



# 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 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 practitioners. 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 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 the 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 and transparency during a transaction or dispute.

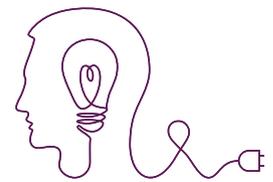
In addition, these innovations provide scalability potential as they reduce the burden of volume and streamline repeatable work, whilst driving efficiency and increasing accuracy as well as productivity. To make innovations continuous and sustainable, we are committed to listening to the voice of our clients, understanding their challenges and seeing how we can adopt technology or redesign process to address their needs and enhance their 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 Innovation Offerings



Service Offering	eDiscovery & Litigation Services	Legal & Commercial Research	Document Automation & Proofreading	Contract & Due Diligence Review
Sample Services	<ul style="list-style-type: none"> <li>▾ Litigation &amp; Investigations Document Review</li> <li>▾ Predictive Coding</li> <li>▾ Coding/ Categorisation</li> <li>▾ Chronologies</li> <li>▾ Deposition Summaries</li> </ul>	<ul style="list-style-type: none"> <li>▾ Primary Research</li> <li>▾ Secondary Research</li> <li>▾ Legislation Tracking</li> <li>▾ Judgement Summaries</li> </ul>	<ul style="list-style-type: none"> <li>▾ Generating documents from automated templates</li> <li>▾ Analysis</li> <li>▾ Defined terms, references &amp; citations review</li> <li>▾ Proofreading &amp; editing</li> </ul>	<ul style="list-style-type: none"> <li>▾ Document Review &amp; Abstraction</li> <li>▾ Contract Drafting &amp; Redlining</li> <li>▾ Track Deal Points from Prior Deals</li> <li>▾ Lease Abstractions</li> <li>▾ Risk Management &amp; Regulatory Compliance</li> </ul>
Technology & Tools	<ul style="list-style-type: none"> <li>▾ Ringtail</li> <li>▾ Relativity</li> <li>▾ DISCO</li> <li>▾ Others</li> </ul>	<ul style="list-style-type: none"> <li>▾ CaseMine</li> <li>▾ Mike</li> <li>▾ Manupatra</li> <li>▾ LexisNexis</li> <li>▾ Westlaw</li> </ul>	<ul style="list-style-type: none"> <li>▾ Contract Express</li> <li>▾ Litera</li> </ul>	<ul style="list-style-type: none"> <li>▾ Kira</li> <li>▾ Contract Express</li> </ul>

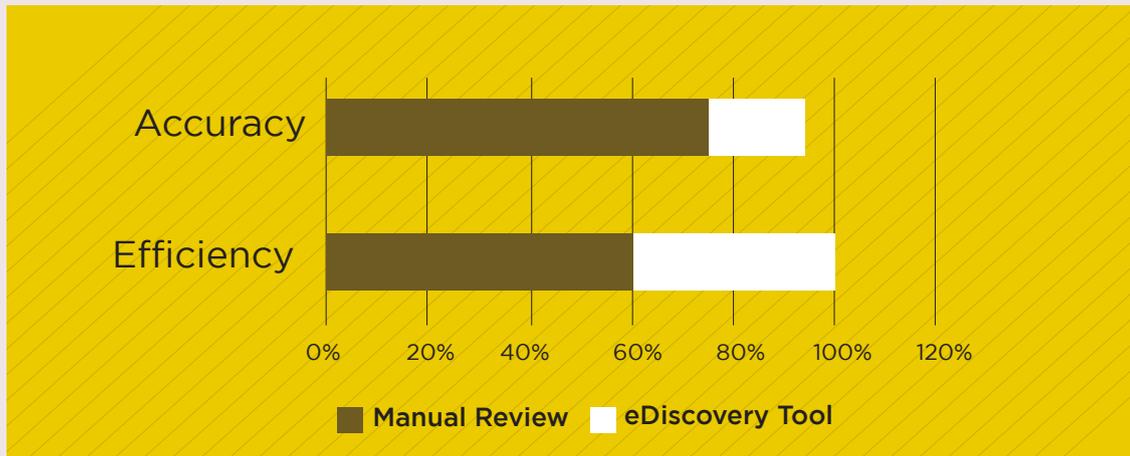


# eDiscovery and Litigation Services

- ▮ eDiscovery technology and processes are used to analyze high volume of documents or efiles 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 team with that of our traditional practitioners/practice groups, we offer these services to the following practice areas

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

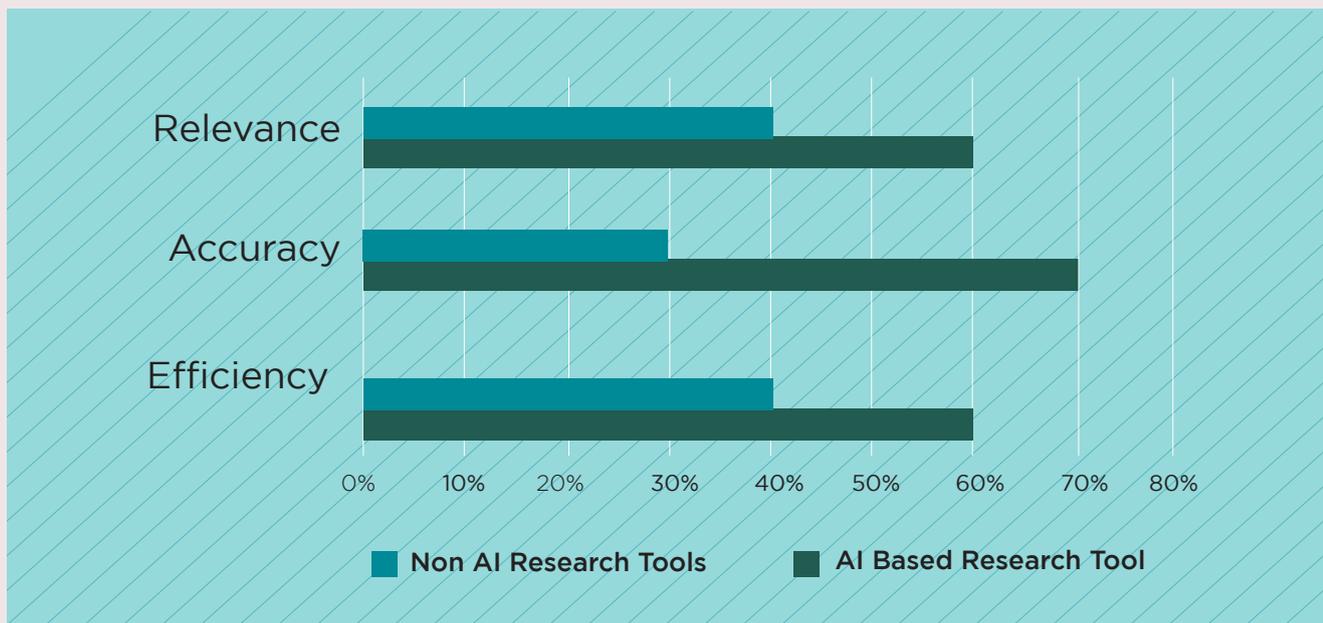


*“In a recent matter, we were required to review a large volume of emails and respond quickly to an investigation. Initially, we reviewed 23,736 documents manually in 112 hours. This was time consuming and resulted in a review of more documents than we actually collected due to duplication in manual searches and binders. In the absence of an automated workflow, we spent considerable time on task allocation. We were then provided a solution by the Innovation Team to review the documents through an eDiscovery tool. Firstly, the technology removed all duplicates to reduce the volume to 18,678. It then helped us sort and organize the data quickly and provided a workflow. Identifying the most relevant emails became a targeted and seamless process, with the aid of the AI enabled search feature in the tool. We look forward to using this technology in future matters.”*



The new research technology has enriched the research experience of our associates and allows more time to focus on case strategy, analysing the findings of the research and preparing briefs for clients. This tool also serves as a litigation strategy tool in itself. It

automatically analyses a client brief, compiles a list of highly relevant case law and suggests any potential alternative arguments or omissions. Our practice groups then use the tool to identify frequently cited cases and perform intelligent judgement searches.

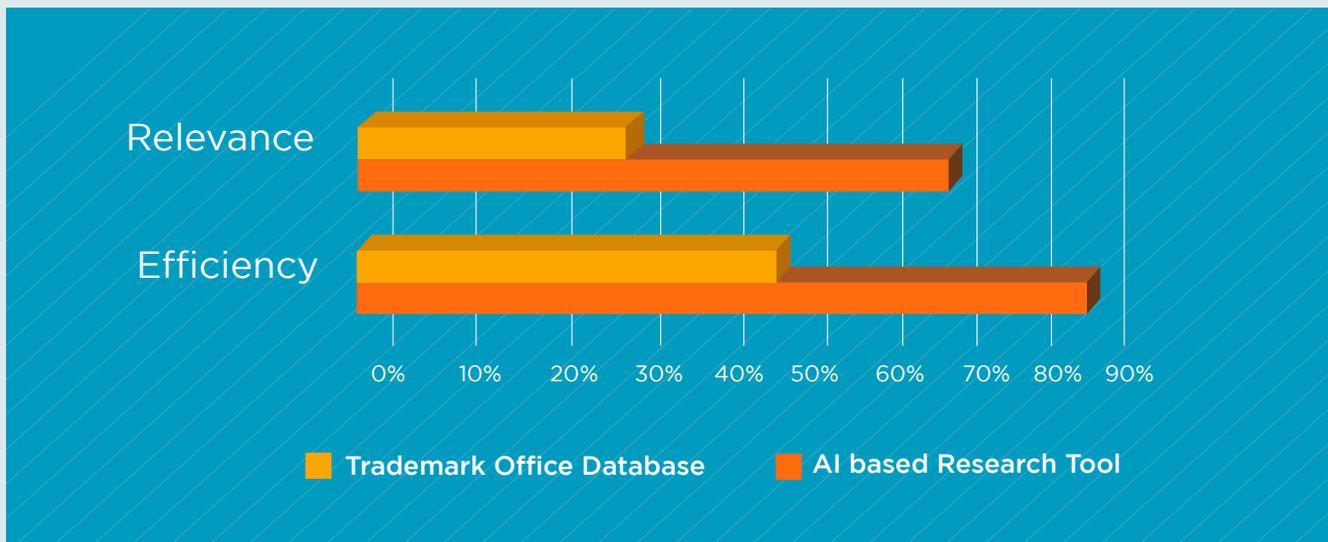


*“I have been using the AI based research tool since July, 2018 and it has not failed to impress. The search results are very accurate and provide the most relevant case laws to the query. There have been instances where no relevant search results were returned by other search engines but the AI based research tool offered several. I have been able to find answers to queries based only on my case law research using this tool. Not only have I saved time, but I have also been able to achieve improved case-law research to prove or disprove a legal proposition. It is a newer platform but has been able to yield enhanced results in comparison to traditional search engines.”*

# Intellectual Property Research

We have subscribed to an AI based research tool - one of the most advanced TM tools that leverages AI to help automate various processes surrounding Trademarks.

The tool focuses on TM Search, TM Watch and TM Management making it a holistic solution for our in-house use. Our IP team now maintains an intelligent dashboard that enables them to track and watch each TM, monitoring status, upcoming hearings and more.



*“The AI-based research tool subscribed to by the firm is a useful software for our Intellectual Property practice and has certain distinct advantages when compared with the Trade Mark Registry’s database.*

*Use of the tool has resulted in more thorough analysis of the trade marks filed by an entity, as the proprietor search reveals both pending and registered trade marks, as opposed to obtaining details of only registered marks on the Registry’s database. Further, we are now able to conduct searches in all classes (1 to 45) simultaneously, as opposed to conducting separate searches in each class in the Registry’s database.*

*This one-touch search capability has also decreased our turnaround time for conducting proactive searches to keep track of similar trade marks in unrelated classes as well.”*

# Document Automation



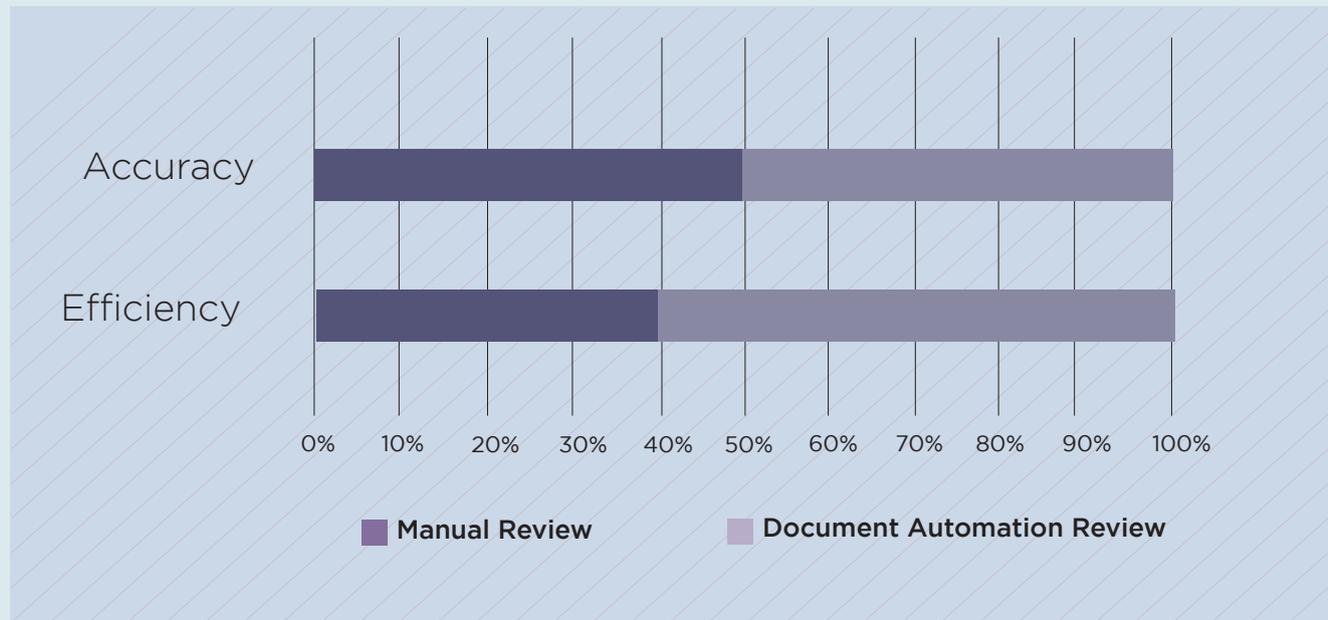
Document automation provides standardization and enhanced consistency which are key to CAM's service delivery standards. Our document automation tool enables high-quality drafting of various standard and complex documents.

We currently use document automation for -

- ▮ Internal Quality Assurance
- ▮ Standardization of various core and non-core agreement drafts

This increases efficiency and allows our lawyers to concentrate more on complexities and negotiation in matters.

Client Focus: Through various projects we have been advising clients, including startups, on standardizing their key documents and providing assistance on a continuous basis to streamline their document assembly process.



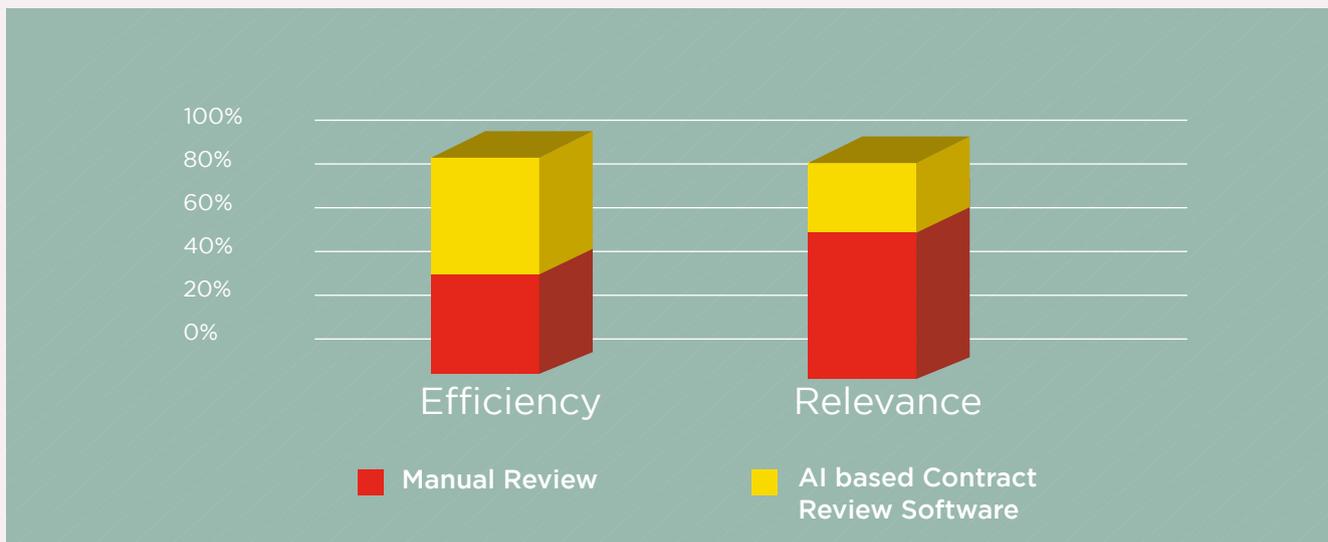
*“The document automation tool is a move towards efficiency and accuracy, offering homogeneity in terms of quality in respect of what will be a ‘CAM draft’. It ensures that each CAM Draft offers the same quality of intricate drafting and well thought through clauses which have been approved after intensive consultation among the partners at the firm.”*

# Due Diligence Review

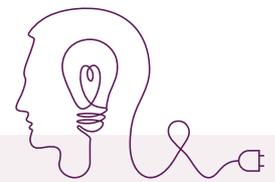
We are the first Indian Law firm to have adopted Artificial Intelligence and Machine Learning.

Using an AI based contract review software we now have capacity to

- ▮ Complete M&A due diligence contract review faster and more accurately
- ▮ Provide more extensive and comprehensive contract analysis
- ▮ Advise on contract risk management and compliance
- ▮ Track deal points from prior deals
- ▮ Improve knowledge management with contract clause search
- ▮ Prepare for and respond rapidly to risk management and compliance requirements



*“AI based Contract Review Software was helpful in stressful times. We were successfully able to complete review of around 90 documents in less than 3 days, which manually would have taken around a week. The output received met our quality standards. The software deserves our commendation.”*



We announced the launch of India's first legal technology incubator "Prarambh" early this year. As part of the initiative CAM will mentor and work in partnership with young entrepreneurs to develop new technology and AI based products, platforms and solutions that will enhance legal services in India. This will include areas related to:

- ┌ Access to justice
- ┌ Dispute Resolution
- ┌ Transaction Efficiencies
- ┌ Law firm operations

- ┌ Legal Research
- ┌ Compliance
- ┌ Contract Management
- ┌ Managing legal talent
- ┌ Others

CAM selected three (3) startups which demonstrated potential. These startups will be supported and guided to fruition and commercial success.



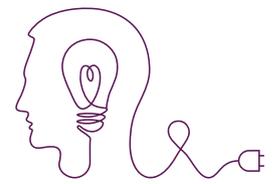


**vichaar**

cam innovates

- 7 Vichaar is an annual initiative to empower every member of the firm to drive innovation “The Innovation Week” was celebrated from 10<sup>th</sup> - 14<sup>th</sup> December, 2018
- 7 A total of 160 Vichaars were received. We selected 4 winning ideas and 3 wild-card entries
- 7 Entries were segregated into Talent & Culture, Clients & Practice, Process Improvement & Cost Saving
- 7 The next stage of Vichaar was the successful execution of the winning ideas, ranging from new practice areas and smart technology to enhance day-to-day operations to a car pooling initiative. 4 of the 7 winning ideas have been implemented successfully and the remaining are in the execution phase

*Innovation is a two part challenge. Part one is ideas; part two is execution. To win, you have to succeed at both.*



## Key Contact



### **Komal Gupta**

Head of Innovation

4<sup>th</sup> floor, Prius Platinum, D-3, District Centre  
Saket, New Delhi - 110 017, India

T: +91 11 6622 9000 F: +91 11 6622 9009

Email: [komal.gupta@cyrilshroff.com](mailto:komal.gupta@cyrilshroff.com)

[www.cyrilshroff.com](http://www.cyrilshroff.com)

[www.cyrilamarchandblogs.com](http://www.cyrilamarchandblogs.com)

### **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](mailto:cam.mumbai@cyrilshroff.com)

### **ahmedabad**

Shapath - V 1304/1305,  
Opposite Karnavati Club, S G Road  
Ahmedabad – 380 051, India  
T +91 79 4903 9900  
F +91 79 4903 9999  
E [cam.ahmedabad@cyrilshroff.com](mailto:cam.ahmedabad@cyrilshroff.com)

### **new delhi**

4th Floor, Prius Platinum,  
D-3 District Centre, Saket,  
New Delhi – 110 017, India  
T +91 11 6622 9000  
F +91 11 6622 9009  
E [cam.delhi@cyrilshroff.com](mailto:cam.delhi@cyrilshroff.com)

### **hyderabad**

8-2-622/5/A, 3rd Floor,  
Indira Chambers, Road No 10,  
Banjara Hills, Hyderabad – 500 034,  
Telangana, India  
T +91 40 6730 6000  
F +91 40 6730 6002  
E [cam.hyderabad@cyrilshroff.com](mailto:cam.hyderabad@cyrilshroff.com)

### **bengaluru**

3rd Floor, Prestige Falcon Tower,  
19, Brunton Road, Off M G Road,  
Bengaluru – 560 025, India  
T +91 80 6792 2000  
F +91 80 2558 4266  
E [cam.bengaluru@cyrilshroff.com](mailto:cam.bengaluru@cyrilshroff.com)

### **chennai**

2nd Floor, ASV Chamiers Square,  
87/48, Chamiers Road, R A Puram,  
Chennai – 600 028, India  
T +91 44 6668 4455  
F +91 44 6608 3490  
E [cam.chennai@cyrilshroff.com](mailto:cam.chennai@cyrilshroff.com)



cyril amarchand mangaldas  
ahead of the curve