



legal
innovation
zone

ANNUAL REPORT 2017-2018

ABOUT THE LIZ

The Legal Innovation Zone (LIZ) is a co-working space and the world's first legal tech incubator with a focus on building better legal solutions for the consumers of legal services. The LIZ helps support, foster and develop solutions and techniques to improve legal services and the justice system.

Entrepreneurs, lawyers, students, tech experts, government members and industry leaders converge in the Legal Innovation Zone to drive innovation. Based on the model of the DMZ — Canada's #1 university-based incubator, where more than 150 startups have grown their businesses — we help support, foster and develop solutions and technologies that aim to improve legal services and the justice system. In three short years, The LIZ has established itself as a global hub for driving innovation in a historically traditional legal industry.

The LIZ positions itself to be the leading hub for the development of better legal solutions - as a business incubator and as a catalyst for driving innovation in the sector. The LIZ is a space and community that encourages, supports and fosters new technologies that transforms lives and businesses. The zone supports the broader community by cultivating a culture of innovation in the industry and consumers alike.

The LIZ has three primary focus points:

Incubation: The LIZ supports startups that are building technology based solutions for legal consumers.

Supporting Innovation Agendas: Most legal companies and organizations have an innovation agenda but sometimes lack the skills and expertise to achieve their goals. The Legal Innovation Zone works with companies, law firms, governments and organizations to help propel their own legal innovation agendas from ideation to execution.

Designing 21st Century Justice System: Identifying keys issues and pain points within the current justice system, the LIZ initiates various projects to help drive technological or systemic change within the world of law and justice in Canada.

THE TEAM



Chris Bentley
Managing Director



Hersh Perlis
Director



Nafis Ahmed
Startup Experience
Coordinator



Deborah Jesus
Marketing Coordinator



Jason Muloongo
Program Manager



Dorsa Eshtehardian
Marketing Assistant



Ridhey Gill
Startup Experience
Assistant

MEMBERSHIP

The Legal Innovation Zone has three streams for innovators and entrepreneurs to get involved with the LIZ. These streams are open to the broader legal and entrepreneurial community, students at Ryerson University and from various other academic institutions.



Startups



Associate Pool



Innovator's Canvas



STARTUPS

The startup stream is our most active method of membership. We accept companies at any stage of development that have a legal system or technology based innovation. The Legal Innovation Zone has a continuous intake process and meets with applicants on a regular basis to determine the company's fit within the zone's program. The LIZ accepts companies who have a particularly innovative solution and business model with a high growth potential. A key criteria for acceptance into the LIZ are founders who are driven, coachable and who will make strong community members. We require the companies to be working full-time out of the space to ensure our resources are being effectively used and the members are fully committed and actively engaging the startup community.

Successful applicants are welcomed to the zone for an initial four-month stay, after which membership extensions are reviewed. While the LIZ does not currently charge its members, we reserve the right to charge each company a per desk fee for use of the space on a monthly basis after their initial four month stay.

The LIZ currently hosts 16 startups, all focused on building technology based solutions for various consumers of the law.



ASSOCIATE POOL

The LIZ has created an associate pool targeting current students and recent graduates to become involved with current companies or LIZ initiatives so that they can attain valuable skills, experiences and exposure to an exclusive community of legal tech startups and thought leaders. The LIZ acts as a matchmaker for applicants by connecting them with startups or with the zone's various other projects as the opportunities arise.

Since launching the associate program in September 2016, we have received 46 associate applications, with 19 applications coming in the past year.

INNOVATOR'S CANVAS

The LIZ performs ideation consultations with groups or individuals who have a concept for a product, process or service to innovate the legal sector. The Zone provides them with early stage mentorship and guidance required to validate their ideas and assess the business opportunity before applying to the LIZ as a startup. Introduced in May 2017, the LIZ added this third offering to our zone as a way to steer those who are interested in legal tech but are at the very early stages of defining their problem or idea. The program allows LIZ to encourage the broader community to pursue their legal tech solutions while creating a steady pipeline for eventual candidates in the Startup stream.



LIZ MENTORS & EIRs

The LIZ believes that a strong group of advisors and mentors to guide the founders through the various stages of development is a key ingredient for helping startups succeed. The LIZ boasts a strong roster of 10+ mentors coming from different backgrounds and areas of expertise, who actively support our startup community.

Among the mentors are three highly regarded Entrepreneurs-in-Residence (EiR) who host monthly office hours in the space, working closely with the individual companies. In addition, the LIZ also hosts monthly office hours with Rebecca Tran from Ontario's Centre for Excellence and Jennifer MacInnis, from Ryerson OVPRI, to support startups with their funding and business development needs.



Friedrich Blase
Managing Director,
The Un-Firm of the Future

An entrepreneur, business builder and legal industry leader, with expertise in improving the competitiveness and financial performance of legal service providers. Friedrich works with buyers and sellers of legal services to significantly improve the legal coverage at substantially lower costs.



Joe Milstone
Founder, Axiom Canada
Co-Founder, Caravel Law

Joe Milstone is Founder, Axiom Canada, and Co-Founder, Caravel Law (formerly Cognition LLP). Before the sale of Cognition's General Counsel-facing business to Axiom in 2016, Joe was co-founder and CEO of Cognition LLP, Canada's first and leading alternative model business law provider.



Sheetal Jaitly
CEO and Founder,
TribalScale

Sheetal is an entrepreneur and avid investor in the startup space, but first and foremost he is the CEO of TribalScale—a digital firm that specializes in the design and development of world class digital products.

LIZ PROGRAMMING

The Legal Innovation Zone is the world's first legal tech incubator serving startups who are developing cutting edge technology and innovations for an industry that has historically been slow to embrace innovation. Members at the Legal Innovation Zone gain access to an exclusive co-working space located in the heart of downtown, and take advantage of a thriving community of legal tech startups.

Startups receive catered mentorship and access to advisors with various industry backgrounds, educational workshops with an entrepreneurial focus, as well as exclusive networking opportunities and industry connections. Startups at the Zone range in a spectrum of ideation to commercialization stages, hence our programming is specifically customized to the individual development needs.



Keynote Events



**Industry & Investor
Night**



Lunch & Laws



Startup Workshops



**Legal Innovation
Bootcamp**

KEYNOTE EVENTS

The LIZ has been host to several keynotes, panels, and book launches with distinguished local and international speakers such as Mark Cohen, Andrew Arruda, Jack Newton, and Hon. Minister Yasir Naqvi. These events create an opportunity for LIZ Startups and the extended community to learn from international experts and continue to mark LIZ as a leader in the legal tech industry. Additionally, the events create a perfect environment for the existing startups to build out their network and make valuable industry connections.





INDUSTRY & INVESTOR NIGHT

The LIZ hosts a showcase for select startups to pitch their ideas to existing industry leaders and potential investors. Held six months apart, the industry nights allow startups to develop relationships and partnerships in the industry, while the investor nights act as a direct handshake between the startups and established VCs and Angel investors.

LUNCH & LAWS

We produce educational programming events with top sector specific lawyers and other legal tech leaders to help educate startups and the broader Ryerson community about the key concepts they should know when starting up a business. This is held in partnership with Ryerson's Law & Business Student Association.





STARTUP WORKSHOPS

The LIZ has partnered with many experts to create educational programming to support our entrepreneurs and their startups. These workshops include talks on product development, startup valuation, artificial intelligence, media training, and many other topics to help the startups succeed.

LEGAL INNOVATION BOOTCAMP

The bootcamp is a highly engaging program that gives an experiential learning platform for Ryerson students interested in learning more about the intersection of law and technology. The LIZ renewed the program for a second successful year. This year's cohort discovered legal tech and innovation through keynotes, tours, and skills workshops from January to March, 2018. The program received over 100 applications in just two weeks and enrolled 39 total students into the cohort.



PARTNERSHIPS

Through the various partnerships and engagements, the LIZ has established itself as a global hub for innovation within the legal industry. In recognition of our innovative approach to the sector, we have formed several key partnerships helping to strengthen our mandate of building better legal solutions and building on Ryerson's goal of being the leading entrepreneurial and innovative university in the country.

OSLER

The zone has continued to build on its relationship with Osler LLP as the founding partner, who have engaged the Legal Innovation Zone through various activations. This year the LIZ partnered with Osler to develop and launch an internal Associate Innovation Challenge (AIC) that took place over 6 months. Osler invited their associates from across their various offices to take part in the challenge, a first of its kind for a Canadian law firm. The top ideas were pitched to senior leadership and budget was allocated for integration within the firm. In addition to program development, the LIZ worked closely with the participants to educate them on innovation concepts, pitching techniques, and providing critical feedback along the journey.



Canadian Bureau for
International Education

The Legal Innovation Zone partnered with CBIE and Legal Aid Ukraine, introducing innovation concepts and tools to the Legal Aid professionals and legal stakeholders in the community. The workshops were based on design thinking principles and empowered over 80 participants to explore innovation within the legal aid community. Participants included lawyers, legal aid professionals, clients, as well as business and tech leaders from across the region.

The project reaffirms the LIZ as a global hub for legal innovation and highlights the potential for future opportunities to engage the global community through LIZ's innovation activities.



Renewing the partnership with the Ontario Ministry of Attorney General, the LIZ launched a Canada wide challenge for startups using artificial intelligence (AI) as an innovative legal tech solution. Similar to the A2J Challenge in the previous year, six startup ideas were selected out of 29 total applications to incubate out of the LIZ for four months developing their ideas. At the end of the four month incubation period, three startups were awarded a combined total of \$80,000 in seed funding to continue developing their business. The challenge garnered strong recognition within the community for the program and was well covered by media outlets.

LEGAL INNOVATION INITIATIVES

The Legal Innovation Zone launched the Global Family Justice Initiative (GFJI) with the goal to help separating families get the justice they need in the way they need it – faster, simpler, and more affordable. The initiative will accelerate reaching that goal by identifying and supporting world change leaders, building on coalition of the willing, setting a target date for reaching the goal and measuring the progress, and building solutions that will advance the goal.

The initiative is composed of four parts:

- 01. Family Law Innovation Conference:** June 4, 2018. World change leaders were invited to meet and share their innovative approaches to helping families so that we can learn, challenge, adapt and improve.
- 02. Family Justice Achievement Measure:** What gets measured gets done. The LIZ proposes a four point action plan to achieve the goal: “By June 3, 2019, the access to justice crisis in family law is substantially solved. At least 80% of families using the family justice system in Ontario will have a faster, simpler, and more affordable alternative available to them to resolve their separation issues.”
- 03. Community Family Justice Engagement:** Through gatherings, webinars, pop-up family justice meetings, and other initiatives, people who want to help can shape and create improved family justice.
- 04. Family Law Portal:** Currently under development. This is an interactive online portal where families in Ontario can obtain the information they need to facilitate faster, simpler and more affordable resolutions of their issues.

LEGAL INNOVATION INITIATIVES



FAMILY LAW PORTAL

With the generous support from a private donor and additional funding from the Law Foundation of Ontario, the LIZ is working on an online portal that will help families going through the separation process. The goal of the portal is to educate, screen and triage individuals with the hopes of creating a more cost effective and efficient separation process. The demo was launched June 4 with an official launch planned later this fall.

YOUTH ACCESS TO JUSTICE

The Law Foundation of Ontario formed a partnership with the LIZ to help find creative approaches for driving better access to justice for youth in Ontario. In September of 2017, the LIZ launched the Youth Access to Justice Initiative, which is a series of sessions to identify current issues, needs, and collaboratively works towards potential solutions for the youth in our communities. The Initiative aimed to build approaches that better reach youth, provide answers to important questions and help youth navigate justice issues.

GLOBAL ENGAGEMENT



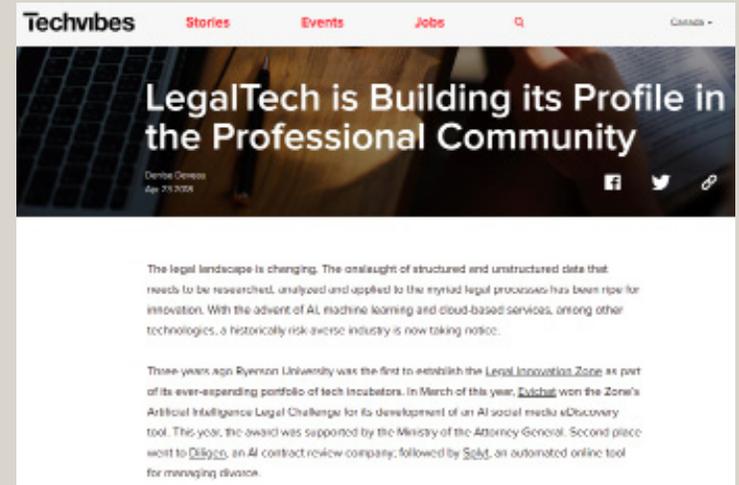
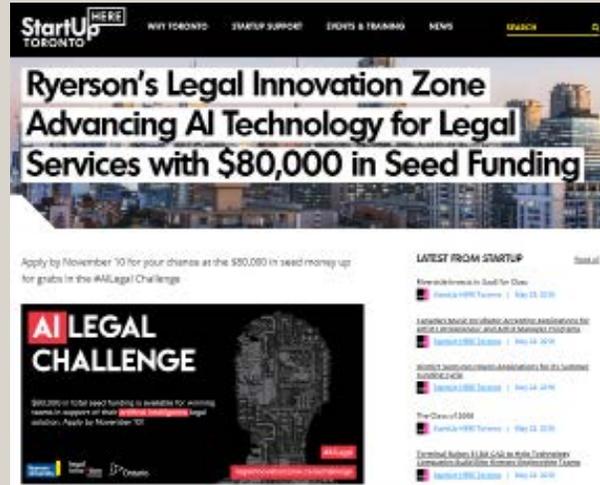
- Lawyering in the 21st Century Conference (USA)
- Alberta Law Society Retreat (Alberta)
- Canadian Corporate Counsel Association
- Legal Innovation Bootcamp (Chicago)
- Osler Associate Challenge (Ottawa, Ontario & Calgary, Alberta)
- Siemens Presentation (Germany)
- Association for Continuing Legal Education Conference (Montreal)
- Southwest Legal Aid Ontario Clinics (London, Ontario)
- International Legal Technology Association Conference (Las Vegas, Nevada)
- Legal Innovation Centre (Ireland)
- Next Level Startups (Brazil)
- Legal Geek Conference (London, United Kingdom)
- Hiil Institute, The Hague (Netherlands)
- Visit from CLIO (Vancouver, British Columbia)
- AI Legal Challenge Forum (San Francisco, California)
- Innovating Justice Conference, Hiil Institute, The Hague (Netherlands)
- Applied Strategies Inc. (Nova Scotia)
- Mark Cohen Visit (Washington, DC)
- The Digital Shake Up of the Law as We Know It (Belgium, India, United Kingdom)
- Legal Hackers (London & Toronto, Ontario)
- Legal Innovation Workshops with CBIE (Kiev, Ukraine)

MEDIA MENTIONS & STATISTICS

In the last three years, the Legal Innovation Zone (LIZ) has been mentioned in more than 65 articles in publications specialized in the legal and technology fields, as well as major news publications.

Earned media coverage includes articles in the Financial Post, Canadian Lawyer Magazine, The Canadian Bar Association, Law Times, The Global Legal Post, Toronto Star, and Macleans. These publications have highlighted the zone's initiatives, startups, and/or events. Betakit is an example of news outlet with which we have successfully established a relationship for news announcements.

Our goal is to continue building our credibility with the traditional law, legal technology, and startup/innovation focused publications, as the leaders and experts in the field. The LIZ should be recognized as a changemaker in the law industry and the go-to resource for innovation.



STARTUP HIGHLIGHTS

The AI Legal Challenge was an initiative led by the LIZ and supported by MAG, which included \$80,000 in seed funding and an opportunity for the six finalist companies to spend 4 months with access to our programs and resources. The goal of the challenge was to increase the use of artificial intelligence in law to better serve the consumers.



STARTUP HIGHLIGHTS

Diligen, a leading artificial intelligence (AI)-based contract assistant, has experienced a monthly recurring revenue growth rate of 600% in the past year with clients all around the world.



Notice Connect received confirmation from the Superior Court that their service satisfied the Trustee Act. They also launched two additional products in the last year and have grown initial product sales by 457%



Founded, a digital legal automation platform for modern lawyers and small businesses, over the last year grew their monthly revenue by over 6 times.



GetQuorum has processed over 30k electronic consents and 17k electronic proxies in the past year. They also grew their revenue by 4 times in 2017. This startup is currently expanding into several other service markets.

LIZ BY THE NUMBERS

\$2,264,969

Total Revenue

\$2,642,800

Total Investments

139

Jobs Created

2,319

Customers in Canada

343

Customers outside Canada

31

Number of new products
brought to market

33

Number of new services
brought to market

23

Number of new process
improvements brought to
market

LIZ GROWTH



AWARDS & FUNDING OPPORTUNITIES

- AI Legal Challenge
 - Partnership with MAG
 - 4 month incubation in LIZ for 6 companies
 - Top 3 companies receive up to \$80,000 in funding + 4 additional months at LIZ
- NRC Travel Grants
- Office Hours with
 - OCE
 - IRAP
 - NSERC
 - Jennifer MacInnis (VPRI)

RESEARCH, PUBLICATION, CONFERENCES

- LexisNexis Canada Conference
- AI Legal Challenge Forum
- Family Law Innovation Conference

LIZ GROWTH



STARTUP INCUBATION

Over the past three years, the Legal Innovation Zone has built an active community of startups working full-time on developing their businesses. As the only legal tech incubator in Canada, the LIZ is a central hub for anyone looking to develop their innovative ideas into an established business. The Zone currently has no more space available for growth, we have already doubled our capacity since launching, yet continue to receive new startup applications and partnership proposals on an ongoing basis. Over the next several years, our mandate is to grow our community further through the intake of high quality startups, continue to provide top programming and produce innovative projects.

LIZ GROWTH



PARTNERSHIPS

The LIZ has formed several key partnerships over the past few years to advance our mandate. Osler has been a partner since year one and has continuously renewed their partnership. We have also fostered a strong relationship with the Ministry of Attorney General's Office who have supported programs like the A2J Challenge (2016) and AI Legal Challenge (2017).

Moving forward, we intend to broaden our partnership opportunities to varying levels of the Government, legal organizations, law firms, and corporations to meet their legal innovation agendas.

Through the various partnerships and initiatives, the LIZ intends to be a key driver in the development of better legal solutions for consumers of legal services.



THOUGHT LEADERSHIP

The Legal Innovation Zone has established a global presence exemplifying the Zone’s expertise in legal innovation matters. We strive to continue to be seen as thought leaders on a global scale by representing the LIZ and Ryerson University through various conferences, speaking opportunities, and exclusive projects.

The LIZ strives to lead and support initiatives in the broader community that align with our mandate of driving innovation in the legal sector. Over the past year, we have engaged the broader community by hosting and sponsoring several events. These community engagements range from sponsoring events with the Ryerson Law Network and the Law & Business Student Association to hosting the Refugee Hub for their regular “Lawyer’s Supporting Syrian Refugees” sessions. Our goal is to continue supporting the community and the eco-system as the zone further develops the brand.

COMMUNITY INVOLVEMENT



EDUCATION

Through the resources available at LIZ and Ryerson University, we have delivered several educational programs to the community and international groups through the means of our unique Legal Innovation Bootcamps. We plan to continue offering cutting edge legal innovation programming to educate and inspire students, lawyers, and legal innovators alike to move the dial forward for the broader community.



legal innovation zone

ANNUAL REPORT 2017-2018

    @RyersonLIZ
www.legalinnovationzone.ca