STRATAGE

LAW PARTNERS

MikeLegal

Your AI powered Legal Associate

The Transition To LegalTech And Successful Adoption Of

Mike DocuSieve

Case Study

with Stratage Law Partners

MikeLegal

Your AI powered Legal Associate

About Stratage Law Partners

Founded: August 2020

Location: Mumbai, India

Founded by Darshan Upadhyay, Shyam Pandya, Bhavin Gada, and Amit Manubarwala in August 2020, Stratage Law Partners specializes in commercial and corporate transaction and regulatory assignments. Starting up a law practice in the middle of a pandemic posed new and even unique challenges. The biggest ones being digitization, automation, and connectivity – which allowed more collaborative work in flexible conditions.

If someone would have brought up LegalTech pre-Covid, there was no doubt that it would make an impact, but issues like ago internet speeds were not stable and could not support many of the document software. Add to that, clients too did not believe that technology was an important requirement to appoint their legal counsels. Whether we openly accept it or not, but it is fact that the pandemic has led to certain updates which were much needed to support the adoption of LegalTech. One could even go to the extreme of saying that technology adaptation in this era is a matter of survival and keeping up with the way the world and industry are now moving.

1 Need To Automate Contract Proofreading:

Servicing more than 200 clients is a substantial amount of paperwork, drafting, and proofreading every week. As per Shyam Pandya, Co-founder Stratage Law Partners, associates and other members would spend on an average 5-6 hours proofreading each agreement or contract. Also, each iteration would have multiple exchanges between team members and the client. In such a stage, an error in numbers, amounts, or date if pointed out to by the client or others, is a truly embarrassing situation. Also, we have felt though, presenting any document with errors to a client does impact the trust relationship they have with you. Hence, it was critical to explore possibilities and products which help them optimize this whole exercise.

He also added - Drafting of a contract is a skill that is developed over a number of years as it is very important to understand the construct and its nuances that two or more parties are agreeing on and thereafter articulating such nuances clearly and concisely. This is inherent in contract drafting- but the procedural or “housekeeping issues” of making sure definitions and cross-referencing are aligned and format consistency (such as Indian or global approach to crores/millions) take up time which can be used productively to the articulation of the construct and its nuances.

2 Adoption as easy as ABC

As per Mr. Shyam Pandya, the transition to digitization and automation of contract proofreading has been a smooth one. The demo and the support given by MikeLegal have enabled the team at Stratage Law Partners to use the features within a day of its launch at the firm. For them, the biggest distinguishing factor about Mike DocuSieve is that it was not an installation heavy effort- but a Microsoft Word add-in. This takes away the installation time and the learning curve. Also, being installed in Microsoft Word means, no transfer of contents to another software, it works the way the review mode in Microsoft Word does.

3 Life after Mike DocuSieve

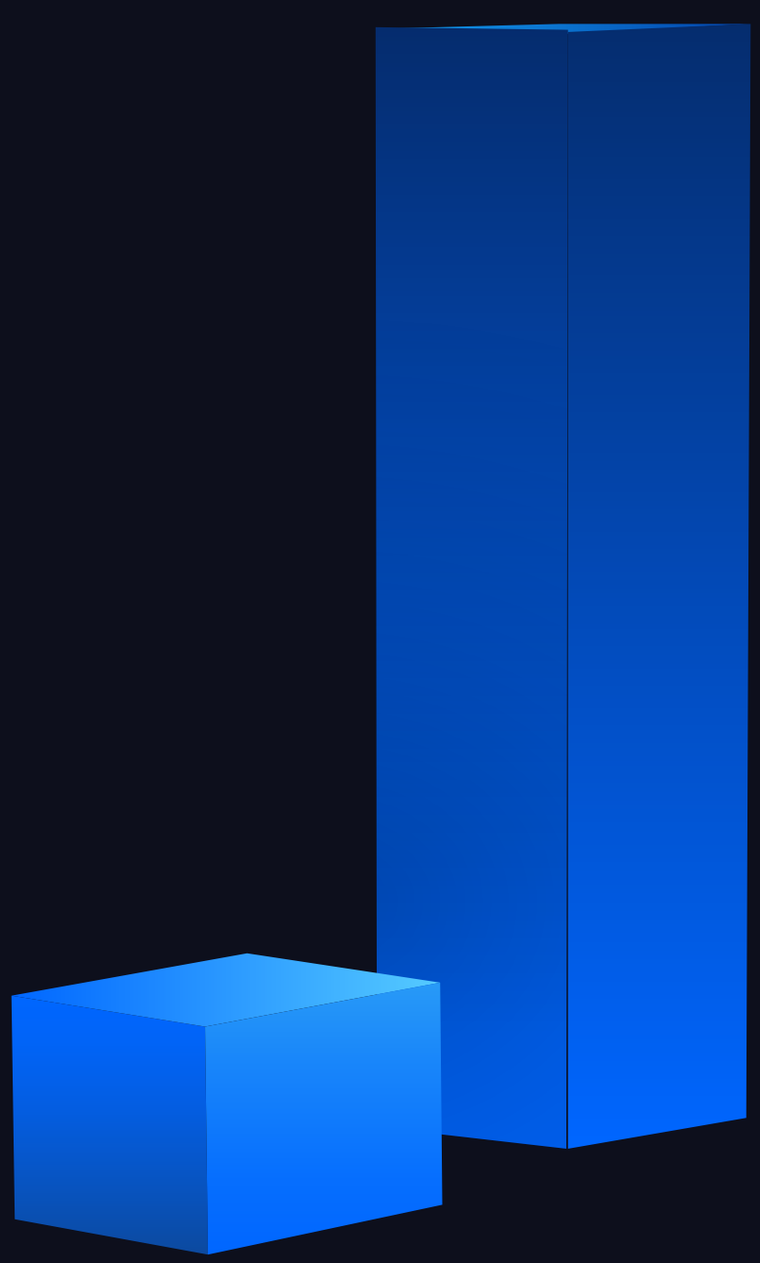
Stratage Law Partners adopted the Mike DocuSieve add-on in June 2021. Since then, they have reported that the time taken for proofreading has reduced from 5-6 hours to an hour or lesser. The impact that Mike DocuSieve has created on the firm’s business and client impression are profound.

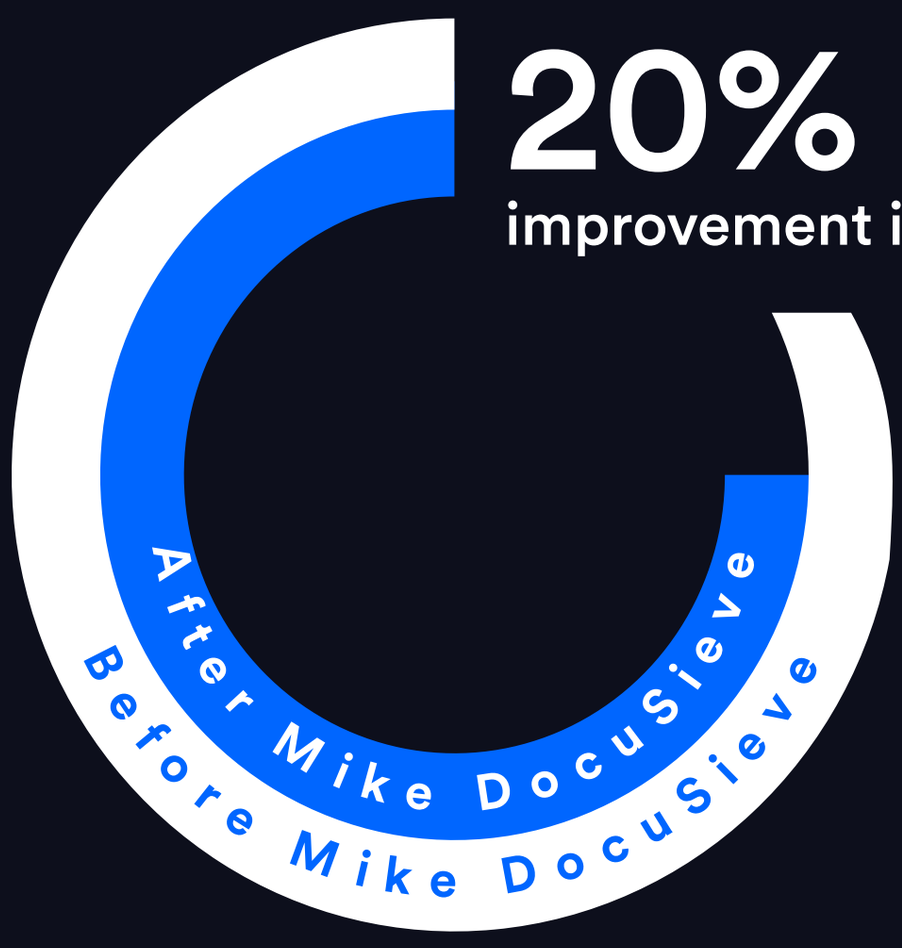
The most common mistake which most lawyers miss during proofreading a contract is the inconsistency in the comma system and description of amounts and numbers in words. But Mike DocuSieve, checks for any such errors and inconsistencies in the format and corrects them on the go, while you draft in Microsoft Word.

The time saved in proofreading each contract and agreement opened up possibilities for newer mandates, clients, and more billable hours. Additionally, presenting well-crafted, consistent, and error-free documents to a client or their counsel makes one appear to be at the top of their game and also, precise and sharp in their dealings. Besides, there is a notable difference in the trust the clients place in the firm. There is a marked difference in the tone of confidence within the teams working on a mandate as well as a client.

The reduced time spent in such mundane activities, in turn, has also helped improve mandate turnaround time by almost 20%. This is a huge number for any business. By improving one's efficiency by 20%, not only does it mean better client servicing. It also highlights the fact that your teams are working smarter and better.

Impact of Mike Docusieve





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Paving the way for the future:

From all the features that Mike DocuSieve has, Shyam appreciates the Clause Referencing and typographical error identification features the most. Clause referencing has traditionally been done by the draftsperson as he/she has the background of the transaction documented in the contract. But this allows team members to work more independently and reduces the time taken due to dependence of other team members and also losses in content and material due to constant exchange between team members.

This is just one step, towards AI-based automation for legal processes which may be mundane but are crucial. With work from home being the new normal, it is now time for the legal sector to upgrade and adapt to the use of technology. AI and programs cannot replace a lawyer and manual intervention. The expertise and the viewpoint a lawyer offers in drafting cannot ever be replaced.

But, certain 'housekeeping' tasks which are more mechanical in nature can certainly be automated with the precision needed to perform them. All tools developed by MikeLegal keep lawyers in the center of it to help them reduce time spent on such activities while ensuring an increase in their efficiency at the same time.