



## 15 Australian Legal Start Ups and New Law Firms to Watch in 2017

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With the words ‘innovation’ and ‘disruption’ on the tip of everyone's tongue it's an exciting and interesting time to be working in the legal industry. In the last few years we've seen a dramatic increase in new law firms and legal tech companies entering the market. These companies are challenging the traditional business model by focusing on technology to create efficiencies both within the organisation and directly for the client.

I've combed through an ever-growing number of Australian legal tech startups and new law firms to find 15 that I believe will shape the way legal services are delivered in the near future.

So here they are... in no particular order...

1. Jurimetrics - Founded in 2016 by Conrad Karageorge, Henry Hollingworth, and Sam Spilsbury. Jurimetrics is bringing statistical big data to the legal system. Using language processing and machine learning, Jurimetrics is able to collect important information, from court judgements to government documents, and display this information as a series of charts.
2. Crowd & Co - Founded in 2016 by Jarred Hardman. Crowd & Co is a legal marketplace matching lawyers to firms and businesses. The company recently launched Crowd Paralegal which connects law firms with paralegal talent from top law schools in Australia.
3. Lexvoco - Founded in 2015 by Anthony Wright. With offices across Australia and New Zealand, Lexvoco connects freelance lawyers to in house legal teams and

...automation of under equipped firms, and also offers strategic legal teams.

4. Lawcadia - Founded in 2015 by Warwick Walsh. Lawcadia sees the legal tender process to help general counsel and in house legal services more effectively and efficiently.
5. Law Advisor - Founded in 2015 by Brennan Ong. Law Advisor provides lawyers with technology and tools to better service their clients for Law Advisor and its founder, having won a number of awards worth more than \$1 million in an investment round that included Google Ventures and Rasmussen.
6. LegalVision - Led by Lachlan McKnight and Ursula Hogben the firm recently raised over \$4 million from Gilbert + Tobin to expand their offerings. One of the pioneers in the Australian legal tech industry, LegalVision has been operating for 4 years and has established itself as one of Australia's most promising New Law firms.
7. Divorce Right - Founded in 2015 by Anne-Marie Cade. Divorce Right is bringing a new law attitude to family law. Anne-Marie was recently named one of the winners of the 2016 LexisNexis Janders Dean Innovation Awards. Divorce Right connects families with mediators, lawyers, accountants, counsellors and psychologists since divorce is not only a legal issue but has financial and emotional implications as well.
8. The Fold Legal - Led by FinTech Guru Claire Wivell Plater. The Fold has become the go to law firm for fintech startups. The firm is known for their flexible and creative billing methods like taking small equity stakes in promising fintechs and offering discounted rates on legal and regulatory advice. The Fold counts many notable fintech startups as their clients including HashChing, which is making huge waves in the mortgage broking space.
9. Law Squared - Founded in 2015 by Demetrio Zema. Law Squared is a new-gen legal offering focused on servicing the needs of entrepreneurs and start-ups through a fixed fee, outcome-based collaborative service. Providing a remote, supportive, holistic environment for staff resulting in excellent employee and client satisfaction.
10. LawPath - Founded in 2014 by Damien Andreasen and Phil Morle. LawPath aims to reduce the cost, time and complexity of legal services for small to medium businesses. LawPath uses document automation and its lawyer marketplace of 700+ lawyers to service new and existing clients.
11. Speak to Scout - This company is the new kid on the block having been recently accepted into the Mills Oakley Legal Accelerator. It is a legal chatbot that gives you instant and personal legal guidance via your favourite messaging app.
12. View Legal - This Brisbane-based firm is led by Matthew Burgess, leveraging technology and customer-centricity methods to provide fixed price services to

...and a great range of resources for a small subscription...

- 13. Legaler - Founded in 2016 by Stevie Ghiassi (also founder of LegalMeets). Legaler is smart communication for legal, making online meetings simple and secure with end-to-end encryption for video calls, messaging, file sharing and screen sharing, right inside your browser, giving you the freedom to work from anywhere, on any device
- 14. Dragon Law - Founded in Hong Kong by Daniel Walker and Jake Fisch, Dragon Law is about to enter the Australian Market. Dragon Law uses its online platform and document automation to help organisations unbundle their legal problems.
- 15. Litimetrics - Founded by Kelvin Tran in 2016 this legal analytics company uses judgement data and natural language processing to help clients and law firms find the right barrister for their matter.

Dominic Woolrych is Head of Legal at LawPath. If you're interested in LegalTech or what we are doing at LawPath, you can contact me on LinkedIn, Twitter or at dom@lawpath.com

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- Justin North** Founder of Janders Dean International (Legal Industry Management Consultants)

Such a wonderful round up - honoured to see so many Janders Dean & Lexis Nexis Legal Innovation Index folks from the past few years make this list

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- Marianne Marchesi** Founder & Principal of Legalite | Startup, Small Business & Franchising Lawyer

Great list, however it would be nice to see more females on there

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