

# BLOG



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## CHRISTINA WOJCIK

Christina leads the Legal Service Channels division, globally, at Seal Software. As Vice President of Legal Services, she engages with legal industry partners to create best-in-class solutions to meet the complex contractual needs of Fortune 1000 organizations. As Practice Executive, Contract Management at IBM, Christina was responsible for Contract Management Strategy & Best Practices at IBM. She worked closely with Fortune 500 companies to replace high-risk, manually-intensive contract management processes with proven, scalable technology that delivers complete risk oversight and obligation management to legal organizations, while streamlining the end-to-end process, thereby increasing revenue and reducing costs. Christina also worked with alliance partners to create innovative solutions that provide a robust legal technology offering.

# THE NEXT WAVE OF LEGAL JOBS ARE HERE

CHRISTINA WOJCIK | JUL 26, 2017

Seal Software hosted its first Legal Symposium in Washington, D.C. last week. It consisted of past, present, and future lawyers, as well as a regulatory specialist and a tech guru to help us dive into the software. As the leader of this team, I wanted to get a current perspective and understanding on how we are creating and deploying the software to solve critical legal and business challenges.

During the session, I was absolutely astonished about how a group of individuals, with no relevant technical background, and such a diverse array of professional experiences could come together to discuss the best way(s) to apply Machine Learning, or confer if Natural Language Processing would be a better approach to a particular challenge. WHAT?!

I was extremely proud of this team, as well as the software, for allowing us to become the first generation of legal AI practitioners!

What else did I see that blew my mind?

1. A tech provider prospect proved to themselves that they could take a manual review project from 2.5 hours to 25 minutes. What do I mean “proved to themselves?” It means, we trained them on how to use the software, they used it, did time trials, and saw the savings in action. Their new slogan is “have faith in Seal.”
2. We created Machine Learning policies around leases in French, and performed an outstanding bilingual demonstration of the application of Seal for foreign languages.
3. We proved to one of the largest law firms in the world that AI is not just for deal rooms, but can have applications to their clients in a much deeper fashion allowing them to compete with the growing body of alternative legal service providers.
4. We battled against a group concerned that the machines (AI) are going to steal their jobs, highlighting the machines are here to support their jobs.
5. Confronted Qualified Financial Contacts (QFCs) in a way that pushed the technology beyond it’s typical uses, and demonstrated that financial institutions can use the software to tackle the tough challenges arising from convoluted regulations.

I often get asked, *what is the future of the legal profession?* Well, I’ve seen it and it is beautiful!

It is lawyers collaborating over technology to create ways to get critical information from unstructured documents in a faster, more cost-efficient manner. The energy and excitement in the room was palpable, as they realized they are pushing the boundaries of what man and machine can do when working together. Truthfully, seeing lawyers excited about using technology is a first for me, but now that I've seen it, I know it can exist and we need to work harder to get even more lawyers excited!

Another important aspect when thinking about engaging current lawyers with technology solutions is how to best prepare the lawyers of the future. We were fortunate enough to have an intern, whom looks forward to attending law school in the coming years, join our Legal Services team for a stint over the summer. She had the opportunity to learn about how Seal Software is revolutionizing the contract analytic space in a number of areas. We were able to provide her with some foreshadowing into what her practice will look like after graduation, partnering with technology and leveraging it to provide her future clients with much more insightful advice based on business information. She was able to see the impact the software has in the M&A integration space, how regulations can up-end business practices, and learn a bit about what it takes to win a deal. It's incredible to see the next crop of bright minds coming into our profession, and being able to inspire them into innovative approaches (very) early into their career.

The future of the Legal profession is here, and it leverages technology to enhance the skilled guidance and advice lawyers provide, and improve the outcomes for clients. A true win-win in our profession.

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