

# Early Adoption is an Investment that Pays Dividends

New technology, like artificial intelligence, has always helped lawyers become more efficient in practicing law.

In business, actions speak louder than words. It is easy to talk about adopting technology early. It is more difficult to take the steps that lead to it.

For lawyers and legal teams, those steps are crucial. They lead to better, faster, and more reliable legal research, the foundation of many legal matters.

The first step is for you to be empowered with modern tools that put today's advanced technology at your fingertips when you need it. Consider how quickly legal professionals' work has changed when it comes to new technology:

**THE BOTTOM LINE:**  
Being an early adopter of legal technology pays off.  
Consider the facts.

60%

of organizations expect to increase investment in AI by more than 50% compared to last year.

80%

of extensive AI adopters have better financial performance than non-adopters.

Organizations that repeatedly fail to adopt new technology may have a hard time catching up with those that do. Being an early adopter just may be well worth the cost, even if it is considerable.



83% of the most aggressive adopters of AI and cognitive technologies said they have already achieved real benefits.

\$8B 2016 \$47B 2020

Experts predict that spending on AI by companies will grow from \$8 billion in 2016 to \$47 billion in 2020, up almost 600%.

*Advanced AI adopters have a competitive edge in hiring the right people.*  
2018 McKinsey Report

*Early adopters of AI are the ones that can provide customers with highly personalized experiences, a major competitive advantage.*

Anthony Recine

**DOUBLE BY 2030**

Among companies, those that embrace AI are predicted to see their cash flow double by 2030. Those that don't could lose 20% of their revenue by then.

If you're not looking for ways to leverage the latest in legal technology, you're already falling behind legal teams and firms that are. For lawyers and legal organizations, up-to-date, best-in-class technology is no longer a nice-to-have, it is a requirement of doing business.



**1953**  
**Audograph**  
Legal technology got a taste of things to come when a dictation machine called the Audograph was marketed directly to lawyers.



**1973**  
**Microcomputers**  
Microcomputers that include word processing became crucial for law firms, moving lawyers' focus from document searching to document creation.



**1975**  
**Westlaw**  
The first legal research service with annotated content is born.



**1981**  
**IBM desktop computer**  
IBM released its "personal computer," the first desktop computer for ordinary businesses. Tech-forward lawyers began to learn word processing so they could type their own documents.



**1983**  
**Accessible PCs**  
Computerized legal research became accessible on PCs.



**1992**  
**Natural language searching**  
Natural language searching arrives so you can search Westlaw® like you're talking to a person.



**1997**  
**KeyCite**  
First integrated citation service, KeyCite®, helps you find citations quickly.



**2000**  
**Virtual law offices**  
The first virtual law offices opened and cloud-based software was first introduced to the legal community.



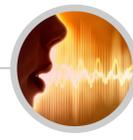
**2001**  
**The law goes digital**  
Internet-based legal services become available.



**2004**  
**Lawyer ratings and reviews**  
Technology democratizes information for legal teams, as new websites make it easy to find lawyer ratings and reviews.



**2006**  
**Cloud computing**  
Cloud computing changed the game completely, allowing solo and small law firms to truly compete with larger firms for the first time.



**2010**  
**Westlaw speaks human**  
Westlaw gets smarter, becoming the first legal research tool that speaks the same language you do: human.



**2012**  
**Westlaw App**  
Westlaw goes mobile with the Westlaw App, so you can research on the go.



**2016**  
**Florida Bar mandate**  
Technological awareness becomes a must after the Florida Bar mandates Technology CLE for lawyers.



**2017**  
**Supreme Court's e-filing began**  
Any party represented by an lawyer in the Supreme Court is required to submit filings through the electronic filing system.



**JULY 2018**  
**Westlaw Edge**  
Westlaw continues its rich history of innovation by launching Westlaw Edge™, the most intelligent legal research platform ever.



**OCTOBER 2018**  
**1,000th Customer**  
Over 1,000 tech-forward legal organizations adopt the latest legal AI technology with Westlaw Edge.



**2019**  
**Quick Check on Westlaw Edge**  
Lawyers can quickly analyze a brief for highly relevant authority that traditional research may have missed.

1. McKinsey & Company, "Skill Shift: Automation and the Future of the Workforce," Discussion Paper, May 2018.  
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3. Rudder, Carla, "The State of AI: 10 eye-opening statistics," The Enterprisers Project, February 19, 2018.  
4. Luvine, Steve, "The devilishly quiet age of AI," AVIGOS, September 5, 2018.  
5. McKinsey & Company, "Skill Shift: Automation and the Future of the Workforce," Discussion Paper, May 2018.  
6. Melendez, Carlos, "Why it pays to be an early adopter of AI," Forbes, May 9, 2018.  
7. Yu, Jim, "Beyond the AI hype: AI is here and now, and adoption is rising," MARI TECH Today, February 9, 2018.  
8. Simons, John, "Tomorrow's Business Leaders Learn How to Work with AI," Wall Street Journal, November 30, 2016.

Learn more about the latest advancements in legal technology, like features, such as Westlaw Edge Quick Check, that leverage AI to help legal professionals gain a competitive advantage, save money, and manage clients.

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