

Overview

Recent years have seen a throng of new arrivals into the alternative legal services market, dominated by captive platforms launched by law firms. A number of leading firms in the UK and USA have launched

their own alternative services to clients, ranging from flexible staffing and managed through to more novel models which aggregate third-party services into composite solutions for clients.

Law Firm LPO Global-wide

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Leading Firms
Band 1
Ashurst Advance (Ashurst)
BCLP Cubed (Bryan Cave Leighton Paisner)
Condor ALS (Fieldfisher)
DWF Mindcrest (DWF) *
GravityStack (Reed Smith)
Konexo (Eversheds Sutherland)
Peerpoint (Allen & Overy) *
Re:link (Linklaters)
Recurve (Greenberg Traurig)
SixFifty (Wilson Sonsini)
* Indicates firm with profile.
Alphabetical order within each band. Band 1 is highest.

Band 1

Ashurst Advance (Ashurst)

Operating since March 2016, Ashurst's well-established integrated platform, Ashurst Advance, concentrates its services around process enhancement, project management and the provision of the latest LegalTech tools. Since November 2019 the subsidiary has also offered flexible, international legal resourcing via strategic collaborations with legal service providers Elevate and Cognia Law. Mike Polson, Head of Ashurst Advance Delivery, states that the platform "brings together all of Ashurst's NewLaw capabilities and expertise ... including design and development of digital products and a scalable range of cost-effective resourcing options. This combines with the firm's legal and industry experts in a fully integrated, managed and quality assured offering to deliver clients' needs."

BCLP Cubed (Bryan Cave Leighton Paisner)

Responding to the ever-increasing workloads of in-house legal teams, BCLP's Cubed service exists to simplify clients' business and transaction processes and slash their costs, by seamlessly streamlining outsourced bulk and complex legal work. Launched in June 2019 and leveraging its UK and US volume delivery teams, the platform comprises the areas of commercial contracts, real estate asset management, financing agreements and data access requests, while offering clients consistent business data insights.

Condor ALS (Fieldfisher)

Launched in 2017, Fieldfisher's Condor platform offers clients efficient, integrated solutions in the financial markets arena. The platform specialises in document negotiation and contract management with a regulatory focus. Via strategic partnerships,

Condor provides a scalable suite of services, enabling the rapid mobilisation of large capacity work. Guy Usher, head of Derivatives and Structured Finance, comments: "We launched Condor in response to client demand for law firm managed low cost bulk document projects, driven initially by the wave of regulatory changes following the financial crisis. The value we add, in addition to technical input, is that we take responsibility for delivery of the entire project. Fieldfisher's legal resourcing service, CondorFlight, offers clients remote access to a hand-picked group of senior lawyers by the hour or by the day or per unit of work."

DWF Mindcrest (DWF)

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MindCrest, acquired in early 2020 by UK law firm DWF, provides contract management and document review services to major clients across the US, Europe and the Asia-Pacific region, notably those in the professional services, financial services and life sciences sectors. Its teams, based in its offices in the US, UK and India, are experienced in assisting clients with a broad scope of contentious and non-contentious matters, including significant expertise in privacy and data security compliance issues. A client reports: "They didn't try to fit us into what their preconceived notions of what we wanted were, but they listened very carefully to how we wanted to approach it, spent a good deal of time learning how our systems work and really collaborated on how we could best achieve our objectives."

GravityStack (Reed Smith)

GravityStack, Reed Smith's innovation subsidiary, encompasses a selection of cutting-edge integrative LegalTech services including AI-driven project and contract management tools, implementation services for in-house LegalTech support systems, and the firm's bespoke Periscope platform for KPI metrics around eDiscovery. GravityStack has received notable acclaim since its launch in April 2018, culminating in Reed Smith receiving top honours at the 2019 American Lawyer Industry Awards for "Best Legal Services Innovation".

Konexo (Eversheds Sutherland)

Eversheds Sutherland's answer to the fast-growing ALSP market, Konexo began operations in July 2019 and, though young, already brings a robust offering spanning legal managed services and resourcing, corporate secretarial/HR solutions and financial services compliance support. Committed to delivering fully client-centred flexibility, the platform utilises AI technology for swift implementation of services and is staffed by tech professionals. Head of Konexo, Graham Richardson, adds that the platform "provides advisory services to in-house legal and compliance teams," and states: "The Division already has revenue

of over £40 million with 185 full time employees and around 200 contractors engaged each month. Konexo operates in the UK and Asia, and there will be a formal US launch in early 2020 - though we are already operationally delivering US work."

Peerpoint (Allen & Overy)

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Allen & Overy's all-encompassing suite of solutions includes a wealth of resources in its Belfast-based Legal Services Centre, which allows clients of the firm to access experienced, high-quality legal resources for contentious and non-contentious matters in a more cost-effective manner. Established in 2012, the LSC houses over 100 lawyers at varying levels of seniority with experience using a broad array of technological tools to handle document-intensive tasks, including international litigation and regulatory investigations. Meanwhile, its flexible legal staffing platform, Peerpoint, has quickly become one of the most established platforms in the New Law field. It provides clients with access to over 300 lawyers qualified in a number of global jurisdictions and based across London, Sydney, Hong Kong and Singapore. These lawyers range from former law firm partners and senior in-house counsel through to more junior lawyers, who regularly act for a client base comprised of leading corporates, financial institutions and investors.

Re:link (Linklaters)

Another relative newcomer to the world of law-firm affiliated legal resourcing platforms, Linklaters launched its flexible lawyering service, Re:link, in April 2019. The platform allows the firm to serve its clients in their most demanding legal challenges with greater efficiency by providing immediate staffing solutions. Focused primarily on the UK, Re:link's network of lawyers centres on the agile provision of practice area-specific expertise, including for project support and interim cover, backed by the professional infrastructure of the wider firm. Jas Mundae, Global Head of Alternative Legal Services, reports: "Re:link is Linklaters' flexible resource platform that provides our clients with access to a thriving community of high-quality contract lawyers. Through the Re:link platform we are presenting clients with an additional offering to help drive efficiency in their legal operations, supplementing their legal teams with skilled lawyers on fixed term assignments. The platform is different from other providers as it is fully aligned with Linklaters. Re:link is not a standalone business, so both clients and Re:link lawyers benefit from the firm's extensive professional infrastructure and expertise."

Recurve (Greenberg Traurig)

In operation since June 2019 with headquarters in Denver, Warsaw and Tel Aviv, Greenberg Traurig's