# The Legal Tech Startup Landscape

CODEX FUTURELAW 2018

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#### The science of justice

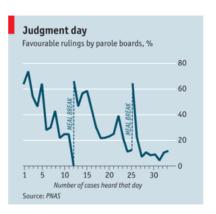
#### I think it's time we broke for lunch...

Court rulings depend partly on when the judge last had a snack

Apr 14th 2011

AROUND the world, courthouses are adorned with a statue of a blindfolded woman holding a set of scales and a sword: Justice personified. Her sword stands for the power of the court, her scales for the competing claims of the petitioners. The blindfold (a 15th-century innovation) represents the principle that justice should be blind. The law should be applied without fear or favour, with only cold reason and the facts of the case determining what happens to the accused. Lawyers, though, have long suspected that such lofty ideals are not always achieved in practice, even in well run judicial systems free from political meddling. Justice, say the cynics, is what the judge had for breakfast. Now they have proof.

A paper in the *Proceedings of the National Academy of Sciences* describes how Shai Danziger of Ben-Gurion University of the Negev and his colleagues followed eight Israeli judges for ten months as they ruled on over 1,000 applications made by prisoners to parole boards. The plaintiffs were asking either to be allowed out on parole or to have the conditions of their incarceration changed. The team found that, at the start of the day, the judges granted around two-thirds of the applications before them. As the hours



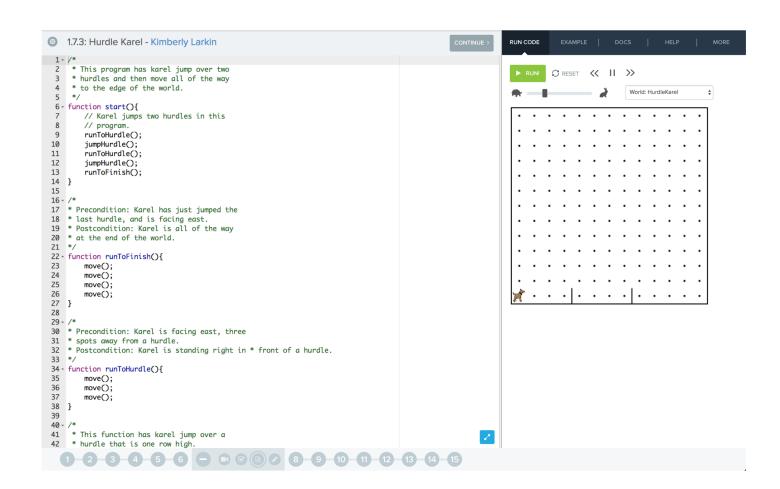
passed, that number fell sharply (see chart), eventually reaching zero. But clemency returned after each of two daily breaks, during which the judges retired for food. The approval rate shot back up to near its original value, before falling again as the day wore on.

#### code = law

HANDS-ON INTRODUCTION
TO COMPUTER SCIENCE
FOR LAW STUDENTS

```
application.html — legaltechlist
application.html
 1 <!DOCTYPE html>
 2 <html lang="en">
 3 <head>
      <title>TechIndex</title>
 5 </head> 6 <body>
 7 A curated list of companies changing the way legal is done.
 8 </body>
 9 </html>
10
```

```
1 body {
       font-family: proxima-nova, 'Helvetica Neue', Helvetica, Arial,
           sans-serif;
       padding-top: 50px;
   }
5
  #disclaimer {
     padding: 25px;
8
     background-color: #8bb314;
     margin: 25px;
9
10
     color: white;
11 }
12
13
```

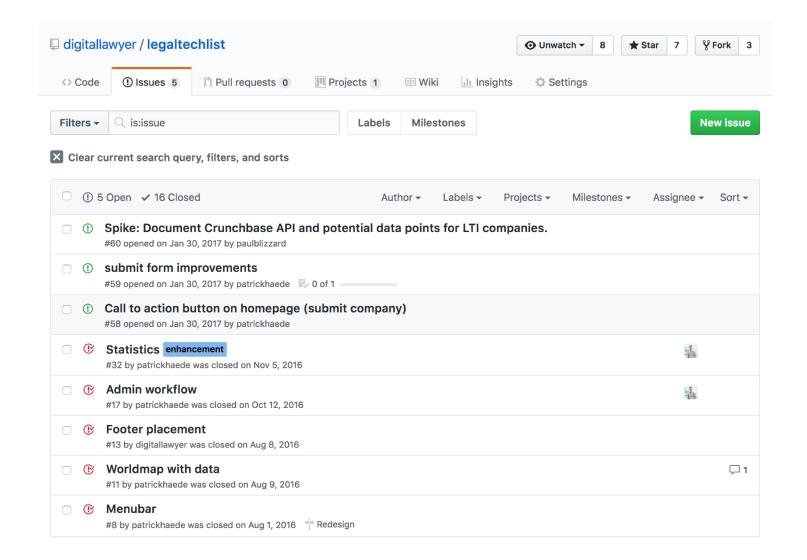


```
2. irb (ruby)
Last login: Thu Apr 5 09:15:00 on ttys002
→ ~ irb
2.4.0 :001 > puts 'hello', 'world'
hello
world
 => nil
2.4.0 :002 > 10*3
 => 30
2.4.0 :003 >
```

```
. .
                                                      to companies controller.rb — legaltechlist
                       FOLDERS
1 class CompaniesController < ApplicationController</pre>
 ▼ 🚞 app
                               before_action :set_company, only: [:show, :edit, :update, :destroy]
 ▶ IIII admin

▼ assets

                          3
  ▶ mages
                               # GET /companies
  iavascripts
  ▶ m stylesheets
  # this search could easily be made much more complex and powerful
    □ .keep
   /* application_controller.rb
   /* companies_controller.rb
                               def index
   /* static_pages_controller.rb
  ▶ ■ helpers
                                 if params[:tag]
  ▶ ■ mailers
                                    @companies = Company.where('visible' => true).tagged with(params[:tag])
                         11
  ▶ models
  ▶ m views
                                      .page(params[:page]).per(10)
 ▶ Din
                                 elsif params[:category]
                         12
 ▶ 📗 config
                                    @cat = Category.find(params[:category])
 ▶ IIII db
                         13
 ▶ IIII lib
                                    @companies = Company.where('visible' => true).where(:category => params
                         14
 ▶ IIII log
                                      [:category]).page(params[:page]).per(10)
 ▶ m public
 ▶ 📗 test
                         15
                                 elsif params[:business_model]
 ▶ ■ vendor
                         16
                                    @companies = Company.where('visible' => true).where(:business_model =>
  aitianore
  /* config.ru
                                      params[:business_model]).page(params[:page]).per(10)
  Find Results
                                 elsif params[:target_client]
                        17
  /* Gemfile
  ☐ Gemfile.lock
                                    @target = TargetClient.find(params[:target_client])
                         18
  @companies = Company.where('visible' => true).where(:target_client =>
                         19
  ☐ Itc.csv
                                      params[:target_client]).page(params[:page]).per(10)
  /* Rakefile
  README.rdoc
                         20
                                    @companies = Company.where('visible' => true).text_search(params[:query
                         21
                                      ]).page(params[:page]).per(10)
                         22
                         23
.* Aa "" Ć≣ 🖽 🗆
                                                                                                         Find
                                                                                                                Find Prev
                                                                                                                         Find All
Line 21, Column 32
```



#### techindex.law.stanford.edu

A CURATED LIST OF 828 COMPANIES CHANGING THE WAY LEGAL IS DONE



### Companies covered by TechIndex

#### Legal Technology Companies

- Tracking startups and more mature legal technology companies
- Dating back to as early as 1929
- Covering a wide variety of use cases
- Based anywhere in the world

#### Data

- Contributed and maintained by the community
- Company info (name, description, date founded)
- Categorization (main categories, free tags)
- Online Footprint (Website, Twitter, CrunchBase)
- Geographic Location
- Funding Information

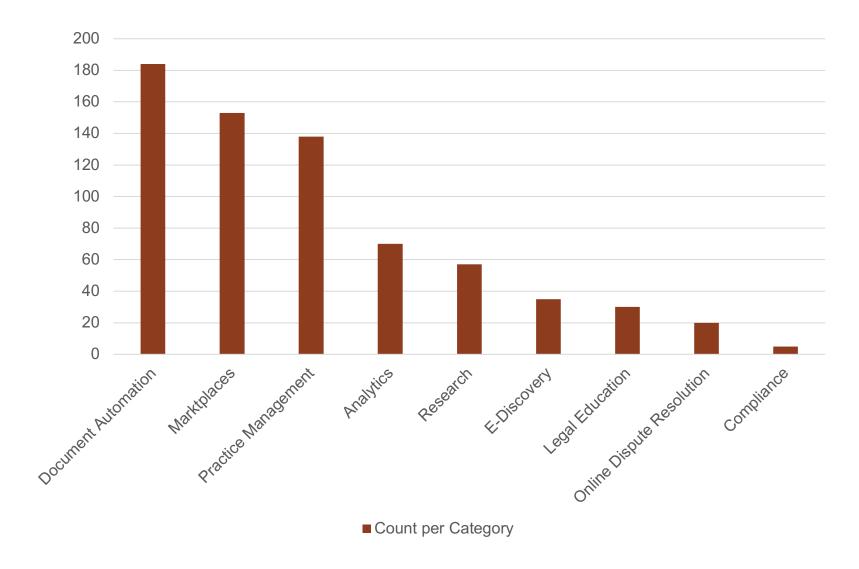
## Main Categories



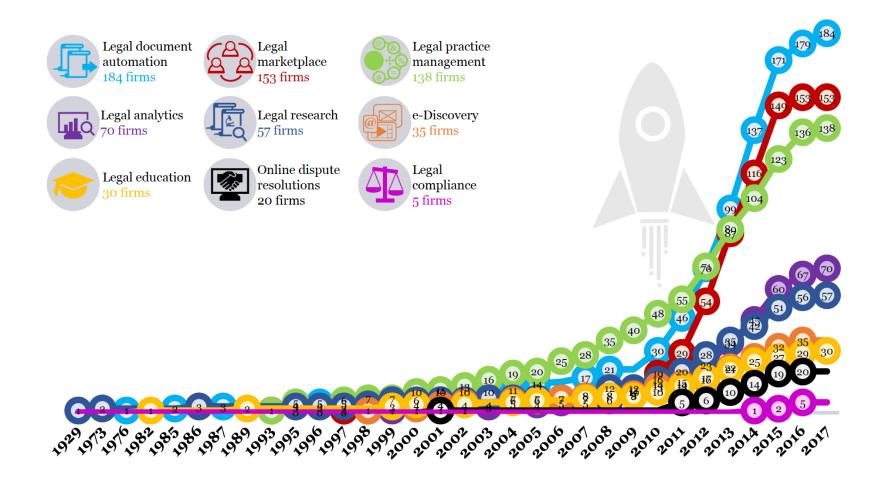
## Tags

find-a-lawyer entrepreneur recommendation marketplace documents accreditation investor lawyer marketplace immigration saas wills estates depositions patents patent search consumer air-fare airline start-ups captable vc investors term-sheets law-firms workflow litigation sme small business blockchain ip legal education property tax appeal case management dilligence investigation auditing arbitration dispute resolution odr mobile app compliance parole probation regulation finance analytics

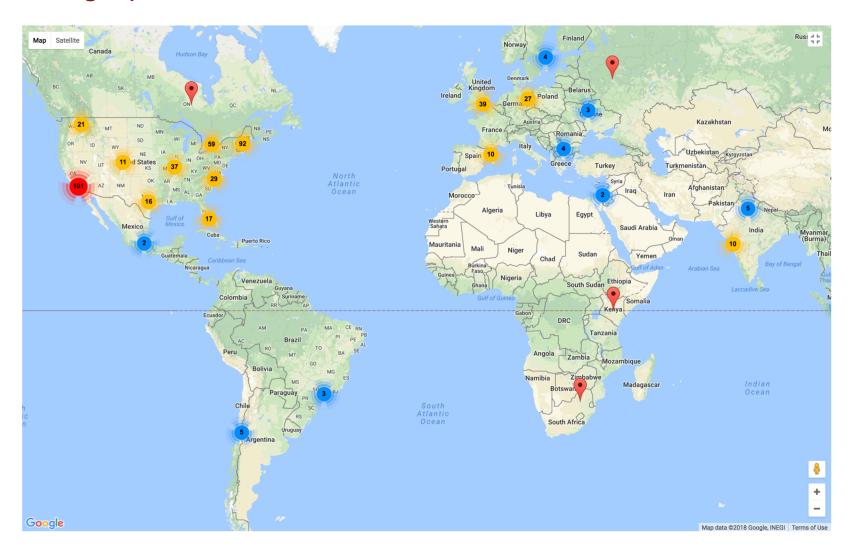
### **Category Distribution**



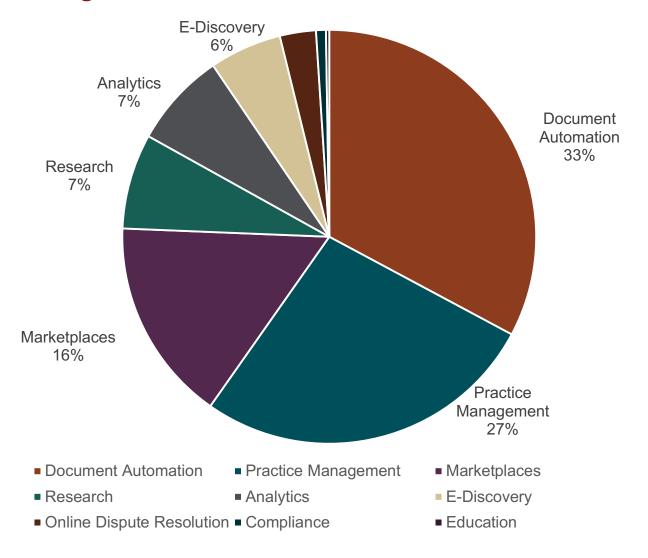
#### **Category Distribution Over Time**



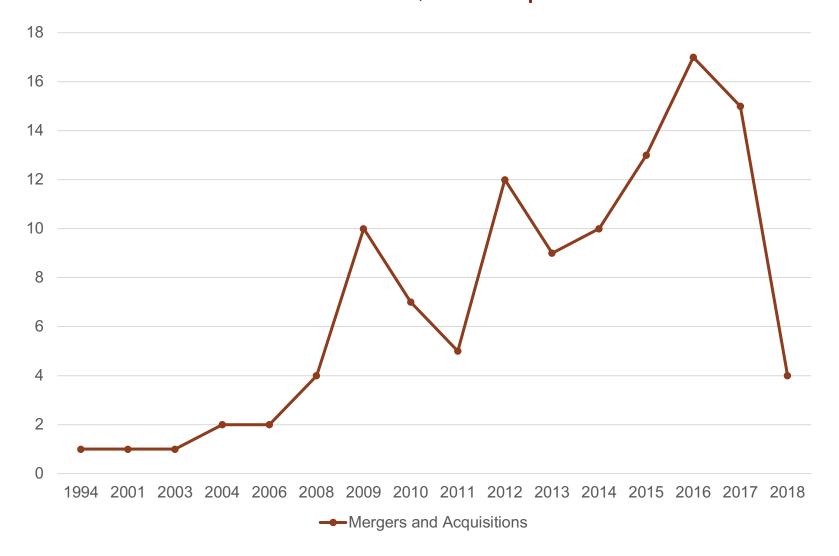
## Geographic Distribution



### Fundraising: Over \$2.5B raised in more than 450 deals



### M&A: Over 100 transactions, with a peak in 2016.



#### Recent trends

- Move to the cloud (Yes, it is 2018)
- Learning from consumer technologies (Mobile, design)
- Intelligent agents as a means of document automation.
- E-discovery, Analytics and Automation: from search to Al.
- DLT and Smart Contracts: emergence of a new category.
- A move towards decentralization.

#### Acknowledgements

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Markus Hartung

Kyle Mitchell

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Jason Moyse

Amelia Oliver

Lisa Pan

Kristen Sonday

Bryan Wilson

Kevin Xu

Contributions from law students, lawyers, corporate entities, and over 100 users, from all over the world.

## Thank You

TECHINDEX.LAW.STANFORD.EDU

Interested in contributing?

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