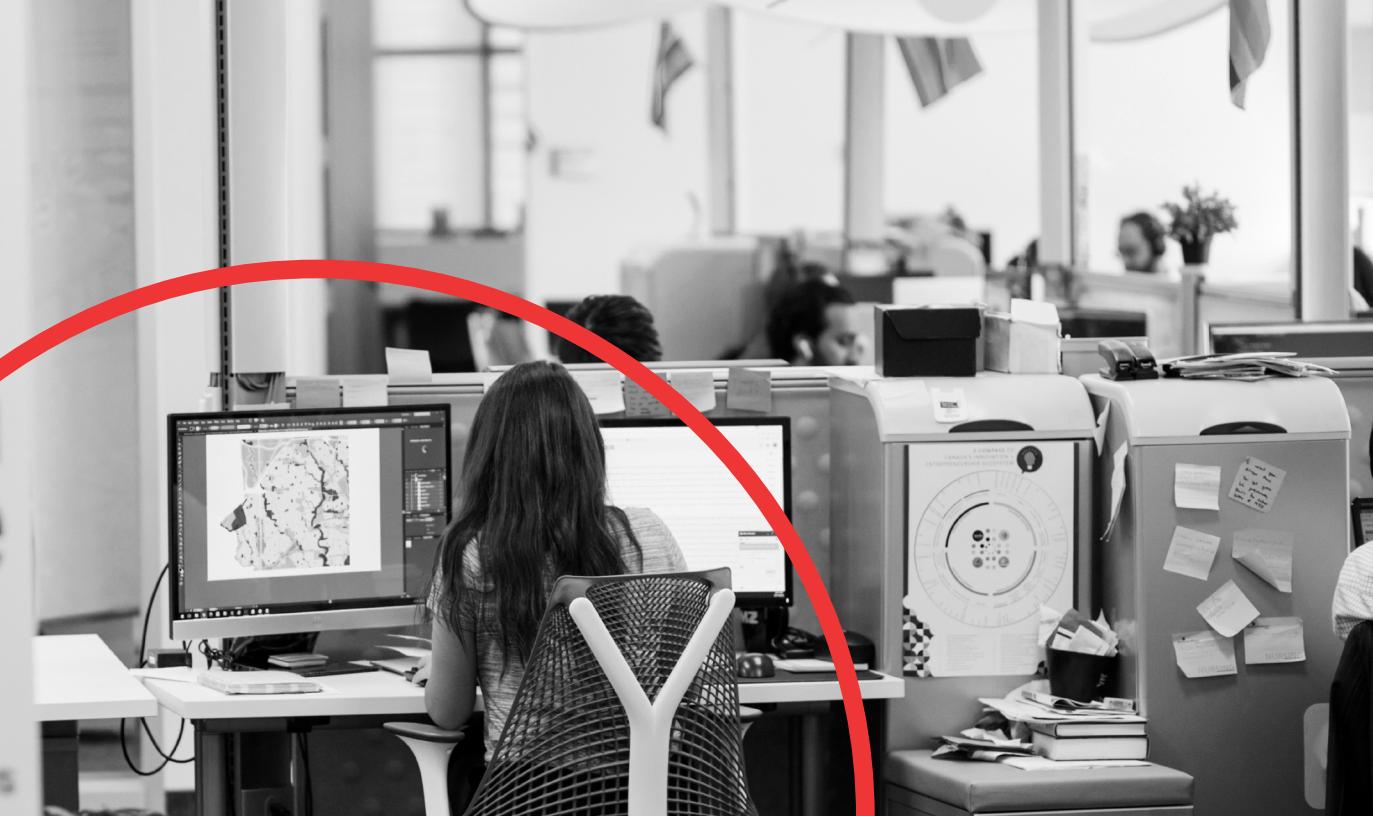


legal
innovation
zone

Building Better Legal Solutions



Annual Report 2018 - 2019

About the LIZ

The Legal Innovation Zone (LIZ) is a global hub focused 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 and was the world's first legal tech incubator.

Entrepreneurs, lawyers, students, tech experts, government members and industry leaders converge in the Legal Innovation Zone to drive innovation for the consumer. We help support, foster and develop solutions and technologies that aim to improve legal services and the justice system. Since opening 4 years ago we

have supported 40+ legal startups grow their businesses. The LIZ has established itself as a global hub for driving innovation in a historically traditional legal industry.

The LIZ positions itself to be a global hub for the development of better legal solutions - as a business incubator and as a catalyst for driving innovation in the sector. 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

The LIZ works with companies, law firms, governments and organizations to help propel their own legal innovation agendas from ideation to execution with a focus on the consumer.



Designing 21st Century Justice System

The LIZ initiates various projects to help drive technological and/or systemic change within the world of law and justice in Canada to better serve the user.

The Team



Chris Bentley
Managing Director



Hersh Perlis
Director



Nafis Ahmed
Startup Experience
Coordinator



Deborah Jesus
Marketing Coordinator



Jason Muloongo
Program Manager



Ridhey Gill
Startup Experience
Associate



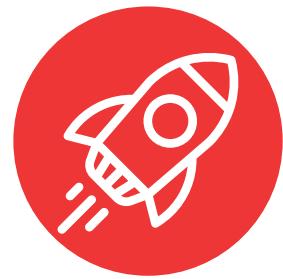
Simran Gill
Marketing Associate



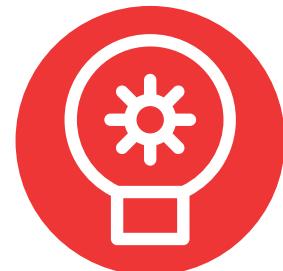
Donovan Roche
Member Experience Associate

Membership

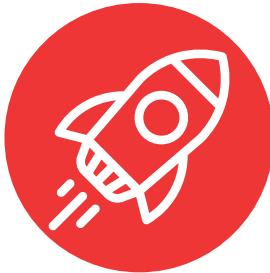
The Legal Innovation Zone has two streams for innovators and entrepreneurs to get involved with the LIZ programming which is open to the broad legal and entrepreneurial community, Ryerson students and students from various other academic institutions.



Startups



Innovator's Canvas

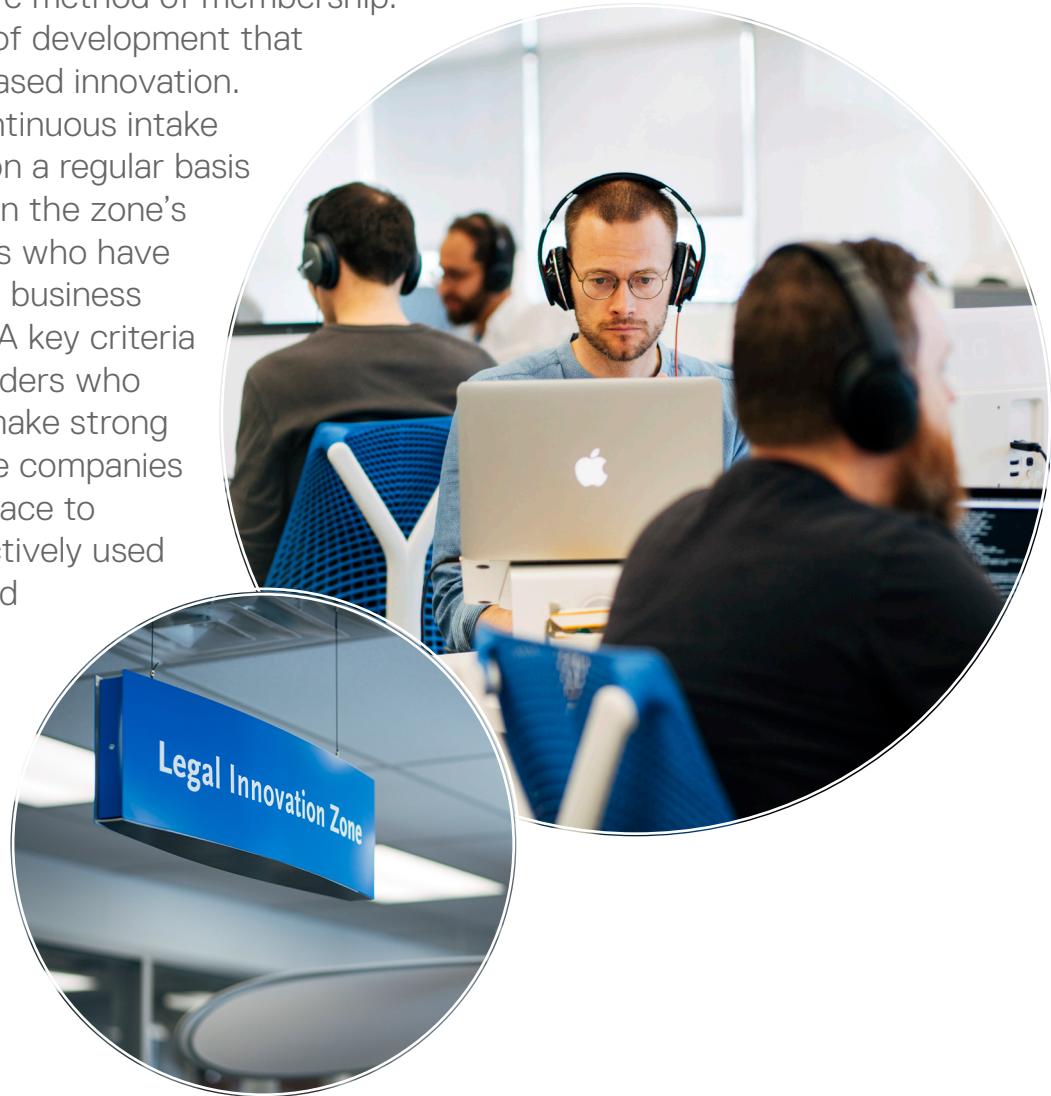


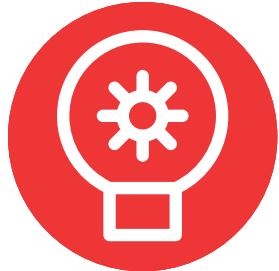
Startups

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





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. Introduced in May 2017, the LIZ added this offering as a way to steer those who are interested in legal tech but are at the very early stages of defining their concept. 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 founders through the various stages of development is a key ingredient to helping startups succeed. The mentors and Entrepreneurs-in-Residence at the LIZ bring a wide variety of industry experience and subject matter expertise to guide our companies through the journey.



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.

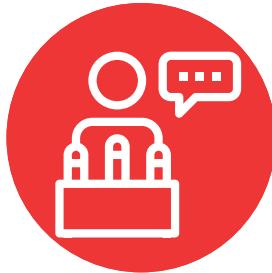
Our community also benefits from receiving advice from 12 mentors with variety of expertise.

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 of 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 market ready stages, hence our programming is specifically customized to the individual development needs.





Keynote Events

The LIZ has been host to several keynotes, panels, and book launches with distinguished local and international speakers and such as Mark Cohen, Andrew Arruda, Jack Newton, and Hon. Minister Caroline Mulroney. 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 / innovation 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 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.



Catered Workshops

The LIZ has partnered with several topic experts to create educational programming events catered to the entrepreneurial development of startups. These workshops include talks on product development, startup valuation, artificial intelligence, media training, etc.





Legal Innovation Bootcamp

The zone launched a student focussed bootcamp in September of 2016 which operates over a 6 month period and offers exclusive programming for currently enrolled undergraduate Ryerson students. The bootcamp is designed to introduce students to innovative and entrepreneurial processes and the impact of technology and innovation in the legal sector. The cohort gets an exclusive opportunity to explore, network and build innovative ideas while equipping themselves with 21st century skills (i.e. Design Thinking concepts, Prototyping, Effective pitching, etc).

The Legal Innovation Bootcamp continued to build on its previous successes with a cohort of 37 accepted students participating in the design sprints. This year's cohort was challenged to come up with potential solutions for different Youth Access to Justice issues throughout the duration of the program, which led to a final showcase of their prototypes and solutions in March of 2019.



Partnerships

Through 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.

The Osler logo is displayed in a large, bold, serif font within a white circle. The circle is set against a red background.

pitched to the senior partners for a chance at funding to develop and integrate the idea within the firm. The LIZ also met with senior leadership to share insights and best practices from legal innovation around the world.

The zone has continued to build on its relationship with Osler who have engaged the Legal Innovation Zone through various activations. Last year the LIZ partnered with Osler to develop and launch an internal Associate Innovation Challenge (AIC). Osler invited their associates across the nation to take part in the challenge, with the top ideas being

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. This year LIZ helped support a two day workshop with representatives from 5 participating countries, focussed on developing access to justice solutions using design thinking principles.

These sessions allowed the group to explore innovation concepts within their own communities. This 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.



Canadian Bureau for International Education

Legal Innovation Initiatives



Family Law Portal

With the generous support from the Avanti Foundation and additional funding from the Law Foundation of Ontario the LIZ has launched an online portal that will help educate families on their rights and responsibilities of going through the separation process. The goal of the portal is to help create opportunities for a more cost effective and efficient separation process.



Global Family Justice Initiative

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 launched with a Family Law Innovation Conference that highlighted the release of our Family Law portal. We also announced future plans to work on a triage program to help families take the next steps towards a resolution and additional development of our portal.



Leaders in Legal Innovation

Innovation requires change. Change requires leadership. The Leaders in Legal Innovation workshop provided those that are leading legal innovation from inside a business, law firm, or government, or building their own startup, with strategies to overcome challenges and achieve success.

The workshop hosted eight speakers who shared their own advice and tips regarding innovation and leadership. After each presentation, facilitators assisted and managed thought-provoking workshops designed to help the audience develop their own innovation action plan.

Global Engagement

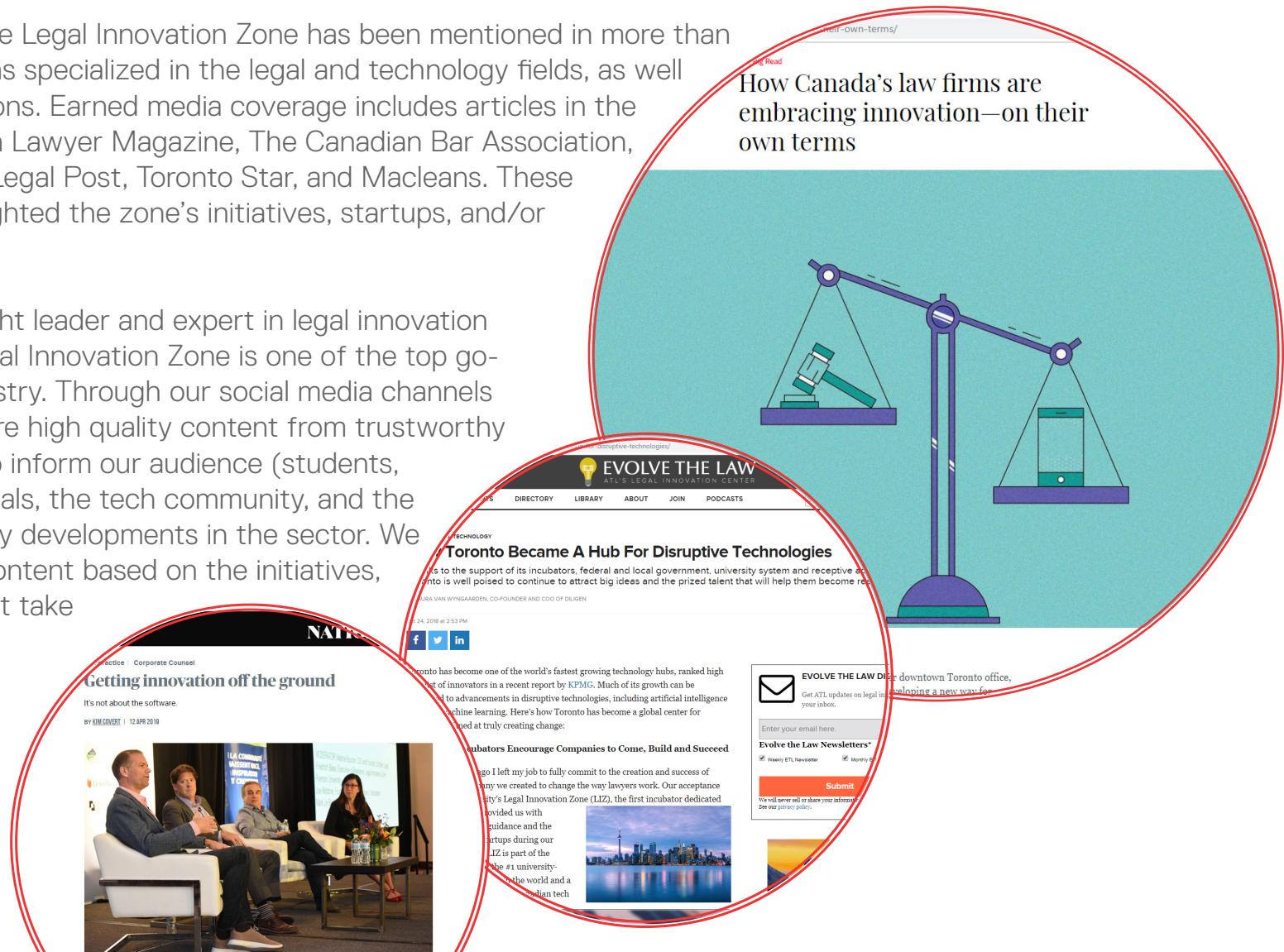


- Visit from Alice Namuli Blazevic, former Vice President of the Uganda Law Society (Uganda)
- LIZ Startups presented at Legal Hackers London (London, ON)
- Simcoe County Family Law Conference (Simcoe County, Ontario)
- Family Law Innovation Conference (United Kingdom)
- Visit from HBA Legal (Australia)
- Support for the development of Ukraine's legal aid system (Ukraine)
- Presentation at Legal Geek UK (United Kingdom)
- Talk at Professor Katie Sykes' "Lawyering in the Twenty-First Century" class at Thompson Rivers University (Kamloops, BC)
- Law Society of Ontario's Artificial Intelligence and Its Role in Litigation (Ontario, Canada)
- Visit from Pakistani Delegation (Pakistan)
- Panel participation in Online Courts Forum (United Kingdom)
- Ongoing discussions with Israeli entity Robus (Israel)
- Startups presented at London Legal Hackers (London, ON)
- Presentation at Legal Innovation in the MENA Region (Bahrain)
- Presentation at The Advocates' Society's Artificial Intelligence and the Future of Personal Litigation (Canada)
- Hosted "A Conversation with Andrew Arruda" (San Francisco, CA)
- Presentation at Thompson Rivers University's Pursuing Progress: Transforming Law in the 21st Century Conference (Kamloops, BC)
- Attended ABA TECHSHOW (Chicago, Illinois)
- Visit from Ukrainian Delegates (Ukraine)
- Visit from representatives from Brunel University London (United Kingdom)

Media Mentions & Statistics

In the last four years, the Legal Innovation Zone has been mentioned in more than 95 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.

As an established thought leader and expert in legal innovation and technology, the Legal Innovation Zone is one of the top go-to resources in the industry. Through our social media channels and newsletters we share high quality content from trustworthy organizations in order to inform our audience (students, lawyers, legal professionals, the tech community, and the general public) about key developments in the sector. We also produce our own content based on the initiatives, projects, and events that take place in our community.



Startup Highlights

Alexsei, an AI service for answering complex legal questions in memo-format, is transforming how lawyers across Canada understand the law. They have eliminated the non-billable hours associated with legal research, and have been growing 80% month over month since completing Techstars AI in Montreal in December 2018.



VESTA is changing how individuals who have experienced sexual violence access justice. Over the last year they established GBV sector partners. Along with Mitacs and UBC they are conducting peer-reviewed research into building trust online for sexual assault survivors and are seeking pilot partners for their Vesta Community; a web based solution that will allow survivors to file a third party report electronically.

CiteRigh is a knowledge platform that lets litigators find and recycle their colleagues' knowledge, experience, and successes. In 2019, they signed up 7 of Canada's largest law firms and hundreds of solo practitioners; released a major product update with their most-requested features; and saved customers over 1,000 hours of work.



LIZ by the Numbers

\$5,652,169

Total Revenue

\$3,993,300

Total Investments

208

Jobs Created

3,800

Customers in Canada

478

Customers outside Canada

56

Number of new products
brought to market

55

Number of new services
brought to market

54

Number of new process
improvements brought to
market

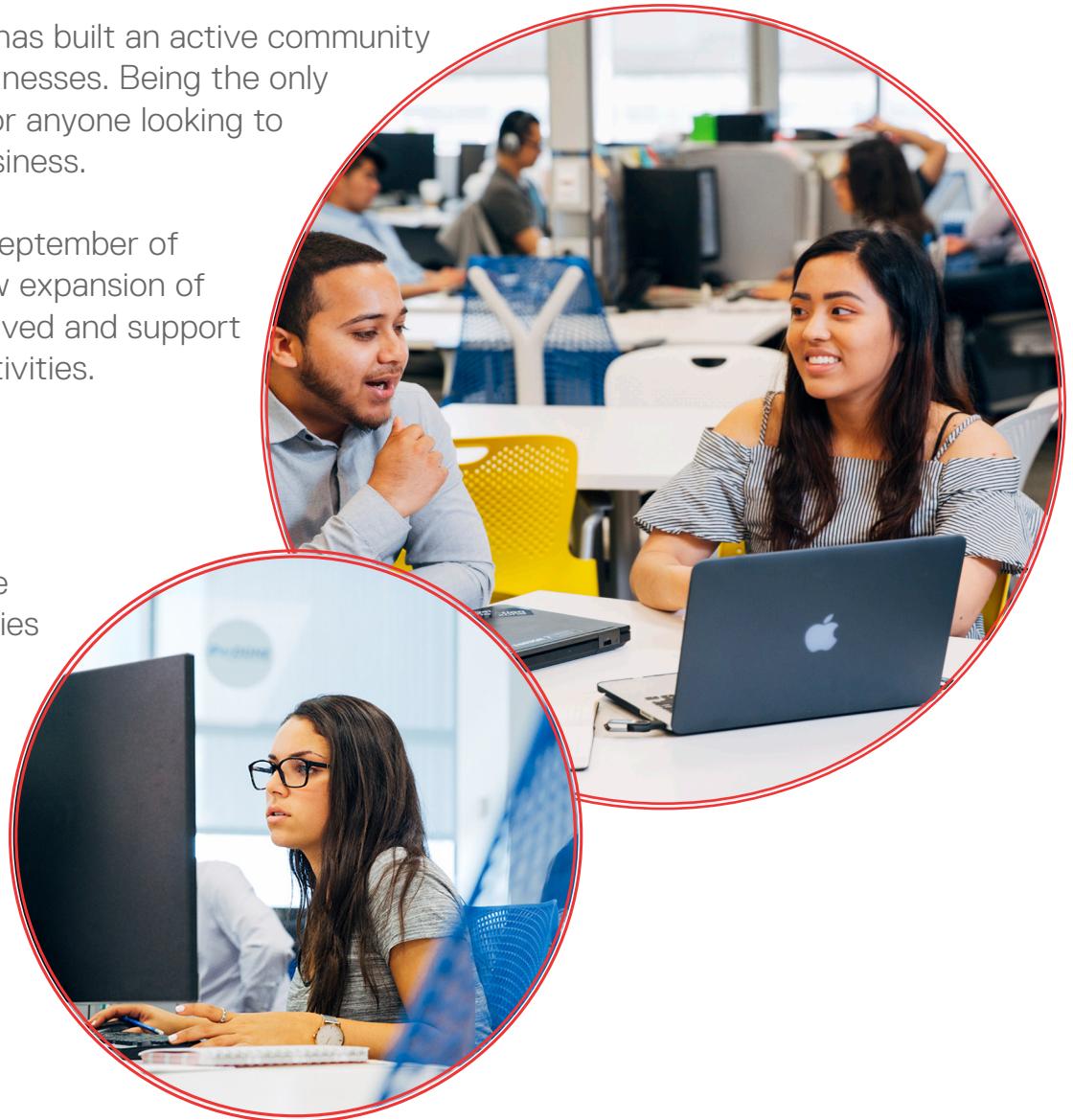
Looking Forward...

Over the past four years, the Legal Innovation Zone has built an active community of startups working full-time on developing their businesses. Being the only legal tech incubator in Canada, LIZ is a central hub for anyone looking to develop their innovative ideas into an established business.

Anticipating the launch of Ryerson's Law School in September of 2020, the Legal Innovation Zone is thrilled at this new expansion of Ryerson's community. We look forward to being involved and support the development of future leaders throughs LIZ's activities.

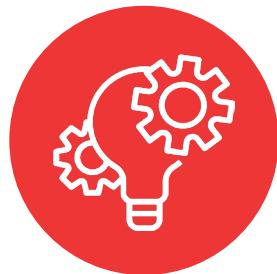
Facilities

The LIZ is operating out of a 5,000 sq. ft office space located in the heart of downtown Toronto. The facilities include boardrooms, event space, and an open concept co-working space with 34 fulltime desks accommodating between 15-20 startups at any time. The LIZ startups also have access to The DMZ community which is located in the same building, often partaking in various community engagements throughout the year.



Corporate Partnerships

The Legal Innovation Zone works with companies, law firms, governments and organizations to help propel their legal innovation agendas. The LIZ helps its partners drive technological or systemic change within their organization, the world of law and justice in Canada.



Transformation

Partner with us to embrace an entrepreneurial approach to driving positive change in your organization. Unlock the power of innovation to transform legal services with a focus on consumers.

- Discover and ideate around potential solutions that align with your organization's goals. Collaborate through a diverse range of perspectives to discover untapped opportunities.
- Validate solutions with a focus on impact and market need. Refine unstructured ideas into well defined concepts.
- Execute for success. Ideas by themselves have zero impact. Implement the solutions to keep your company moving forward.



Innovation Insights

Stay ahead by tapping into the knowledge and expertise of the Legal Innovation Zone.

- Learn the newest trends and technologies affecting the legal industry by pairing with leaders whose insights are driving innovation in law.
- Expand your business potential with an exclusive view into the influences shaping the legal industry of tomorrow.
- Gain access to the cutting edge technology being developed around the world that is creating efficient and affordable legal solutions.

Community Involvement

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.



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.

Training for the Future

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.

In the year ahead, we are specifically planning to launch new programming focused on training future lawyers. Based on the success of our bootcamp programs, we see the potential to expand the opportunity and offer training on these imperative 21st century skills to the broader legal community.



Growing Globally

As the LIZ approaches its 5th birthday, our focus remains on being the leading hub in the world driving innovation across the legal industry. Having viewed the legal landscape from all around the world, from Columbia to Ukraine, we are excited by the opportunity to spread our programs and initiatives with an international stance. In the upcoming year, the LIZ plans to launch new level of programming to support startups and innovators in the legal industry across the globe, further broadening our reach.

legal innovation zone

    @RyersonLIZ
www.legalinnovationzone.ca

