



# Navigating the Legal Tech Landscape

## A Roadmap to Success

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**Greg** oversees U.S. business operations for SaaShop, bringing over 30 years of experience in B2B enterprise software and hardware.

**SaaShop** is a one-stop legal software marketplace and advisor for small to mid-sized firms.



# What's the Destination?

## Benefits of legal tech adoption

- Enhanced Efficiency and Productivity
- Improved Client Service
- Cost Reduction
- Competitive Advantage
- Risk Mitigation

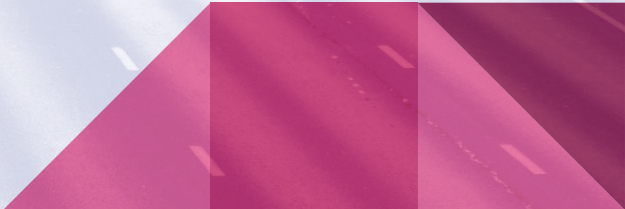


## Getting Started on the Highway (Nascent)

**You are here:** Limited tech usage, primarily for basic tasks. Paper-based processes prevail, and manual data entry is common.

**Next stop:** Enhance efficiency and collaboration through cloud-based solutions.

**To-do:**

- Switch to cloud-based solutions for seamless data access and storage.
  - Implement e-signature capabilities for faster and more convenient document signing.
  - Beginning to deploy file sharing and collaboration tools
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## Picking Up Speed (Developing)

**You are here:** Increased tech usage with some integration between systems. Growing focus on data security.

**Next stop:** Embrace foundational legal tech tools to streamline basic operations.

### To-do:

- Install case management and time-tracking software.
- Adopt a reliable document management system.
- Set up a secure client portal for easy file sharing.

# Cruising Down The Road (Established)

**You are here:** Tech is integrated into core workflows, and data analytics is used for insights. Client-centric technology is emerging.

**Next stop:** Leverage technology to gain deeper insights and provide enhanced client experiences.

## To-do:

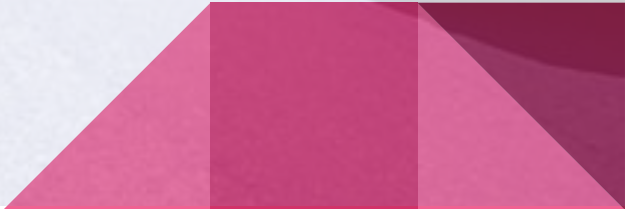
- Build stronger client relationships with a CRM system.
- Offer self-service portals for clients to access information and services conveniently.
- Incorporate analytics into workflows.

## Passing Traffic (Strategic)

**You are here:** Technology provides a competitive advantage. Automation streamlines routine tasks, and innovation is encouraged.

**Next stop:** Use advanced technology to automate, innovate, and differentiate your firm.

### To-do:

- Supercharge your contract review and due diligence with AI.
  - Streamline workflows with automation tools.
  - Extend your reach with marketing automation.
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# The Open Road (Transformative)

**You are here:** Technology is seamlessly integrated and embedded in the firm's culture. Innovation and experimentation are embraced.

**Next stop:** Continuously explore and adopt new technologies to stay ahead of the curve and deliver exceptional value.

## To-do:

- Foster a culture of continuous learning and adaptation to new tech.
- Develop custom technology solutions tailored to your firm's unique needs.
- Utilize technology to create new service offerings and enhance existing ones, delighting clients and driving growth.

**GP Law Group; California, USA**



*“In the past, we were using spreadsheets and Word documents, but they were cumbersome and inefficient, and we just couldn't scale that way - we couldn't take on more cases. It was imperative for us to find a system like Pipedrive that allowed the team to get up to speed on a case quickly.”*

*“SaaSShop made it so easy for us and really eliminated the stress that comes with getting a system like this off the ground. That partnership has been big and made it seamless for us.”*

**David Gharakhanian, Jr., Co-founder & Attorney**

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# Take the First Step: Get A Free Software Review

Schedule a complimentary software review via the QR code or link below



<https://saashop.net/saas-audit>

**SAASHOP**<sup>™</sup>

# Download our Legal Tech Landscape Guide



<https://saashop.net/post/ltlg>

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The logo for SAASHOP, with 'SAA' in red and 'SHOP' in black, followed by a trademark symbol. The background of the slide is a blue-tinted photograph of a desert landscape with a winding road, mountains, and a 'MATCH FOR HOOKS' sign.

**SAASHOP™**

**Thank You!**

**Questions and Answers**