



Resistance Continues but the Business of Law is in Transition

A Breakfast Roundtable about Legal Operations

The challenge to change is real for AmLaw 100 firms to boutique firms that want to increase their client base with larger companies.

On July 20, 2017 Southern California law firm partners will meet to explore the inevitable impact of change in the practice of law. Altman Weils' 2016 Law Firms in Transition report states, "Despite pockets of true innovation, most firms are choosing to proceed with lawyerly caution in the midst of a market that is being reinvented around them."

This transition provides opportunities to understand how to use legal operations to potentially win business. Clients are demanding improved legal operations and better service from their outside firms. According to the Corporate Legal Operations Consortium (CLOC.org) even law firms that were resistant to change are starting to see that legal ops is growing and is here to stay. [JD Supra article](#)

CLOC leaders, such as Mary O'Carroll, Head of Legal Operations for Google, helped lead the charge for legal departments committed to improving the delivery of legal services from their outside law firms.

Legal ops consists of improving the interface and execution of services including pricing, data analytics, tech support, knowledge management, litigation support and communications. Firms that jump on the legal ops bandwagon are targeting new business that was previously difficult to access. Attendees will hear from a panel of experts in legal operations who will share the latest knowledge in this area.

MODERATOR

Merry Neitlich, *Managing Partner, EM Consulting*

PANELISTS

Stephen Balcomb, *Senior Director of Legal Operations at Qualcomm and CLOC member*

Angelo Paparelli, *Partner with Seyfarth Shaw*

Mark Redmayne, *VP of Elevate, a company committed to helping legal departments improve legal ops*

Doug Hafford, *CEO of Afinety IT, technology solutions for law firms*

REGISTRATION IS LIMITED SO PLEASE RSVP AS EARLY AS POSSIBLE:

Date: July 20, 2017 Breakfast Meeting
Registration 7:30,
Presentation 8:00 to 9:30 am

Location: Knobbe Martens, 2040 Main Street,
2nd Floor, Main Street, Irvine, CA

Cost: \$25.00

RSVP: Daphne@EMconsults.org

Checks should be payable to
EM Consulting and mailed to
2222 Martin St., Ste. 255
Irvine, CA 92612



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