



Innovation at Cyril Amarchand Mangaldas



cyril amarchand mangaldas
ahead of the curve

FOREWORD



“Embracing our Innovation Agenda (and emerging technologies) to create products and services that not only augment our legal expertise, but that further help our clients, improve the service we provide and strengthen our reputation as market leaders in India”

Innovation has been identified as a key strategic driver by the partnership of Cyril Amarchand Mangaldas as it further augments market-leading experience and expertise, with a history of commercial and technology leadership to help best serve our clients. We come with a legacy of over 100 years and have been known for our time honoured traditional practices and values.

We started the legal evolution in India by becoming the first law firm in the country to have a dedicated Innovation & ALS Team and adopt AI based tools. This was a break from the traditional law firm practice in India by introducing a cross-disciplinary team of experts to work with our lawyers and change the traditional view of legal practice. The culture of innovation is a part of the firm’s DNA. We innovate at every level, every single time we provide a solution to a client, providing expertise and adding value with high-quality legal services. Our Innovation & ALS Team consists of 6 qualified lawyers, who continuously strive to identify areas where we can innovate by combining of expertise, technology and best-practice processes. The team also explores new and upcoming tools and their usability for our clients. We believe in leveraging change and building on opportunities - an opportunity to educate, to develop, to explore, to experiment, to implement and to be the first. This is what sets us apart from our competitors.

Our innovative and creative approach offers an opportunity for increased client satisfaction, quality output and cost savings. Our initiatives help us to:

- ▮ offer our clients end-to-end solutions
- ▮ deliver cost-effective and time-efficient services

- ▮ support our clients to strongly compete in the global market
- ▮ serve our clients with industry knowledge and responsiveness
- ▮ qualify all technologies available in the market and deliver through best-practice application
- ▮ enable our clients to confidently enter into new markets and segments
- ▮ increase quality, efficiency and transparency during a transaction or dispute.

In addition, these innovations provide scalability potential as they reduce the burden of volume and streamline repeatable work, whilst driving efficiency and increasing accuracy as well as productivity. To make innovations continuous and sustainable, we are committed to listening to the voice of our clients, understanding their challenges and seeing how we can adopt technology or redesign process to address their needs and enhance your experience. We also believe that innovation is not just about bringing about a change in the work process - it requires a change in culture and mindset and we are driving this culture at every single level in the firm.

We look forward to exploring new possibilities with you and to continuing to deliver quality legal services.

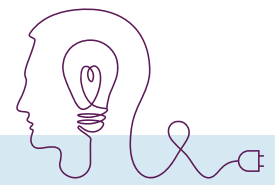
Regards,

Cyril Shroff
Managing Partner,
Cyril Amarchand Mangaldas

Our Vision

To transform the practice of law by challenging the status quo; advancing technology; and leading with expertise, creativity and courage to ensure the firm and our clients remain ahead of the curve.





Alternative Legal Services Delivery

- eDiscovery & Litigation Support
- Contracts & Due Diligence Review
- Legal Research
- Compliance



Legal Technology

- Artificial Intelligence
- Legal Research
- Proofreading
- Document Automation
- eDiscovery
- Contract Abstraction



Driving a Culture of Innovation

- Vichaar
- Parambh
- Consulting - Smart Solutions
- Process optimisation



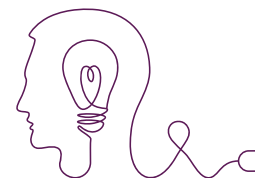
Education: Legaltech, Innovation and Design Thinking

- CAM's Legaltech and Innovation Certification (CLIC)
- Associates Innovation and Legaltech Training Program (AILP)

Alternative Legal Services Offerings

Service Offering	eDiscovery & Litigation Services	Contract & Due Diligence Review	Legal & Commercial Research
<p>Our Offerings</p>	<ul style="list-style-type: none"> ▾ Litigation & Investigations ▾ Document Review ▾ Predictive Coding ▾ Coding/ Categorisation ▾ Chronologies ▾ Deposition Summaries ▾ Statistics & Reporting 	<ul style="list-style-type: none"> ▾ Document Review & Abstraction ▾ Contract Drafting & Redlining ▾ Track Deal Points from Prior Deals ▾ Lease Abstractions ▾ Risk Management & Regulatory Compliance ▾ Statistics & Reporting 	<ul style="list-style-type: none"> ▾ Primary Research ▾ Secondary Research ▾ Legislation Tracking ▾ Judgement Summaries ▾ Litigation Research
<p>Technology & Tools</p>	<ul style="list-style-type: none"> ▾ Ringtail ▾ Relativity ▾ DISCO ▾ Others 	<ul style="list-style-type: none"> ▾ Kira ▾ Ment 	<ul style="list-style-type: none"> ▾ CaseMine ▾ Manupatra ▾ LexisNexis ▾ Westlaw ▾ Litera





- ▮ eDiscovery technology and processes are used to analyze high volumes of Electronically Stored Information (ESI) in a short span of time. We can work with a range of eDiscovery platforms depending on the case.
- ▮ Our eDiscovery services include end-to-end case and evidence management, including hosting, processing and high-speed analysis of large data sets, using Technology Assisted Review or Predictive Coding. Combining the expertise of

the Innovation & ALS Team team with that of our traditional practitioners/practice groups, we offer the following dispute services:

- ▮ White Collar Crime Investigations
- ▮ Government requests and Investigations
- ▮ Litigation including class action suits
- ▮ Discovery Requests
- ▮ Regulatory Inquiries
- ▮ Evidence management (chronology of events / witness statements / court book / book of evidence)

Case study

01

Matter: Internal Investigation

Volume of data (emails and attachments): 69,302

Scope: Review documents for relevance

Review Tool: Relativity

Technology Vendor: Lighthouse

Team Size: 5

No. of working days: 14

Pricing: Fixed Fee (per document pricing)

Client: One of the largest international banks

Client Testimonial:

I engaged the services of the CAM Innovation & ALS Team in an internal investigation. Their task was to review (within a short timeframe) a large number of emails. They completed their review on time and the work product was seamlessly integrated into the CAM legal team's advice. In terms of pricing, the Innovation & ALS Team's cost structure (of charging per document) was competitive and provided certainty on fees. Taking into account the efficiencies of using both the CAM Innovation & ALS Team and CAM legal teams (rather than going to another service provider for the document review exercise), this is an attractive proposition.

This is exactly what I need - a document review service provider that is on time, on point, and gets the job done in a cost effective manner. I would definitely consider using the Innovation & ALS Team again in the future.

02

Matter: Internal Investigation

Total Volume of Data: 4,367

Volume of data after sorting (emails): 4,126

Scope: Review documents for relevance

Team Size: 5

No. of working days: 2

Pricing: Fixed Fee (per document pricing)

Client: One of the India's largest Port Development and Management Companies

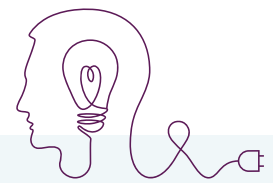
Anuradha Mukherjee

Partner - Disputes

Our client reached out to us with the task of reviewing several thousand emails to ascertain data theft. This involved sieving through voluminous records to identify potential data theft within a short turnaround time of two days. After ascertaining the exact size of the data set and understanding the scope, we were able to provide competitive and transparent pricing and timelines to our client. Within two days, over 4,500 emails were reviewed and the relevant emails were identified. Thanks to the technology deployed and the expertise of the Innovation & ALS Team, we were able to provide updates at regular intervals to our client, confirming that the work was progressing in terms of the expectations and the timeline was met. The client found the eDiscovery services solution we offered both time efficient and cost effective.



Due Diligence Review



cam is the first Indian Law firm to have adopted Artificial Intelligence and Machine Learning. Using an AI based contract review software we have seen an average of 20% to 30% increase in efficiency. Our services include:

- ▮ Lease Review
- ▮ Regulatory & Compliance check
- ▮ Obligation & Change management
- ▮ Force Majeure audit
- ▮ Contract comparison
- ▮ Insurance Policy review
- ▮ Employment Agreement review

Case study

01

Matter: Contract Review

Total Volume of Data: 247 MSA's and Colocation Agreements

Scope: Review of 247 contracts to identify 79 predefined clauses and to input the information from these clauses into an excel

Review Tool: Kira & MS Excel

Team Size: 5

No. of working days: 8

Pricing: Fixed Fee (per document pricing)

Client: a leading global data service provider

Arun Prabhu
Partner - GC

We were engaged to undertake a contract lifecycle management exercise. The review was for integration, in the context of an acquisition. This required detailed clause extraction and comparison. We worked together with the Innovation & ALS Team and harnessed the power of AI, combined with our legal advisory to deliver a bespoke and efficient solution. The Kira platform allowed us to determine rapid initial responses on the specific relevant pointers. The expertise of the Innovation & ALS Team, coupled with Kira, enabled us to provide a tailored solution and conduct the review within the required time frame (often 24 hour turnaround). The process designed and applied during the lifecycle continuously improved and delivered increased efficiencies. We would not have been able to meet our client's expectation on cost and timeline without the combination of best of breed technology in Kira and the experience and expertise of our Innovation & ALS Team.



02

Matter: Due Diligence

Total Volume of Data: 215 Contracts

Scope: Review of 215 contracts in a single day for clauses including Change of Control and Assignment

Review Tool: Kira

Team Size: 5

No. of working days: 1

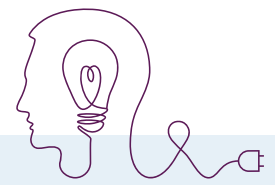
Client: a leading management consultancy

Sonakshi Arora

Principal Associate - GC

As a part of an ongoing and urgent due diligence exercise, we were required to review and compare 215 documents for five clauses within a two day period to complete review and draft the report. The Innovation & ALS Team used Kira to review and extract the relevant clauses and shared the reports with us in under 24 hours. This allowed us to exceed our client's requirements in relation to both time and budget.





We offer a comprehensive range of legal research services to our clients including:

- ▮ Primary research
- ▮ Secondary research
- ▮ Judgement summarisation
- ▮ Legislation Tracking and
- ▮ Litigation Research



Legaltech at **cam**

At **cam**, our commitment to innovation places us ahead of the curve.

As India's leading law firm, we pioneered the use of artificial intelligence in the Indian legal landscape. And it is this unique combination of unmatched legal expertise and AI-based research that has allowed us to improve and achieve an all-round optimisation in our service offerings.

For **legal research**, we use our Litigation Strategy tool CaseMine, that automatically analyses a client brief, compiles a list of highly-relevant case laws and suggests any potential alternative arguments or omissions. The tool is then used by our practice groups to identify frequently cited cases and perform intelligent judgment searches.

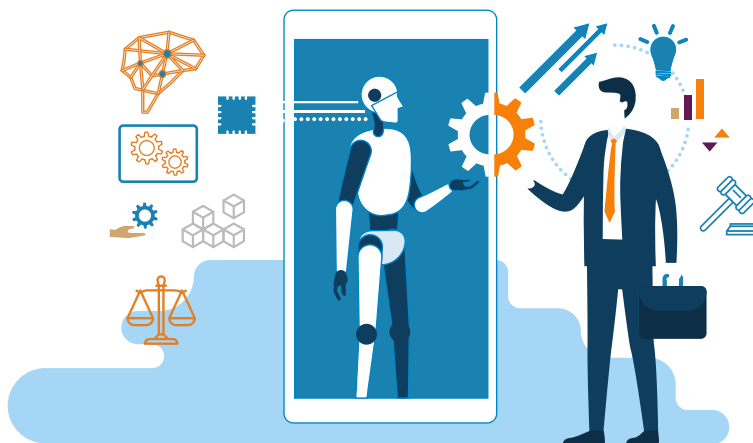
Additionally, our **Proofreading** tool Litera, allows our practice groups to quickly, analyse, repair and restyle documents to conform with the firm's standards. The tool also allows our lawyers to cut review and proofreading time by half.

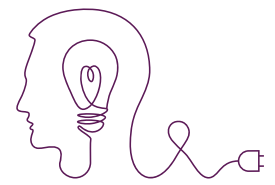
Our **document automation** tool Ment, allows our lawyers to rapidly draft, negotiate and approve agreements. The tool allows for standardisation of documents and makes our lawyers efficient.

The **contract abstraction** technology Kira, allows us to offer our clients a host of services with speed and accuracy. This is done by a tool combining the efficiency and effectiveness of Artificial Intelligence and Machine Learning, making us the first Indian law firm to do so.

We work with a range of **eDiscovery** technologies which allow quick analysis of a high volume of electronic documents, providing our lawyers end-to-end case and evidence management that is optimal and efficient.

At **cam**, we are constantly exploring new tools and technologies, understanding their usability quotient, cost-effectiveness, scalability and efficiency, all coming together to create and add value for our clients.

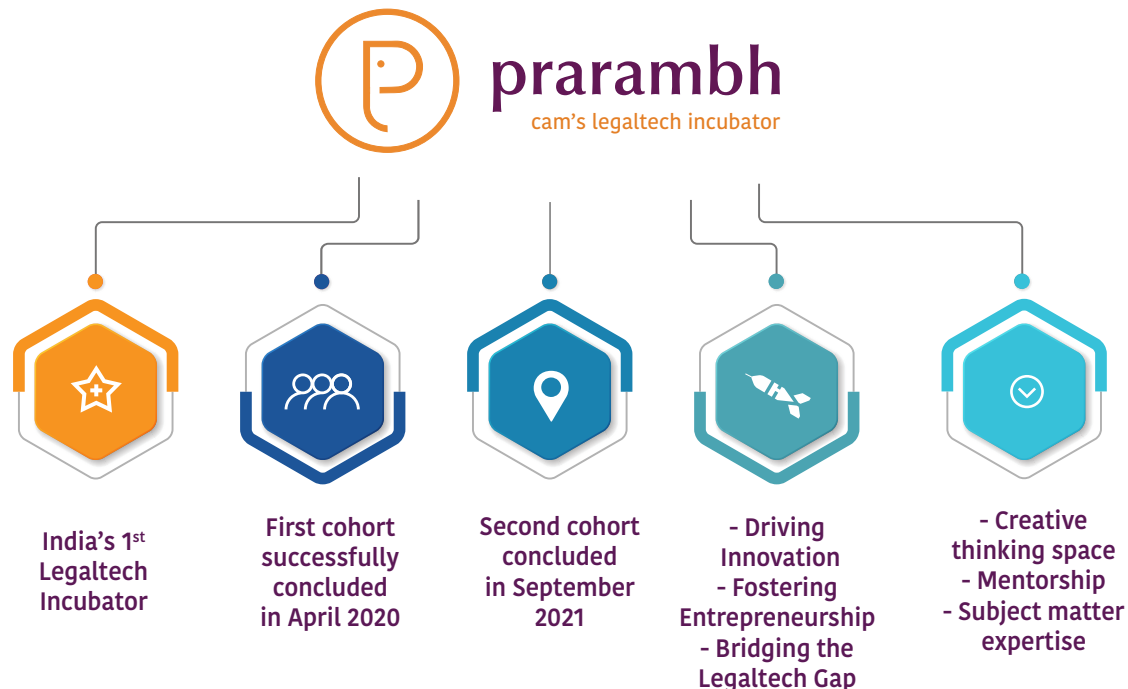




We announced the launch of India's first legal technology incubator "Prarambh" in 2019. As part of the initiative **cam** mentors and works in partnership with young entrepreneurs to develop new legaltech and AI based products, platforms and solutions that are changing the delivery of legal services in India. So far, this includes:

cam has successfully completed two cohorts, in which 6 startups were supported and guided to fruition and commercial success.

- ┌ Access to justice
- ┌ Dispute Resolution
- ┌ Transaction Efficiencies
- ┌ Law firm operations
- ┌ Legal Research
- ┌ Compliance
- ┌ Contract Management
- ┌ Managing legal talent
- ┌ Others



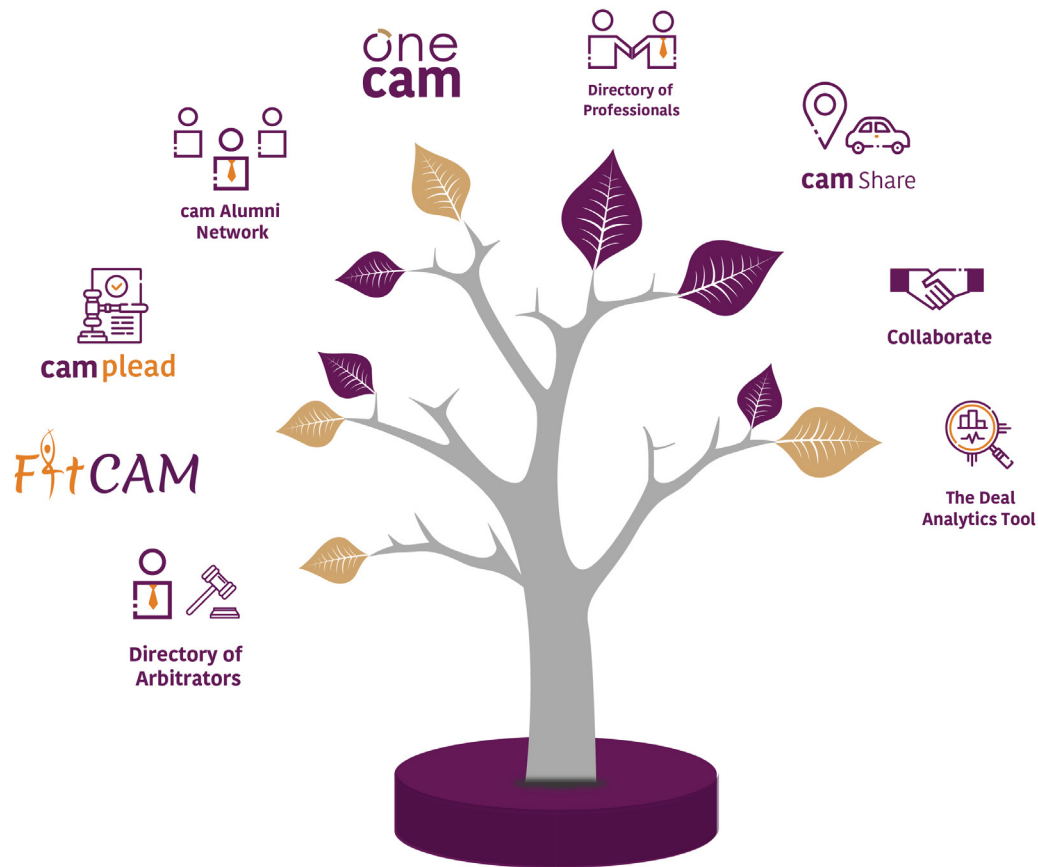
Culture Of Innovation

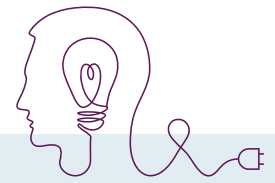


vichaar

cam innovates

- To ensure the culture of innovation is deeply embedded in the DNA of **cam**, we introduced Vichaar. Vichaar is an annual initiative that empowers every member of the firm to participate in the firm's innovation vision. It is a medium to crowdsource ideas from the firm during the annual innovation week.
- We have completed 5 successful cycles of Vichaar since 2018.
- Ideas are categorized into Technology, Talent & Culture, Clients & Practice, Process Improvement & Cost Saving
- The Innovation & ALS Team works closely with the Ideator to implement the winning ideas.
- The winning ideas and their ideators are rewarded for successfully executing their ideas.





Legaltech, Innovation and Design Thinking

Education is the quickest route to overhaul or bring about a change in a system, irrespective of its size. For lawyers, education is a constant aspect of their professional journey. By introducing modern Legaltech education to the firm's lawyers and law students alike, cam is not only modernising Legal Service within the firm today, but also helping create a generation of lawyers ready for the challenges of tomorrow.

cam's Legaltech and Innovation Certification (CLIC)

cam's motto of being 'ahead of the curve' has been brought to life with CLIC, a path-breaking initiative which offers a first-of-its-kind learning experience. It focuses both on theoretical and practical aspects of Legaltech and participative modules on New Law and Design thinking. CLIC represents the culmination of years of thought leadership that has been designed to foster an innovative mindset and encourage a willingness to challenge the status quo among

future lawyers. CLIC is a customized program for law students and legal professionals (including clients) across the country.

We at **cam** believe that we have to shape the future we envision. CLIC is a step in this direction, and the course is specifically tailored for lawyers who want to deliver cutting-edge legal services to their clients and change the landscape of Legal Service Delivery.



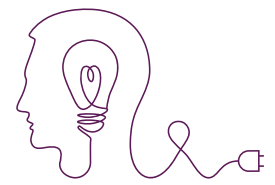
Legaltech, Innovation and Design Thinking

Associates Innovation and Legaltech Training Program (AILP)

We at **cam** believe in holistically nurturing our homegrown talent to maximise their potential. This specially designed program for the newly inducted associates is a significant step in that direction. The program is focused on interacting with each associate, training them in the usage of the array of Legaltech tools available to them, alongwith modules tailored to challenge their thought process to come up with innovative solutions using design thinking methodologies.

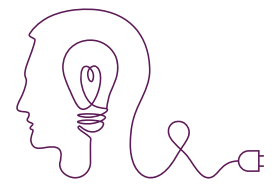
This program enables us to train our associates right at the beginning of their career with us, in a manner where the benefits percolate directly to the practice areas. This serves our vision for the future, wherein Modern and Futuristic Lawyers practice and guide the teams from within, instead of being an external guiding force.





*Innovation is the
ability to see change
as an opportunity –
not a threat.”*

-Steve Jobs



Key Contact



Komal Gupta

Chief Innovation Officer

Level 1 & 2, Max Towers, C-001/A, Sector 16 B,
Noida - 201 301, Uttar Pradesh, India

T: +91 120 669 9000 F: +91 120 669 9009

Email: komal.gupta@cyrilshroff.com

www.cyrilshroff.com

www.cyrilshroff.com/blogs

mumbai

Peninsula Chambers, Peninsula Corporate Park, GK Marg,
Lower Parel, Mumbai – 400 013, India
T +91 22 2496 4455 F +91 22 2496 3666
E cam.mumbai@cyrilshroff.com

ahmedabad

Block A-1512, 15th Floor, Navratna Corporate Park,
Ambli Bopal Road, Bodakdev, Ahmedabad – 380 058, India
T +91 79 3503 9999
E cam.ahmedabad@cyrilshroff.com

delhi-ncr

Level 1 & 2, Max Towers, C-001/A, Sector 16 B,
Noida – 201 301, Uttar Pradesh, India
T +91 120 669 9000 F +91 120 669 9009
E cam.delhi@cyrilshroff.com

bengaluru

3rd Floor, Prestige Falcon Tower, 19, Brunton Road,
Off M G Road, Bengaluru – 560 025, India
T +91 80 6792 2000
E cam.bengaluru@cyrilshroff.com

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