



ARBITRATION INSTITUTE
OF THE STOCKHOLM CHAMBER OF COMMERCE



Virtual Intelligence

STOCKHOLM LEGAL BUSINESS SUMMIT 13-14 Nov 2013

WELCOME TO THE FUTURE OF LEGAL SERVICE

This year VQ Knowledge and Strategy Forum and the Arbitration Institute of the Stockholm Chamber of Commerce combine their two events into one joint legal strategy happening, the Stockholm Legal Business Summit. This two-day Summit brings together thought leaders and champions of change in the legal profession to discuss strategy and key developments in the legal market.

The Summit consists of two programs. Delegates are welcome to register for either day or both days jointly.

VQ KNOWLEDGE AND STRATEGY FORUM 13 November

The first day will have a strong focus on innovation in practice and how to go from strategy to a practical reality in the changing legal landscape.

Learn about new business opportunities, changing conditions in practice for legal service providers and how to develop new legal services, products and tools to take the innovative market leading position.

Main features of the conference in short:

- Why change? What are the drivers for innovation and how can buyers of legal services support and drive this change?
- New business opportunities - practical examples of legal service developments and all possibilities available for those willing to take on the challenge.

COMMERCIAL OBJECTIVES IN INTERNATIONAL DISPUTE RESOLUTION 14 November

The second day will be entirely devoted to the commercial angle of dispute resolution, with a particular focus on mediation and its role in the changing landscape of legal services.

In-house expertise will join forces with mediations specialists and advocates of change for a constructive dialogue on how best to make use of the inherent powers of mediation, and share experience from mediations that made a difference.

Particular attention will also be given to in-house trends which affect procurement and management of external legal services, including commercial disputes.

GOLD SPONSORS



SPONSORS AND MEDIA PARTNERS





PROGRAM VQ KNOWLEDGE AND STRATEGY FORUM

Wednesday 13 November 2013, 8.30 – 17.00

08:30-09:00 Registration and coffee

09:00-09:15 Welcome remarks

Welcome by **Ann Björk**, founder of Virtual Intelligence VQ and opening remarks by moderator **Patricia Shaughnessy**, Senior Lecturer at Stockholm University.

09:15-10:15 Why change? – Drivers for innovation

What are the drivers for innovation and how can buyers of legal services support and drive this change?

D. Casey Flaherty, corporate counsel at KIA Motors America, does not just talk about changes in the legal sector. He is also acting to promote this change. With a background from BigLaw, where his practice focused on complex commercial litigation and electronic discovery, he has knowledge of how big law firms work and how the lack of proficiency with the common software tools at their disposal (Word, Excel, Acrobat, etc.) result in an inordinate amount of time wasted that is still billed to clients. To combat this eminently solvable problem, D. Casey Flaherty has developed a basic technology competency audit that he administers to his outside counsel. He is in the process of automating the audit and making it free to other in-house counsel to drive the change and help buyers of legal service audit outside counsel's technology skills to avoid inefficiencies in low value added work.

10:15-10:45 Coffee sponsored by BigHand

10:45-11:30 Using IT to deliver legal services in an innovative way

IT - from cost centre to revenue enhancer. Legendary IT Director, Janet Day, will share her views on how technology can be used to create more profit for less effort and how technology can create an opportunity to compete where previously that may not have been possible.

Janet Day is Director of IT for Berwin Leighton Paisner LLP. She is responsible for technology in its broadest sense, including ecommerce activities, knowledge management services and the building and infrastructure. In 2005 Janet won the BCS award for IT Director of the Year. The team have won many awards including Computing magazine's Best Places to work in IT in 2007. Janet won IT Director of the Year at the Lawyers awards in 2008 and at the 2009 Legal Technology Awards Janet won the City/national - IT Director of the Year. In 2011 she won the 'Greatest contribution to legal technology' award at the Know List.



11:30-12:00

In-house legal teams driving change in Sweden

What strategies can in-house counsels use to meet the “more for less-challenge” with increasing demands due to globalization and new complex legislation, while at the same time pressure is mounting from the business to cut costs? How is the legal marketplace changing in Sweden due to new in-house counsel demands and how has the role for in-house counsels evolved?

The Swedish Company Lawyers’ Association (*Sw. Bolagsjuristernas Förening*) is taking the lead to drive innovation in Sweden by supporting its members deliver services to their corporate clients efficiently and promote the value of in-house services. The association has recently launched a new collaboration project for knowledge sharing between the members and access to legal resources such as templates and news.

The Chairman of the Board of the Swedish Company Lawyers’ Association, **Cecilia Sternius**, Nordic Legal Counsel Director at Dell, and the Treasurer of the Board, **Carl Östring**, General Counsel of investment firm AB Traction, will share the vision of the association and how it supports the members in practice to drive change on the Swedish legal market.

12:00-13:00

Lunch sponsored by OpenText and Contentworker

13:00-13:45

Simple innovations for practical solutions

Organizations often under-utilize existing technologies. **Stuart Kay**, Director of Global Business Systems at Baker & McKenzie, will talk about how the largest of global law firms adapted existing technologies to create new functions with practical business outcomes.

Starting with a small scale local KM system that was developed using standard document management technology at no additional cost, it was progressively expanded to form the backbone of both a global KM system and a global collaboration portal. Small innovations can have butterfly effects.

13:45-14:15

Law firm management in the changing legal marketplace

Learn about law firm Delphi’s strategic approach to the changing legal marketplace and the firm’s constant drive to be at the leading edge by being proactive and adopt new technology and ways of working. The firm has been rewarded as Sweden’s Most Proactive Firm by Regi Research & Strategi based on a survey of buyers of legal services and is ranked as one of the top three leading law firms in Sweden by TNS Sifo Prospera.

Stefan Erhag, Executive Partner at Delphi, will share how the firm uses feedback as a tool for change, how they work actively with framework agreements and general conditions stating annual feedback.



14:15-15:00

Predicting the winners in a close starting field

The war for talent is a strategic business challenge for many law firms on a changing legal market. Who are the successful lawyers of today, what behavioral systems do they have in common? In a profiling study Poolia Legal has identified common traits driving the individual behavior of highly successful lawyers. In this study 30 partners of well-established Swedish law firms were subject to psychometric profiling and IQ-testing.

Anna Lensmar-Friedman, CEO of Poolia Legal, presents the results with analysis.

15:00-15:45

Financial Times afternoon tea

15:45-16:15

Innovation in practice

Allen & Overy has been awarded the “Most Innovative Law Firm in Europe” in the Financial Times Innovative Lawyers Awards both 2011 and 2012.

Lisa Göransson, Head of the Nordic desk at Allen & Overy LLP, will share some practical examples on innovations by the firm.

16:15-16:45

Case study: Collaboration to advance the value of legal counselling

Case study on Pfizer Legal Alliance, where the company standardized expectations for a streamlined group of about 20 outside law firms and set up programs for helping outside counsel work more closely and collaboratively both with Pfizer and with each other. Those who participate agree to standardized fixed-fee billing arrangements, secondments in which law firm attorneys work at Pfizer, periodic meetings and workshops involving all the law firms and a standardized system of evaluating performance on legal matters.

Inger Brattne, Director of Legal Affairs at Pfizer Sweden, and **Ingrid Eliasson**, Partner at DLA Nordic, will share their experience from the innovative approach and how the program has advanced the value of legal counseling to the partners, their clients and the legal profession.

16:45-17:00

Closing remarks

Closing remarks by moderator **Patricia Shaughnessy**, Senior Lecturer at Stockholm University.

17:00

Cocktail reception sponsored by HP Autonomy



PROGRAM VQ KNOWLEDGE AND STRATEGY FORUM

MODERATOR



Patricia Shaughnessy is head of the master programme in International Commercial Arbitration Law at Stockholm University, a SCC Board Member, and the Chair of the Arbitration Section of the Stockholm Center for Commercial Law. She has acted as an arbitrator, and consulted for organisations such as the World Bank, the European Commission, SIDA and USAID in a number of countries.

SPEAKERS



D. Casey Flaherty is corporate counsel at Kia Motors America, Inc. He oversees KMA's dealer - related legal matters - marriage (transactional) to divorce (litigation) and everything in between - as governed by the ludicrous and esoteric dealer franchise laws. Casey has also founded a working group on electronic discovery for KMA and the other U.S. affiliates of Hyundai Motors (Korea).

Before moving in-house, Casey served time in BigLaw where his practice focused on complex commercial litigation and electronic discovery. Based on what he witnessed in BigLaw, Casey developed a technology competency audit that he administers to his outside counsel. Casey is currently in the process of automating his audit and offering it free to other in-house counsel. Casey regularly writes and speaks about his audit, electronic discovery, budgeting, and other topics.



Janet Day is Director Technology and Infrastructure Services at Berwin Leighton Paisner. Janet has worked in legal IT virtually all her working life - even her MBA speciality was 'Competitive Advantage in the Legal Profession'. After working in administration at A&O, Janet set up a specialist consultancy practice looking at technology services (in their widest sense) for legal firms. She joined BLP about 15 years ago - initially as a consultant but later as their IT Director with a wide range of responsibilities. She is responsible for technology in its broadest sense, including ecommerce activities, knowledge management services and the building and infrastructure.

In 2005 Janet won the BCS award for IT Director of the Year. The team have won many awards including Computing magazine's Best Places to work in IT in 2007. Janet won IT Director of the Year at the Lawyers awards in 2008 and at the 2009 Legal Technology Awards Janet won the City/national - IT Director of the Year. In 2011 she won the 'Greatest contribution to legal technology' award at the Know List.



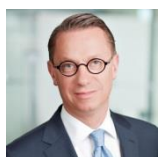
Cecilia Sternius is Nordic Legal Counsel Director at Dell. She specializes in contract law, IT law, employment law and in compliance related matters. Since 2012 she is Chairman of the Board of the Swedish Company Lawyers' Association (*Sw. Bolagsjuristernas Förening*).



Carl Östring is General Counsel of investment firm AB Traction and Treasurer of the Board of the Swedish Company Lawyers' Association (*Sw. Bolagsjuristernas Förening*). Formerly a receiver in bankruptcy and Managing Partner of Magnusson Stockholm, as well as having served as Business Development Counsel of Magnusson Moscow and Minsk, Carl today specializes in contract law, insolvency law and corporate law as well as stock market law. Carl is a Director of the Board of Duroc AB (Publ) and on the boards of several subsidiaries within the AB Traction group.



Stuart Kay is Director, Global Business Systems, for Baker & McKenzie, with responsibility for all global, lawyer-facing technologies. He has led some of the largest global technology change projects at Baker & McKenzie, including deployment of a global collaboration portal, global knowledge management technologies, and core desktop systems. Stuart commenced his career as a lawyer in private practice. He spent several years in policy and senior management roles in government before returning to the legal profession to work in knowledge management and technology. Now based in San Francisco, before moving to the United States he was the Head of Knowledge for Baker & McKenzie's Australian offices.



Stefan Erhag is Executive Partner at Delphi. Stefan has been Delphi's Executive Partner for five years and has recently been re-elected for a period of three more years. Delphi is one of the top commercial law firms in Sweden with a constant drive to be at the leading edge by being proactive and adopt new technology and ways of working. In 2012 Delphi won the awards "IT/Telecom Law Firm of the Year" by BG Research's Client Barometer and "Swedish law firm of the year" in the International Law Office (ILO) Client Choice Award 2012 and also recently received the 2013 Chambers and Partners' Client Service Award.



Anna Lensmar-Friedman, CEO of Poolia Legal, has a background as a lawyer and has been working as a legal recruiter specializing in psychometric profiling for the last seven years.

Poolia Legal was the first legal recruitment company to establish on the Swedish market in 1999.



Lisa Göransson is the Head of the Nordic desk at Allen & Overy LLP and is based in the corporate department in London. Her practice focuses on corporate finance and general corporate work related to the Nordic region, including M&A and capital markets transactions, particularly cross-border transactions and transactions involving Nordic entities.



Inger Brattne is Director of Legal Affairs at Pfizer Sweden as well as Lead Counsel for the Mid-Sized Markets Region 1 in Pfizer Europe. She is a member of the Board of the Mediation Institute of the Stockholm Chamber of Commerce and of the Board of Stockholm Lawyers' Association (*Sw. Juristföreningen i Stockholm*). She was president of the Swedish Company Lawyers' Association (*Sw. Bolagsjuristernas Förening*) during the years 2003-2005.



Ingrid Eliasson is a partner of DLA Nordic and head of the technology, media and intellectual practice group. She works mainly with companies in strictly regulated sectors and leads the Life Science team. Ingrid also has broad experience from then banking & finance and telecommunications sectors, both of compliance and of drafting and negotiating commercial agreements. Ingrid is listed in Chambers Europe 2012 under Life Sciences and TMT: Telecommunications.



Helena Hallgarn and **Ann Björk**, founders of Virtual Intelligence VQ, a consultancy firm that combines the practice of law with IT and knowledge management skills. Helena and Ann are two of the most experienced knowledge management professionals in Scandinavia, with backgrounds from legal practice and KM work at Scandinavian law firms Vinge, Mannheimer Swartling and Gerndt & Danielsson.



ARBITRATION INSTITUTE
OF THE STOCKHOLM CHAMBER OF COMMERCE



Virtual Intelligence

STOCKHOLM LEGAL BUSINESS SUMMIT 13-14 Nov 2013

INFORMATION AND REGISTRATION

Registration

Registration is made on-line via www.sccinstitute.com by 6 November at the latest.

The Summit consists of two programs – VQ Knowledge and Strategy Forum on 13 November and SCC Commercial Objectives in International Dispute Resolution on 14 November. Delegates are welcome to register for either day or both days jointly.

Fee

Different fees will apply to different attendee categories.

Public servants and general counsel

VQ Forum: SEK 2,450
SCC Dispute Resolution: SEK 2,450

Both days SEK 3,700

Law firms

VQ Forum: SEK 5,950
SCC Dispute Resolution: SEK 5,950

Both days SEK 8,900

Other

VQ Forum: SEK 9,500
SCC Dispute Resolution: SEK 9,500

Both days SEK 14,250

Company discount 3 for 2

If you register three delegates from the same company you receive a discount for the third delegate, i.e. three persons can attend for the price of two delegate fees.

Method of payment

Invoice will be sent upon registration.

Cancellations

If cancellation is received in writing by Stockholm Chamber of Commerce no later than 30 September 2013, no charge will be made and you will receive a full refund of fees paid. For cancellations received no later than 14 October 2013, a charge of 50 per cent will be deducted from all refunds. We regret that no refunds can be made for cancellations received after 14 October 2013. You are, however, welcome to give your place to a colleague if you cannot attend.

Location

Grand Hôtel
Södra Blasieholmshamnen 8, Stockholm, Sweden
+46(0)8 679 35 00, www.grandhotel.se

Cocktail Reception on 13 November at 17:00

All delegates to the Summit are welcome to join the Cocktail Reception at the Grand Hôtel. Delegates attending the second day of the event only may also register at this time.

Program

VQ knowledge and Strategy Forum is part of the Stockholm Legal Business Summit. Please note that the program may be subject to changes.