Innovation of Law Firm Operations

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New technology developments provide new opportunities

Client behavior changes drive innovations of legal industry

Shared economy calls for shared platform of legal services
Law Firm Operations Pain Points

01
The tradeoff between high quality office/support and affordable cost for individual lawyer or team

02
The tradeoff between pressure on billing hours and the need to keep up with massive amount of legal and commercial information

03
The need for maintaining professional image vs. chaotic market demand: How far should we go for business development?

Do we have the solution for these pain points?
Law Firms vs. Hospitals
Why are law firms still operated by lawyers?
Law Firms Vs. Hospitals

01 Longer value chain and service provision process
02 Higher requirement on effective management for medical service to be validated
03 More sophisticated and commercialized operation model

VS

01 Simpler value chain -> Clients- Attorneys- Judges
02 Traditionally small-team based partnerships
03 Less emphasis on commercial growth, more focused on professional practice development
Law Firms Vs. Hospitals

Why are law firms still managed by lawyers?

Are lawyers good management figures?
Value of Our Industry

01 The value of TRUST
02 The value of ORDER
03 The value of EXECUTION
04 The value of CREATIVITY
8 Telling Traits of Lawyers

01 Talk the talk
Can we walk the walk as well?

02 Lack of Trust
We constantly challenge our opponents, how about our partners?

03 Risk Adverse
Are we adventurous enough?

04 Lack of Long-term planning
Case-based goal setting vs. long-term development of the firm

05 Difficult to reach a consensus

06 Self Protection
Waivers Waivers Waivers
Who is going to take responsibility?

07 Conservative on commercial matters
How adaptive are we to market demand changes?

08 Reputation Reputation Reputation
Are we weighing personal reputation over client needs?
The innovative path of future law firm management

New Market Stratification
—The separation of legal services and firm operations
Video on this page- about 3 minutes
How do we do it?

- Innovation on Operations Model
- Reduce Industry Redundancy
- Utilization of New technology and Big data
Innovation on Operation Model

01
Innovative firm development ideology

02
Centralized management via firm management committee

03
Operational service outsourcing
Innovation on Office Space Utilization

01

Liberal, Equal, Open and Sharing

02

Firm-wide sharing
Industry-wide sharing
Community-wide sharing
Innovation on Resource Allocation

01 Freedom of choice
02 Need-based use of space
03 Pay as you go
04 Hard work pays off
O2O service platform for professionals

Lawyers and other professionals

Consultants

Lawyers

Accountants

Tax agents

Co-working space

Co-working space

LawMars APP

Respond to appointment requests

Online booking lawyers

Small-medium enterprises and other clients

Legal database

Service outsourcing

OA system
Challenges we face
Learn more about MHP and LawMars