

## EBULLIENCE ABOUNDS:

# The future of law and technology – nearly everyone’s a winner

In a survey of private practice lawyers, 83% foresee clients doing more work in-house, 72% anticipate greater reliance by clients on technology in law, and 66% expect clients to be getting similar service from external firms at better value. Yet, 91% of these same respondents expect their own firms to be ‘more competitive’ or ‘similarly successful’.

### The majority of respondents believe clients will benefit from technology evolution.

Q. How strongly do you agree or disagree that the following will happen for clients over the next five years?

Clients will bring more legal work in-house.

Clients will become more reliant upon alternative legal service providers.

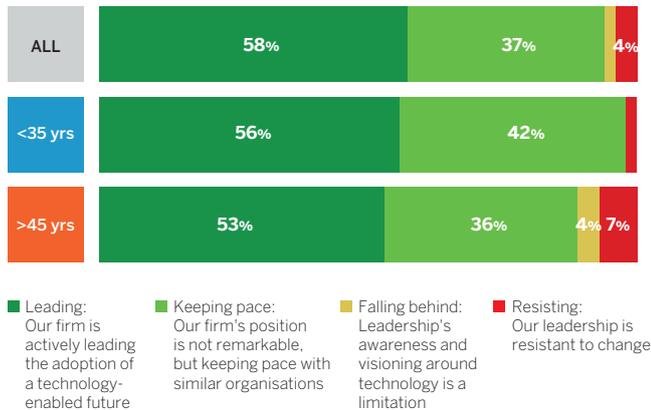
Clients will get similar service from external firms more efficiently/at lower cost.



■ Strongly agree ■ Slightly agree ■ Slightly disagree ■ Strongly disagree

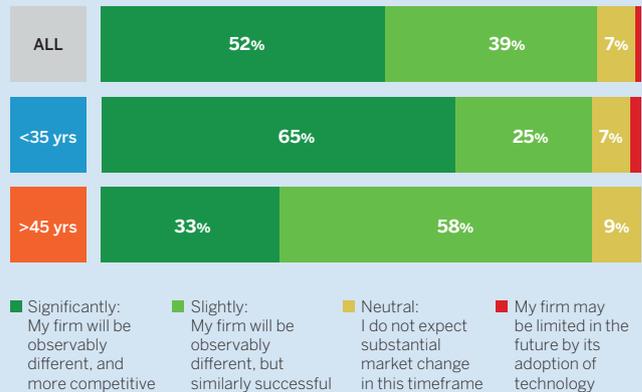
**95% feel their firms are keeping pace or leading the pack in transforming the business of law through technology.**

Q. Which of the following best describes your firm's leadership in pushing transformation through technology?



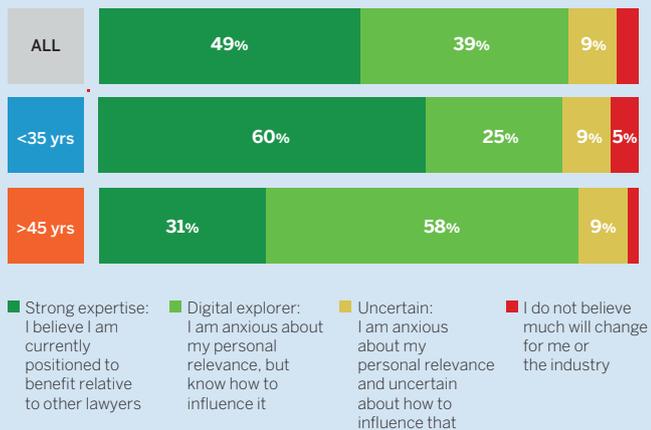
**While the consensus is that external law firms will be observably different, twice as many younger lawyers strongly believe that the change will lead to competitive advantage.**

Q. How do you expect your firm to evolve over the next five years due to the impact of technology?



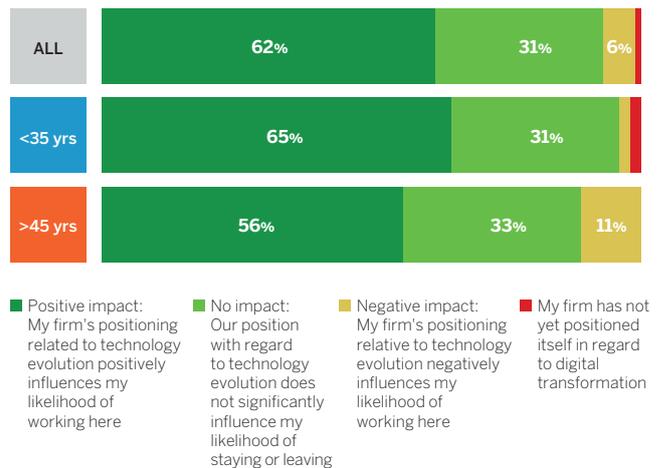
**Nearly 90% believe they have developed, or will develop, the capabilities needed to stay relevant – but notably, despite seeing themselves as 'digital explorers', more than twice as many senior lawyers strongly agree they feel anxious about the future.**

Q. What best characterises the five-year impact of technology evolution on your career, regardless of your current firm?



**Overall, 93% of lawyers feel their firms' positioning is positive or neutral. Only 6% see limitations in their firms' current technology position as a reason for leaving.**

Q. How does your firm's positioning with regard to technology evolution affect your likelihood of staying there?



**Research methodology**

This research was conducted online by FTI Consulting's Strategy Consulting & Research team from 2nd – 8th June 2017, involving n=109 lawyers working in UK law firms. Of this number, n=55 lawyers were aged under 35, and n=45 lawyers were aged 45+.

Further information on the results and methodology can be obtained by emailing dan.healy@fticonsulting.com.

Please note that the standard convention for rounding has been applied and consequently some totals may not add up to 100%.



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