale with a single provider across multiple jurisdictions

**One-off remediation projects**


**Outsource general counsel responsibilities**


**Full outsource of legal function**






# Our global legal footprint

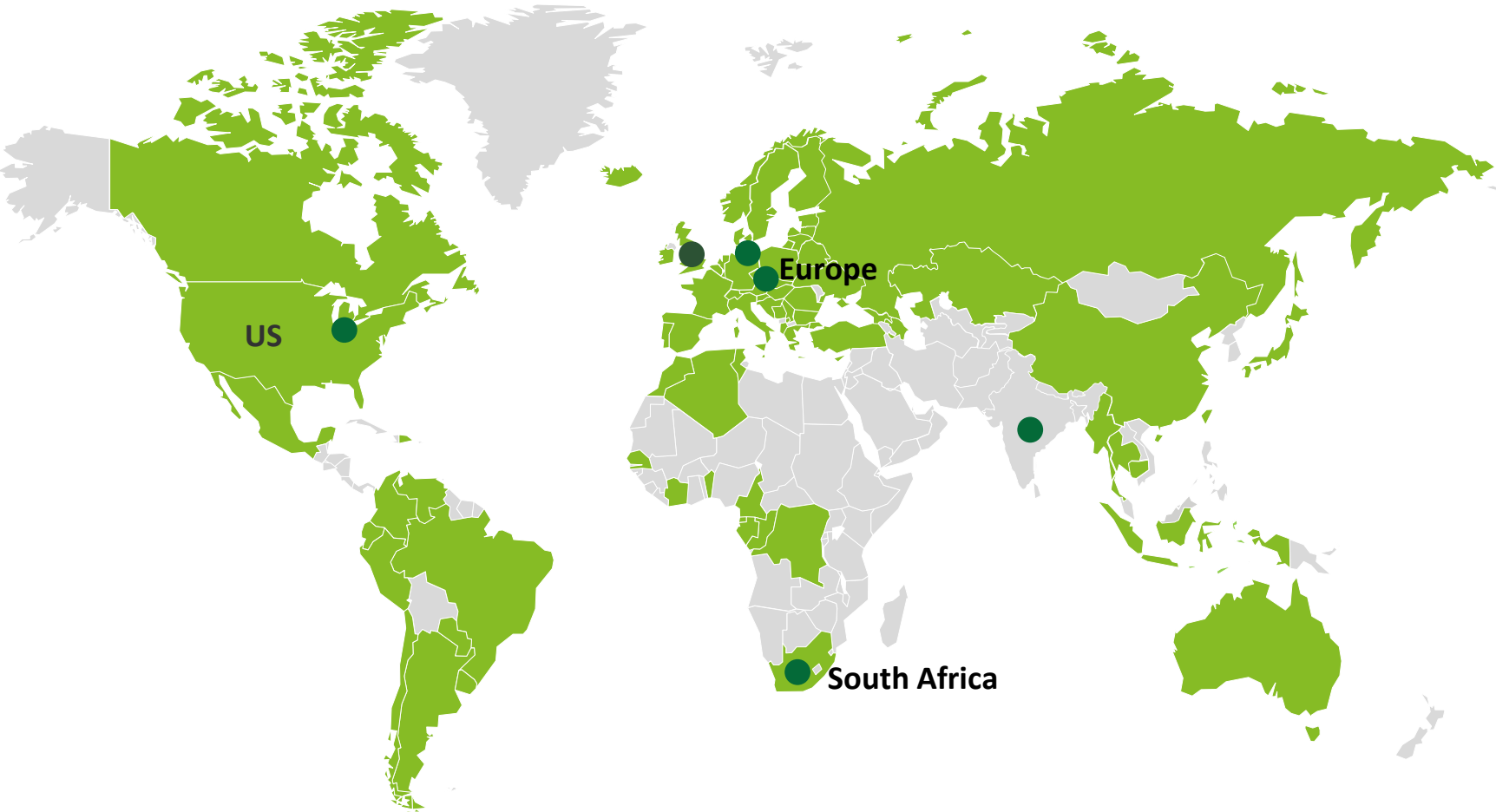
How we can help by accessing expertise and insights from our Deloitte Legal network

 **Access to multidisciplinary expertise from across Deloitte**  
85+ jurisdictions globally

 **Global footprint**  
2700+ legal professionals

**Key**

-  Deloitte Legal Managed Services Central Function
-  Deloitte Legal Local Presence
-  Centres of Excellence



# Our team

Do not hesitate to reach out to us



## Emily Foges

**Global Lead Partner: Legal Managed Services**  
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### Background

Emily is the global lead partner for Deloitte's Legal Managed Services practice, based in London. Prior to Deloitte, Emily was CEO of legal technology provider Luminance, developing artificial intelligence software which is used by law firms in 40 countries around the world, and taking this organisation from start-up to £100m valuation in four years.

Emily has 25 years' experience of building innovative new propositions and business models, leveraging the advantages of the latest technology developments across industries from retail and manufacturing through to media and financial services



## Jack Diggle

**Global UK and NSE Legal Management Consulting practise**  
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### Background

Jack is the lead partner of the Deloitte UK and North South Europe Legal Management Consulting practice, based in London. Prior to Deloitte, Jack was Vice President and Global Head of Consulting at Elevate Services, a pioneering alternative legal services provider, having also headed up legal transformation operations at Barclays, where he led the strategic change agenda for its in-house legal department.

As an experienced leader with a 20 year track record of formulating and implementing strategic change in the legal and financial services sectors, Jack's career has been focused in complex multinational environments. He has a broad and deep expertise in cost reduction and operational efficiency techniques intended either to increase profitability or to grow revenues.

# Our team

Do not hesitate to reach out to us



## Paul de Blasi

Director – Attorney-at-law

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### Background

Paul is a Swiss qualified attorney-at-law with over 15 years of professional experience and is responsible of the Deloitte legal practice in the French speaking part of Switzerland. Prior to joining Deloitte, Paul worked for Baker&McKenzie and a Big4 firm. Paul is the chairman of his own family business and member of the Family Business Network (FBN) in Switzerland. Paul has an excellent understanding of in-house legal activities, and corporate governance, as he was seconded for one year as the EMEA Legal Counsel within Alcon, a global leader in eye care.

Paul specialises in domestic and international M&A transactions - advising buyers and sellers in: negotiation, drafting and review of sale and purchase agreements, closing preparation and execution, post-closing assistance, legal due diligence, and managing and coordinating international teams (50+ countries). Paul is very active in Data Protection law and LegalTech assistance. Paul acts as an external lecturer at the Academy HEIG VD and EMBA teaching: corporate governance, managing shareholder interactions and liability of directors.

### Selected project highlights

- Legal lead for a large carve-out project from a listed US company covering 35+ countries including 700+ employees (Global Deloitte Legal Winner Award 2019)
- Assistance to several multinationals in relation to Data Protection, and LegalTech



## Dr. Aurélien Rocher

Head of digital law

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### Background

Aurélien is a French qualified attorney-at-law with over 7 years of professional experience in Switzerland and is a Doctor of laws in EU corporate law.

In addition to his primary core legal skills in corporate law and governance, Aurélien is a LegalTech practitioner with hands-on experience of contract management, risk management and contract automation software developed by both Deloitte, and Lexisnexis, Thomson Reuters and other IT providers.

As a very process-oriented business legal adviser, he is skilled in working in multidisciplinary and international teams, notably within the frame of privacy compliance programmes and IT agreements negotiation.

He is also an external lecturer at the University of Lyon (since 2012), teaching corporate law, legal tech and is the author of many publications in the field of “Law & Economics”, corporate governance and data protection.

### Selected project highlights

- Set-up of a legal entities management project for a large IT multinational spanning over 60+ countries
- Multiple CLM and e-signature projects for clients in various industries
- Management of several multidisciplinary GDPR compliance projects for clients in various industries



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