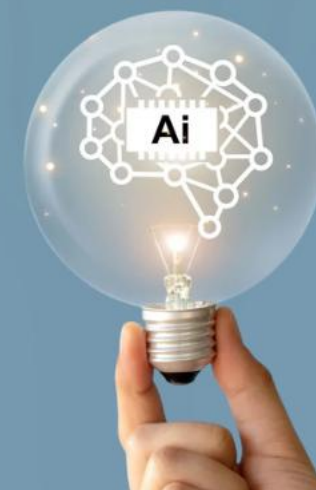




AI Use Cases & Partner Adoption

22 April 2026

AI Roundtable



Welcome & Agenda

- 1 Welcome and objectives
- 2 Recap of key insights from Session 1
- 3 Use Case landscape & potential
- 4 Potential value driver framework for AI
- 5 Practical experience with select Use Cases & Partner Adoption
- 6 Perspectives on near term developments
- 7 Wrap up

Roundtable programme

Client Needs & Expectations - 25 March

AI Use Cases & Partner Adoption - 22 April

Value, Scope & Pricing - 19 May

KPIs - 23 June

Impact on People - 15 July

Objectives

01

Share high-impact AI use cases in legal services

02

Explore potential new AI-enabled products and revenue streams

03

Address barriers to partner adoption

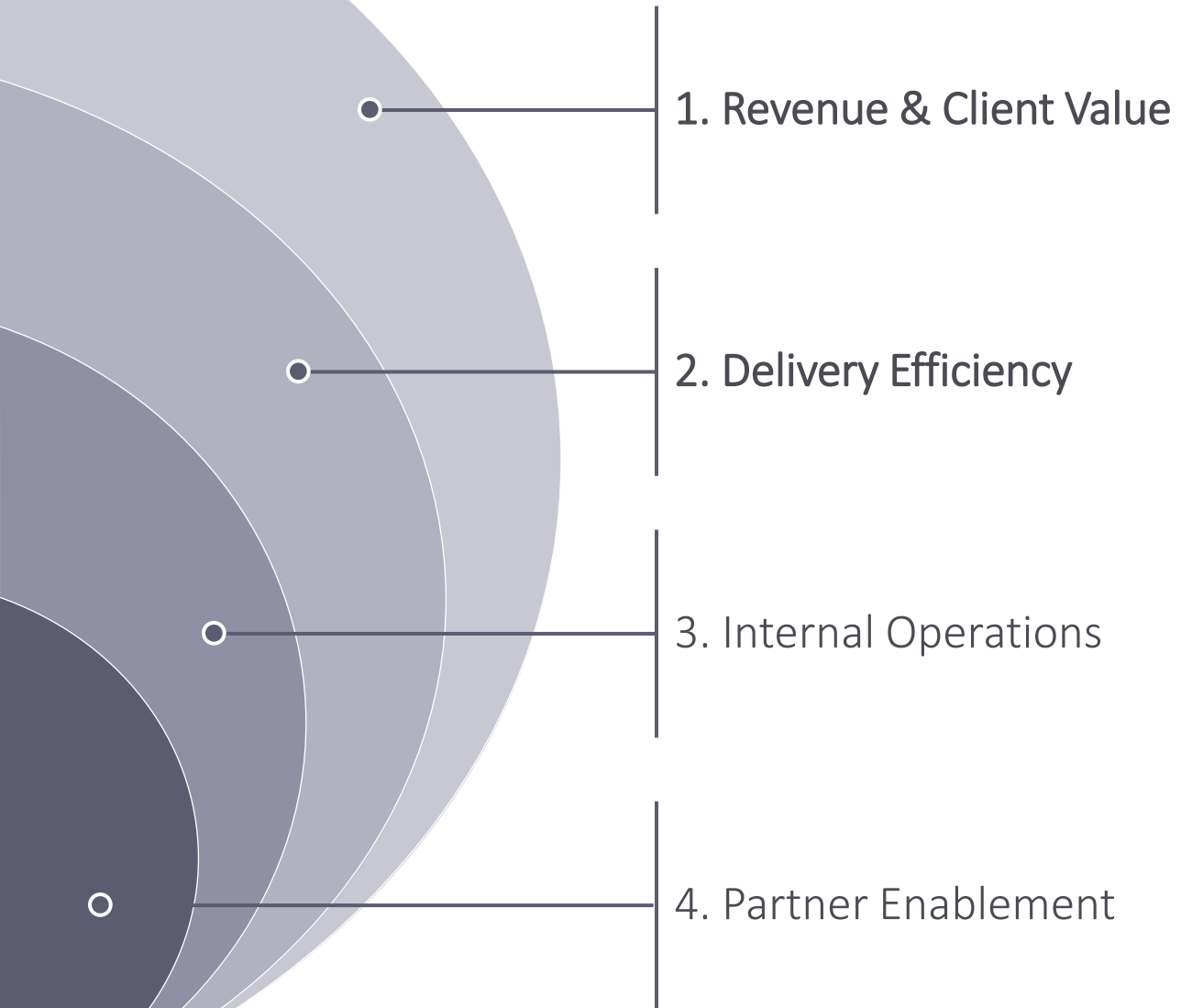
04

Define practical next steps for implementation

Insights from Session 1

- ◆ Accuracy of outputs, but not the end product in itself
- ◆ Commercial relevance and strategic insight of output
- ◆ Timely delivery and responsiveness
- ◆ Welcome support of Law firms in establishing AI usage in-house
- ◆ AI systems can make mistakes and human lawyers also make mistakes
- ◆ The value of the output is paramount
- ◆ Risk reduction

Use Case landscape



Value Driver Framework

Value drivers	Source of value
Speed/time saved	<ul style="list-style-type: none"> ◆ Ability to meet deadlines ◆ Have more time to fine tune offers/documents/deals ◆ Save time-based costs (not just law firm) ◆ Achieve consistency/avoid human error/bias
Strategic or competitive insights	<ul style="list-style-type: none"> ◆ Ability to spot patterns generating competitive advantages
Risk management/Compliance	<ul style="list-style-type: none"> ◆ Reduced risk from having reviewed all available information ◆ Ability to identify critical data points within large data sets ◆ Spotting patterns to minimise adverse impact on organisation, e.g. disputes or defaults ◆ Ability to demonstrate to regulators/insurers, etc. compliance with requirements/ standards
Assurance	<ul style="list-style-type: none"> ◆ Law firm Quality Assurance (PI cover)
Convenience/Access	<ul style="list-style-type: none"> ◆ Ability to divert “simple” enquiries and focus resources on “complex” issues
Flexibility	<ul style="list-style-type: none"> ◆ Ability to change the direction of enquiry/investigation rapidly
Coverage	<ul style="list-style-type: none"> ◆ Ability to cover/review all relevant information (avoid trade offs)

Illustrative Application of Value Driver Framework

Illustrative Use cases	Speed/ time saved	Strategic/ competitive insights	Risk Management/ Compliance	Assurance	Compliance	Convenience/ Access	Flexibility	Coverage	Likely client AI maturity (H/M/L)
Review all contracts rather than only top [30]% in a data room Review all [120] points in a complex judgement rather than just top [25]	✓		✓		✓			✓	M/H
Chatbot for FAQs			✓	✓		✓	✓		M

Adoption Challenges



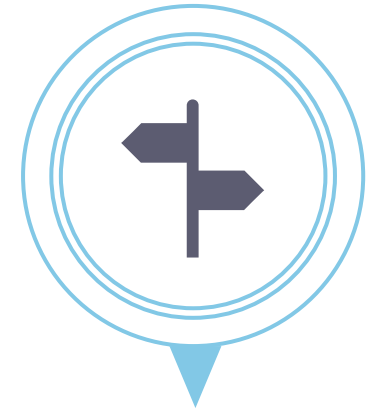
Lack of trust in AI output



Confidentiality concerns



Limited time for "experimentation"



Misalignment with billing models



Key questions - Who is driving AI/Use Case adoption?

Future Developments

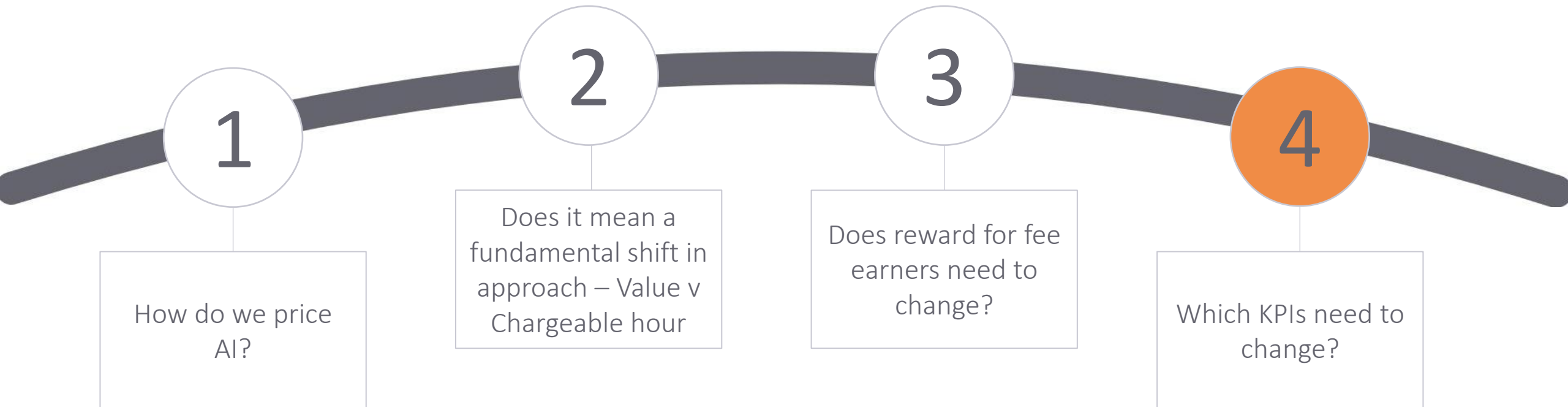
- ◆ Are clients continuing to expect more efficiency, insight, and value?
- ◆ Are there new entrants or existing firms that are redefining delivery models and eroding existing relationships?
- ◆ Is competitive advantage shifting to AI-enabled firms?



Next Session

Value, Scope & Pricing – 19 May 2026 10:30

📍 DLA Piper UK LLP | 160 Aldersgate Street, London, EC1A 4HT



AI x Legal Pricing

Roundtable

AI is transforming the delivery of legal services. But is it also changing how we price them? We explore the shift from input-based to output-based fee structures: what is the result truly worth to the client? And what pricing models become viable once the billable hour ceases to be the measure?

01

What does the client do with the output, and what is that worth?

02

Which fee models beyond the billable hour actually work in practice?

03

How do you make a compelling case for value-based pricing?

04

Have you identified which tasks or activities can be performed or supported by AI?

05

What is the financial impact of deploying AI? How much time and cost can you save?

06

What are the investment and training costs, and who should bear them?