

A scenic view of Dublin, Ireland, featuring the River Liffey in the foreground with a modern bridge. In the background, the St. Patrick's Cathedral with its green dome is prominent, along with other city buildings under a blue sky with light clouds.

SCGLEGAL[®]

2024 MIDYEAR MEETING

May 16–17 Dublin, Ireland

**INSTANTLY CONNECT WITH
123 INDEPENDENT LAW
FIRMS IN 63 COUNTRIES
INCLUDING ALL U.S. STATES**



ASIA & PACIFIC RIM

3,191 ATTORNEYS | 14 FIRMS | 68 OFFICES

AFRICA & MIDDLE EAST

32 ATTORNEYS | 3 FIRMS | 7 OFFICES

CANADA

649 ATTORNEYS | 9 FIRMS | 24 OFFICES

EUROPE

2,344 ATTORNEYS | 28 FIRMS | 72 OFFICES

LATIN AMERICA & CARIBBEAN

898 ATTORNEYS | 19 FIRMS | 51 OFFICES

UNITED STATES

5,527 ATTORNEYS | 54 FIRMS | 234 OFFICES

12,000+ Attorneys





Chambers AND PARTNERS

**Global Market Leaders Leading Law Firm
Networks: THE ELITE**

WELCOME NEW MEMBERS



FRANCE



ARGENTINA

SCG MEMBER TOUCHPOINTS

Increase Engagement within Firm



- Arbitration
- Bankruptcy & Insolvency
- Cannabis
- Cyber/GDPR - Technology & Digital Economy
- Employment
- Environment/Energy (Europe)
- Government Procurement/Contracts
- Government Relations
- Implementation of Safe Sport Mechanisms (Canada)
- Immigration
- Infrastructure
- Intellectual Property (Patent Prosecution/Litigation)
- Life Sciences
- Mergers and Acquisitions (Asia)
- Mergers and Acquisitions (Europe)
- Solar
- Tax (Asia)
- Trusts and Estates
- White Collar
- Women in Law Taskforce



2024 REGIONAL CALLS

Team Asia and Pacific Rim

July 2: 11:00 pm EDT

October 22: 11:00 pm EDT

Team Latin America

July 18: 12:00 pm EDT

October 17: 12:00 pm EDT

December 19: 12:00 pm EST

Team Canada

July 11: 11:00 am EDT

September 12: 11:00 am EDT

November 14: 11 am EST

Team Europe

June 18: 9:00 am EDT

August 27: 9:00 am EDT

October 15: 9:00 am EDT

December 10: 9:00 am EST

US – Two Groups

Group 1 - June 20: 11:00 am EDT

Group 2 - June 20: 2:00 pm EDT

Group 1 - October 29: 1:00 pm EDT

Group 2 - October 29: 2:00 pm EDT

- Efficiency: Process Improvement, Project Management and the P+Ecosystem
- Well-Being: A six-part webinar series featuring How to Foster and Keep a Sense of Control, A Stress- Resilience Workspace, Virtual Team Building Activities, Habits for Continued Professional and Personal Growth, Healthy Work Engagement vs. Burning Out and The Six Human Needs and Seven Habits of Highly Effective People
- Diversity, Equity and Inclusion: A three-part webinar series featuring Bias-Reducing and Diversity-Promoting Decision-Making for Legal Professionals, Identifying and Confronting Subtle Forms of Bias in the Law Firm and a Fireside Chat with Law Firm Diversity Professionals
- Strategic Communication as Law Firms Re-Open Their Doors
- Developing Business in a Virtual Landscape
- Post-pandemic Future: How to Orient Your Business for the Changes We've Seen and the Changes to Come
- Drive Client Loyalty and Build Business by Understanding the Voice of Your Client

Member-Only 'Best Practice' Training Programs

- Tips for LinkedIn
- Creating, Leveraging, and Sustaining Your Professional Identity
- Business Development Presentations; Business Planning
- Best Practices for Writing Bios
- Building a High-Performance Alternative Fee Arrangement Culture
- Networking for Lawyers.



Continue to Organize Webinars

- Your Invisible Network: How to Build and Enrich Relationships with Clients and within SCG
- Building Your Personal Brand
- Prompt Engineering for ChatGPT

MEMBER RESOURCE CENTER

Exclusive Resource Center for SCG Legal Members

Business Development
Presentations and templates

Project Management Resources

Talent Management Tool Kits

New Partners Institute (NPI)

Executive Coaching Sessions

Group sessions + online training modules (video tutorials). Run-time average of six-minutes or less ensures minimal impact on billable time.

Immediately actionable with clear step-by-step instructions on how to apply each strategy.

- **How to Expand Your Professional Network Virtually**
- **Prospecting for New Clients in a Virtual Environment**
- **How to Succeed in a Virtual Pitch**
- **How to Differentiate from the Competition**
- **How to Enhance Your Professional Reputation with Social Media and Thought Leadership**

148 Alumni
Organizing
Annual Alumni Meeting



2025: 3 Classes

2023/2024 NPI

2023/2024 New Partner Institute (NPI) Resource Center

> Click [HERE](#) for Brochure and click [HERE](#) for Faculty Bios

MODULE ONE: INTRODUCTIONS & BUILDING A STRONG FOUNDATION – PROGRAM WELCOME, SALES vs MARKETING & EFFECTIVE INTRODUCTIONS (November 14, 2024)

PURPOSE: To discover the roadmap to follow and the specific steps to achieve business development goals. To develop, practice and refine a unique “elevator speech” and facilitate connections among the participants.

- **Session Recordings**
 - [Group 1](#)
 - [Group 2](#)
 - [Session Presentation](#)
 - [Business Development Tracking Spreadsheet](#)
 - [Client Interview Sample Questions](#)
-

CERTIFICATE

OF COMPLETION

presented to :

Maria Eugenia Blasco

completed the 2023-2024 New Partner Institute Program from

SCGLEGAL[®]



Alina Gorokhovskiy

NETWORKING @ INDUSTRY EVENTS



**Cocktail Reception
Atlanta > May 19**

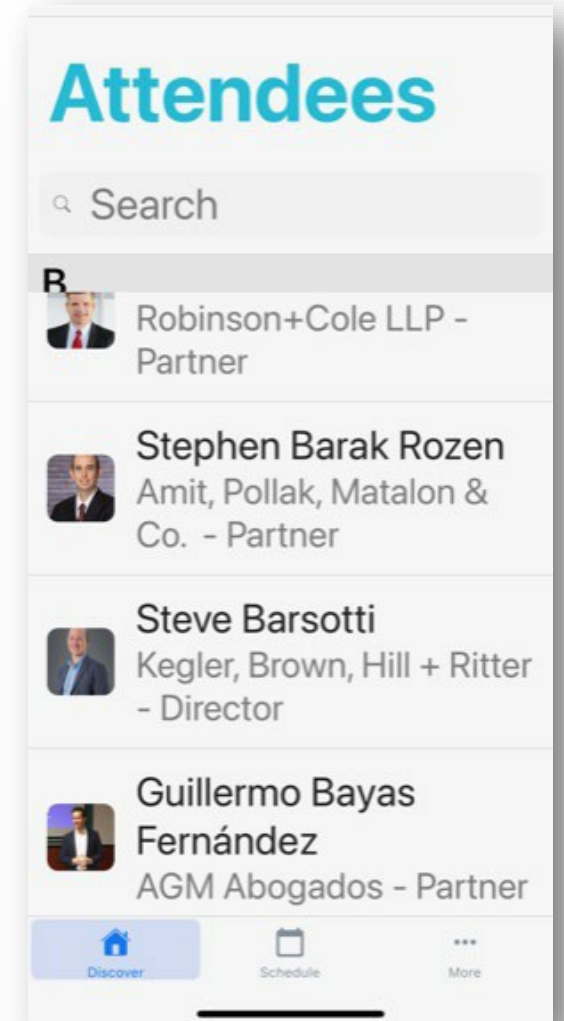
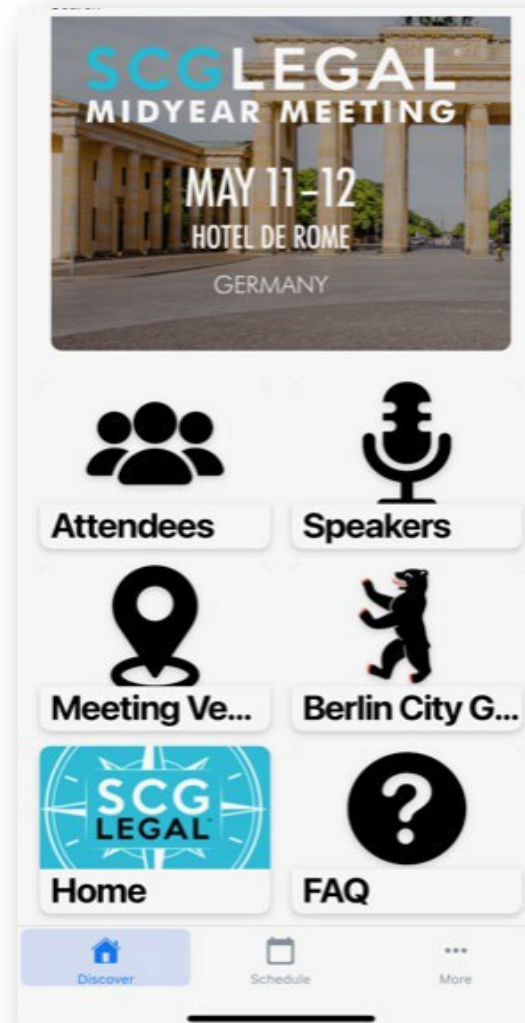
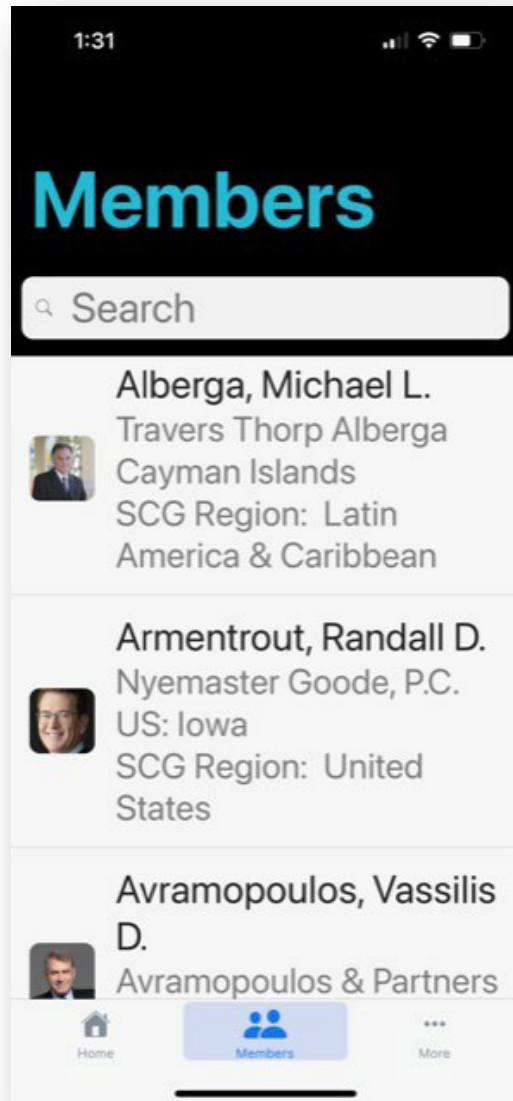
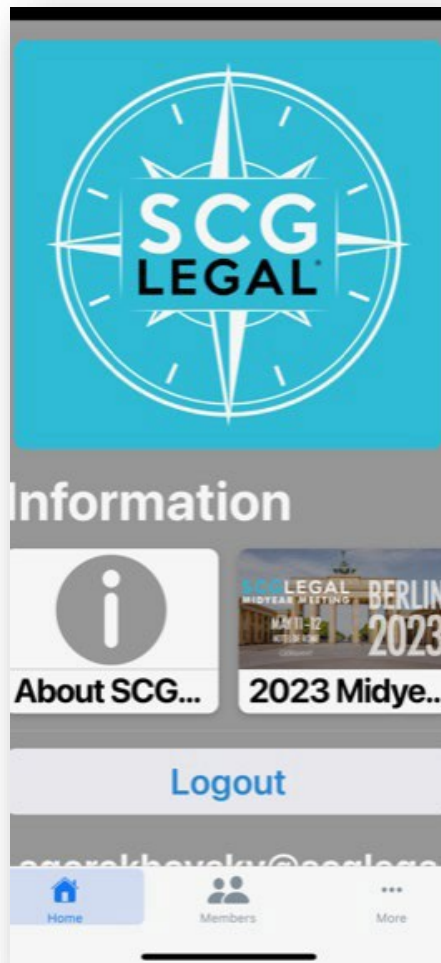


**Cocktail Reception
Mexico City > Sept 18**



Welcome to SCG Global Spin

Home to SCG Legal's attorney-to-attorney webcast series that focuses on the issues and conversations that matter to *you*.



VIRTUAL NETWORKING

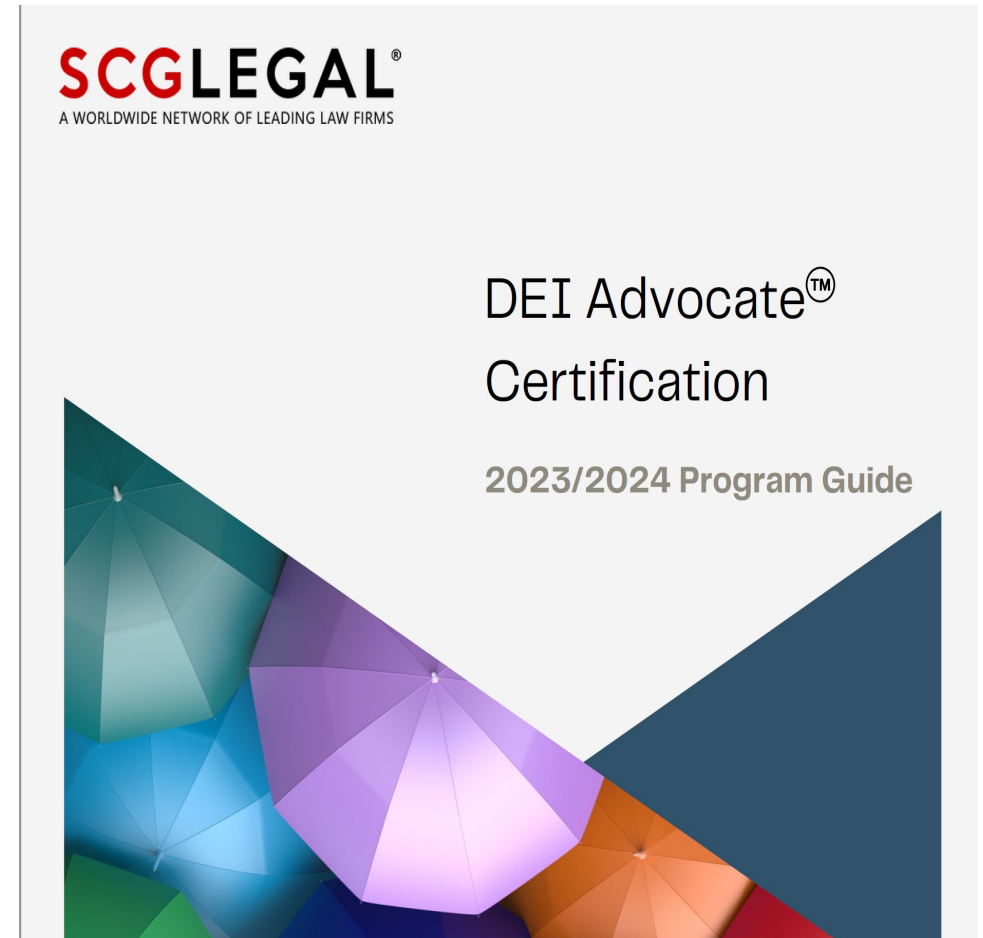


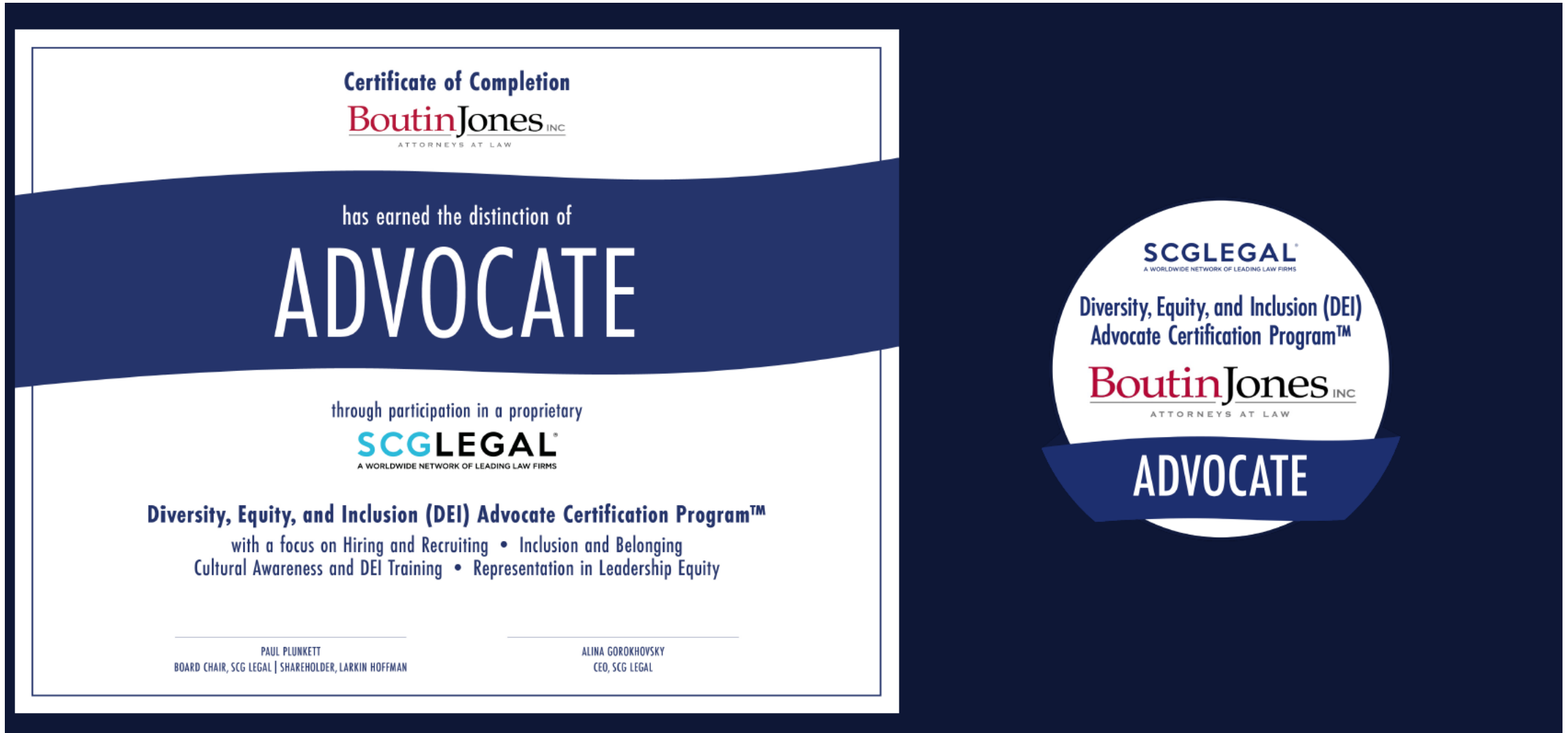
- **Firm-to-Firm Meet-Ups**
- **Wine Tastings**
- **Happy Hours**
- **Global Connections Calls**



- Hiring & Recruiting
- Inclusion & Belonging
- Representation in Leadership
- Equity
- Cultural Awareness & DEI Training

Firm Name	Location
Boutin Jones	US: California (Sacramento)
Field Law	Canada: Alberta
Mills & Reeve	UK
Philippi Prietocarrizosa Ferrero DU & Uría	Columbia
Rifkin Weiner Livingston	US: Maryland
WeirFoulds	Canada: Ontario





Launched March 2024

SCG Legal AI Strategy Exchange

Bridge Gap in Law Firm AI & Strategy

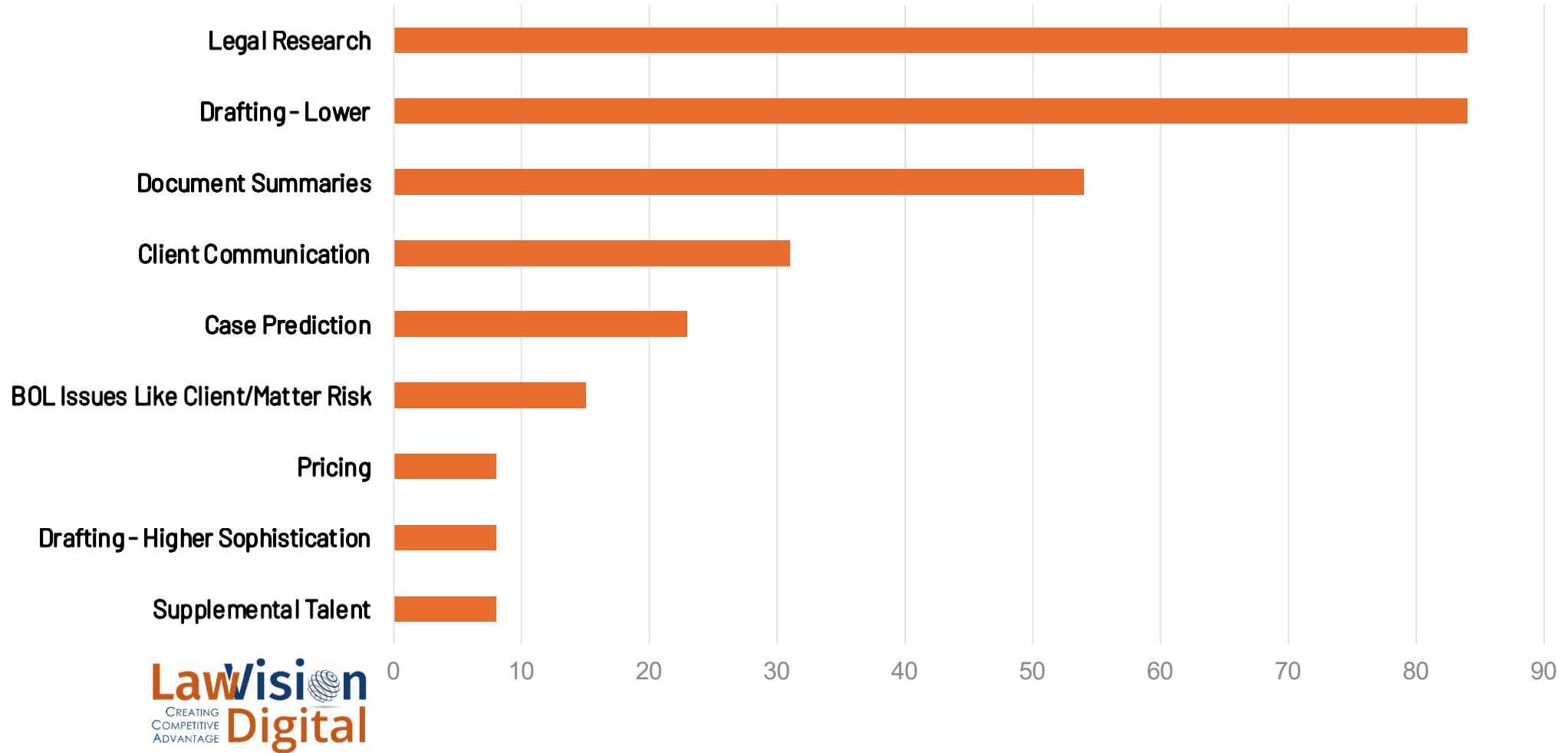
SCG AI Strategy Exchange is a proprietary program established with one goal: to help network members gain strategic insights for advancing firm strategies and services by harnessing the power of artificial intelligence (AI).

- The program focuses on five key areas
- Assessment of AI Applications
- Identifying Operational Improvements
- Client Service Enhancements
- Training and Skill Development
- Risk and Compliance Considerations

88 Participants
55 Law Firms

We assist SCG members in determining how AI can be strategically deployed to benefit each practice within the firm, including exploring opportunities for AI to optimize internal processes, workflow management, and document review. Members of the Exchange assess how AI can be utilized to improve client services, responsiveness, and overall value.

AI APPLICATIONS FOR REVIEW



AI STRATEGY EXCHANGE WORKING GROUP

In line with SCG Legal's ongoing commitment to embrace innovation and remain at the forefront of advancements in the legal industry, we have launched an **Artificial Intelligence (AI) Working Group**. SCG believes leveraging the institutional knowledge and different perspectives of our global membership will lead to enhanced efficiencies and streamlined processes, helping each individual law firm deliver the highest quality of legal services.

The first activity under the Working Group is the AI Strategy Exchange, which is in partnership with LawVision's Strategic Pricing, Profitability and Data Science Principal [Mark Medice](#). Participants will engage in a series of five meetings (see below), starting with a kickoff that will identify areas for innovation and collaboration.

If you have issues with any of the links/resources below, please email Michele at mbisceglie@scglegal.com.

- [AI Strategy Exchange Brochure](#)
- [AI Strategy Exchange LinkedIn Group](#) – This is a safe space to connect and communicate with each other on this dedicated initiative. Please feel free share resources, advice, news...and, of course, ask questions. (Note: You must join the group to be included.)

2024 SCG AI Strategy Exchange Meetings

All are set for 10:30 AM – Noon ET.

- **March 28 > KICKOFF MEETING**

[Presentation](#)

[Recording](#)

[Breakout Exercise](#)

MORE 2024 MEETINGS



June 12 – 14

**Canada
Regional Meeting
MONTREAL**



SCGLEGAL[®]
2024 ANNUAL MEETING

SEPTEMBER
19-20 | Beverly Hilton Hotel
Los Angeles, California (US)

- Cross-Border M&A Trends
- Gen Ai Practical Insights
- Mastering Referral Marketing
- Entertainment Law
- Alternative Energy
- Insurance
- Intellectual Property
- Family Law/Tax – International
- Labor And Employment
- Doing Business In Latin America



SAVE THE DETAILS: FUTURE MEMBER MEETINGS

2025

- Midyear – Barcelona, Spain
May 15 – 16
- Annual – Austin, TX
September 18 - 19



2026

- Midyear – Melbourne, Australia
- Annual – Washington, DC

A scenic view of Dublin, Ireland, featuring the River Liffey in the foreground with a modern bridge. In the background, the St. Patrick's Cathedral with its green dome is prominent, along with other city buildings under a blue sky with light clouds.

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2024 MIDYEAR MEETING

May 16–17 Dublin, Ireland



Bertie Ahern
former Irish
Taoiseach
(Prime Minister)



Liz O'Donnell
former
Government
Minister

#RAPIDiNSIGHTS | BEYOND THE CLICK:
EXPLORING THE INTERSECTIONS OF TARGETED
ADVERTISING AND PRIVACY REGULATIONS

Dark Patterns

Frederik Kromann Jespersen

Skau Reipurth

(Denmark)

Dark Patterns

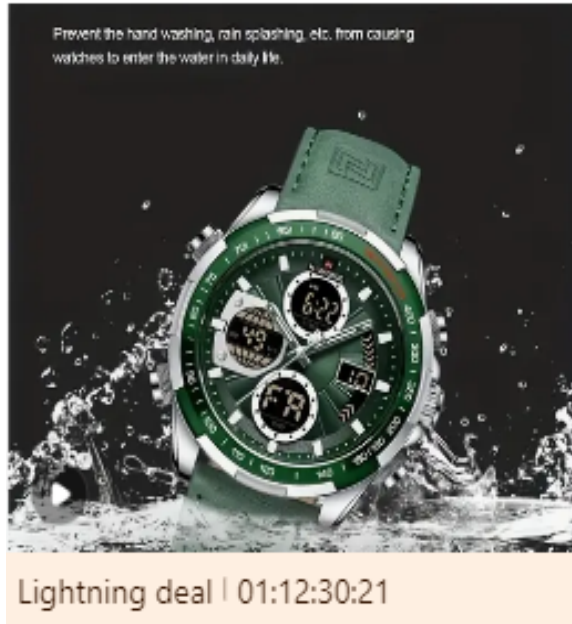


Dark Patterns

The term “dark patterns” refers to various ways of designing interfaces which may deceive or otherwise cause customers to do something they would not otherwise do.



Various Types of Dark Patterns



EARLY SUMMER -76% NAVIFORCE Multifunctio...

£14.98 RRP £64.48 ● 3.7K+ sold

Only 14 left just rated 5 stars

★★★★★ (514)



EARLY SUMMER -76% Orange Flowers Print Gir...

£3.99 RRP £16.89 ● 6.3K+ sold

just bought

★★★★★ (415)



EARLY SUMMER -68% 1pc Thickened Sherpa Pl...

£7.58 RRP £24.00 ● 3.2K+ sold **-68%**

Only 14 left

★★★★★ (211)

Enjoy these special offers after signing in! Are you sure you want to leave now?

Free shipping
Special for you

Free returns
Within 90 days

Leave

Continue

Urgency/Scarcity

Example 1:

A timer makes it clear that the offer is only valid for a limited period of time.

Example 2:

The page displays notifications such as “Hurry! Only 1 item left!” or “The offer will soon expire!”

The image displays three examples of marketing elements designed to create a sense of urgency and scarcity:

- Example 1:** A black banner with white text that reads "Flash Sale ends in" followed by a digital timer showing "08" (Hours), "54" (Minutes), and "31" (Seconds). To the right of the timer is a white button with the text "SHOP NOW".
- Example 2:** A white promotional card for a "NEW VIP MEMBER EXCLUSIVE" offer. The main text reads "2 STYLES FOR \$29.95" with "FREE SHIPPING" below it. A smaller timer at the bottom indicates "OFFER ENDS IN 00:59:48".
- Example 3:** A white promotional card featuring the text "1 left" in red, a crossed-out price "00" followed by "\$51.75", and a red banner at the bottom that says "25% off Sale ends soon:" followed by a red clock icon.

Hidden Costs

112
Row Y

You'll pay
\$310 each

Quantity
1 ticket

Ticket Price	1 × US\$ 310.05
Service Fee	1 × US\$ 86.13
Fulfilment Fee	1 × US\$ 4.95

TOTAL PRICE **US\$ 401.13**

Example:

The customer has placed items in the online shopping cart and is ready to place the order, at which time a separate service fee is suddenly added to the total purchase amount.

False Hierarchy



BECOME A MEMBER AND GET 10% OFF

Join Tommy Together to enjoy a 10% welcome offer and get access to member exclusive products, offers and events.

[JOIN NOW](#)

[LEARN MORE](#)

Example:

The button leading to becoming a member of the company's "community" is highlighted, whereas the alternative is not.

Roach Motel

Example 1:

It is easy to place an order on a company's website, but not possible to cancel the order online; instead, one must call the company's customer service.

Example 2:

Terminating a service requires going through a list of time-consuming options.

Cancel your subscription

There are several ways to unsubscribe from The Times. Once your subscription has been cancelled you will have limited access to The New York Times's content.

Speak with a Customer Care Advocate

Call us at 866-273-3612 if you are in the U.S. Our hours are 7 a.m. to 10 p.m. E.T. Monday to Friday, and 7 a.m. to 3 p.m. E.T. on weekends and holidays.

Please see our [international contact information](#) if you are outside of the U.S.

Chat with a Customer Care Advocate

Click the "Chat" button to the right or bottom of this page to chat with a Care Advocate. Chat is accessible 24 hours a day 7 days a week.

For more information about our cancellation policy, see our [Terms of Sale](#).

Confirmshaming

This involves using guilt or social pressure to get users to make a certain decision, such as:

You're using an ad blocker. We wondered if you might not?

We work hard to ensure our ads aren't a pain and they're how we're able to offer this splendid site for free. For Horace's sake, could you whitelist us?



Turn Off Ad Blocker

I am a bad person



Marketing Law – What is the Problem?

Consumers must be allowed to base their decisions to enter into contract with traders on an informed basis, i.e.

- all the relevant features pertaining to the product (e.g. its main characteristics, benefits, risks, composition etc.) must be presented in a clear way;
- a trader's commercial practice is **misleading**, if:
 - it contains false information and is therefore untruthful or;
 - if it in any way, including overall presentation, **deceives** or is likely to deceive the average consumer, even if the information is factually correct, and it causes or is likely to cause him/her to take a transactional decision that (s)he would not have taken otherwise.

Marketing Law – What is the Problem?

- A commercial practice is also misleading, if:
 - The trader **omits material** information that the average consumer needs to take a decision and thereby causes or is likely to cause the average consumer to take a transactional decision that (s)he would not have taken otherwise, or
 - the trader hides or provides in an **unclear, unintelligible, ambiguous** or untimely manner such material information, and where this causes or is likely to cause the average consumer to take a transactional decision that (s)he would not have taken otherwise.
- It must be clearly stated, if the contract imposes an obligation upon the consumer to pay a fee, including with regard to subscription agreements;
- If the trader has failed to present the relevant information in a clear manner consistent with the law, the contract may be deemed invalid.

The Digital Services Act explicitly bans dark patterns by online platforms

Article 25 – Online interface design and organization

*“Providers of **online platforms** shall not design, organise or operate their online interfaces in a way that **deceives or manipulates** the recipients of their service or in a way **that otherwise materially distorts or impairs the ability** of the recipients of their service **to make free and informed decisions**”*

Art. 3 m): ‘online interface’ means any software, including a website or a part thereof, and applications, including mobile applications



The Digital Services Act

Recital 67

Prohibited practices include, but are not limited to:

- Exploitative design choices to direct the recipient to actions that benefit the provider of online platforms, but which may not be in the recipients' interests;
- **Presenting choices in a non-neutral manner**, such as giving more prominence to certain choices through visual, auditory, or other components, when asking the recipient of the service for a decision;
- Repeatedly requesting a recipient of the service to make a choice where such a choice has already been made **“nagging”**;
- Making the procedure of cancelling a service significantly more cumbersome than signing up to it;
- **Making certain choices more difficult or time-consuming** than others;
- Making it **unreasonably difficult to discontinue purchases or to sign out** from a given online platform allowing consumers to conclude distance contracts with traders;
- Deceiving the recipients of the service by **nudging them into decisions on transactions**, or by default settings that are very difficult to change, and so unreasonably bias the decision-making of the recipient of the service, in a way that distorts and impairs their autonomy, decision-making and choice.

Case-law Example (Denmark)

- **Decision dated 7 December 2023 by the Danish Supreme Court**
 - The Consumer Ombudsman vs. Group Buy ApS a.o.
 - Consumers had purchased products on the trader's website and at the same time (unknowingly) signed up to a subscription agreement;
 - The court found the subscription agreements invalid for the following reasons:
 - It was not clearly stated that the consumer also signed up to a subscription when purchasing products;
 - payment of the subscription fee was not effected until after the purchase whereby the subscription fee was charged to the consumer's credit card;
 - the invoice was not sent to the consumer's e-mail address but to a "membership account" to be accessed only via the trader's website (if the consumer requested a password).

SKAU REIPURTH



ATTORNEY OF THE DANISH SUPREME COURT, LL.M, PARTNER

Frederik Kromann Jespersen

Tel +45 81 77 44 58

fkj@skaureipurth.com

**#RAPIDiNSIGHTS | KEEPING IT REAL:
THE CHALLENGE OF AUTHENTICITY
IN THE DEEPPFAKE ERA**

Darren Cahr
Scharf Banks Marmor
(US: Chicago, IL)



Keeping it Real: The Challenge of Authenticity in the Deepfake Era



SCHARF
BANKS
MARMOR^{LLC}



Darren S. Cahr
Partner
Scharf Banks Marmor LLC
Chicago - USA

May 16, 2024

A Crisis of Authenticity

“Who ya gonna believe – me or your lying eyes?”



It's better than you think

<https://youtu.be/3wVpVH0Wa6E>



How 'Deepfake' Video Is Fooling Lawyers Through Vendor Fraud Schemes

Leave a Comment / Law Firms, Law Technology / March 15, 2024

It's worse than you think

- Taylor Swift offering "free" Le Creuset cookware
- Kelly Clarkson "endorsing" keto gummies
- Tom Hanks selling a dental plan
- Someone stealing my paycheck. Really.

Deepfake fraud among new insurance risks

Voice Deepfakes Are Coming for Your Bank Balance

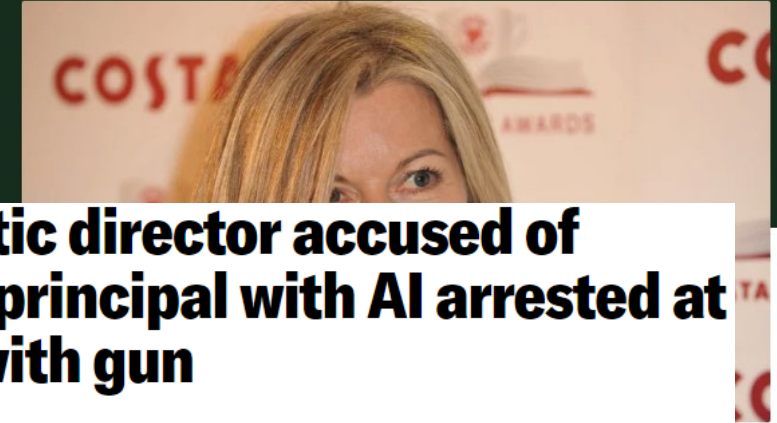
Artificial intelligence tools have given scammers a potent weapon for trying to trick people into sending them money.

TECHNOLOGY 3 MIN READ

Mary Nightingale "Livid" After Her Likeness Used in Deepfake Scam



LAST UPDATED 6 HOURS AGO
BY JAMES MORALES



Ex-athletic director accused of framing principal with AI arrested at airport with gun

Mary Nightingale was impersonated by AI as part of a social media deepfake scam. Photo by Ferdaus Shamim/WireImage.

World / Asia

Finance worker pays out \$25 million after video call with deepfake 'chief financial officer'



By Heather Chen and Kathleen Magramo, CNN

2 minute read · Published 2:31 AM EST, Sun February 4, 2024

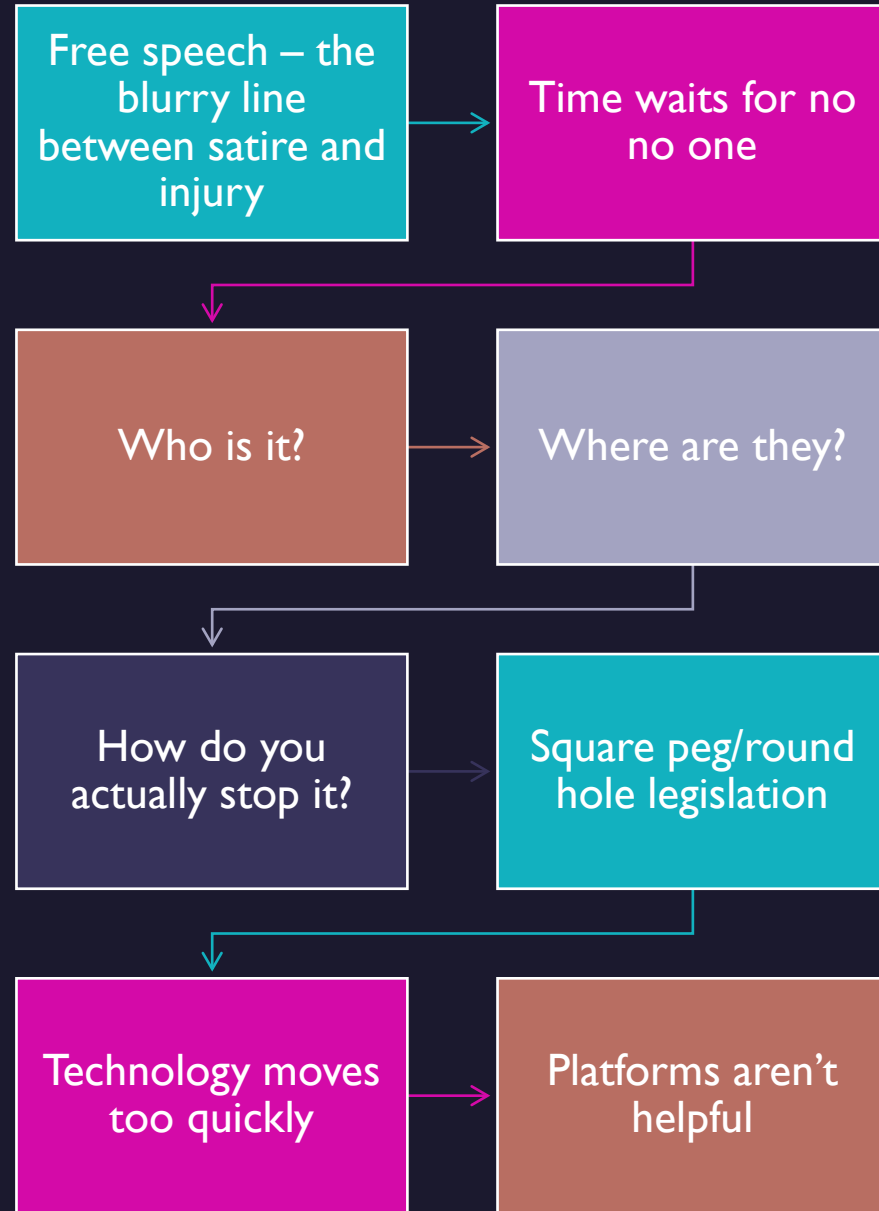


The problem is not
in how we deal with
fake images - AI
undermines our
assumptions about
what is “real” or
“authentic”

All lawyers are now
AI lawyers, whether
they want to be or
not

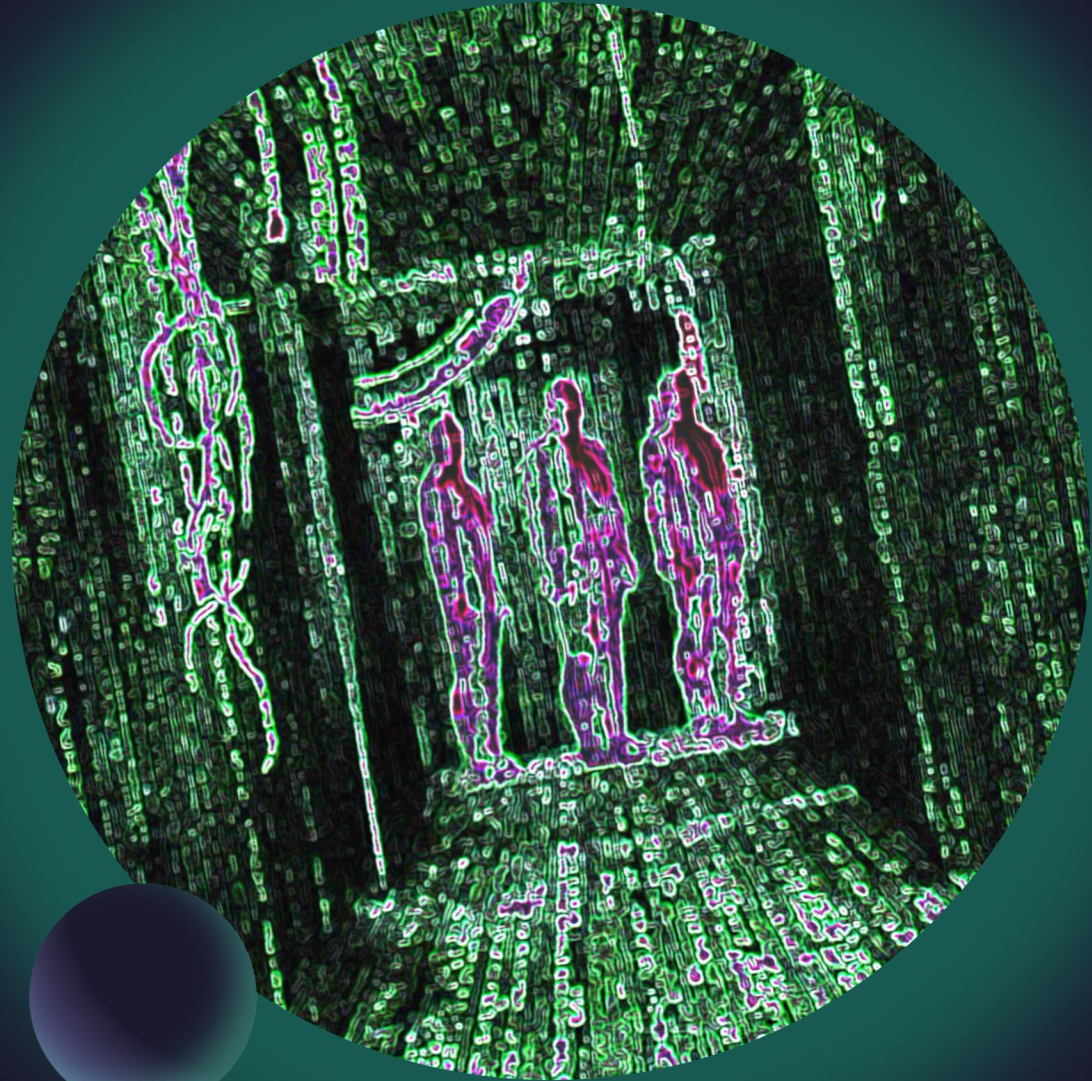


Why this is hard



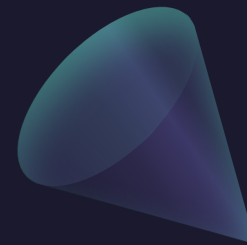
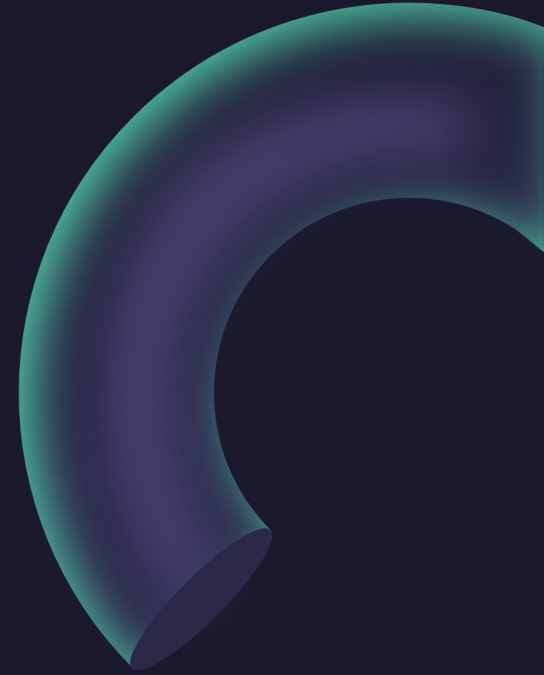
Lawyer Beware

- What can you trust? Who can you trust?
- How do you “prove” a fact?
- How do you “authenticate” evidence?
- “Kayfabe”
- “Augmented” reality
- Conquest advertising
- IP Issues
- Rights of publicity
- Hiring
- Who owns you?



New Rules?

- 901(c): Potentially Fabricated or Altered Electronic Evidence. If a party challenging the authenticity of computer-generated or other electronic evidence demonstrates to the court that it is more likely than not either fabricated, or altered in whole or in part, the evidence is admissible only if the proponent demonstrates that its probative value outweighs its prejudicial effect on the party challenging the evidence.





Can you trust your clients?



Does this have anything to do with the Metaverse? Or Crypto?

Yes.

Sadly, yes it does.




The better the technology, the less we trust. The less we trust, the more we need technology.

The Metaverse will eventually happen. Not soon, but sooner than we think.

- The line between the “real” world and the online world is harder to see
- Identity and authenticity

The blockchain will eventually become necessary. Not soon, but sooner than we think.

- Need for trusted authentication
 - Barriers to scams
 - Ways to track authenticity and chain of custody
- 



What to do?

Trust, but verify

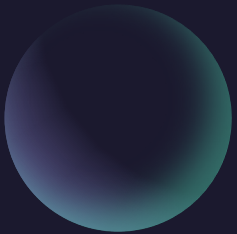
Google yourself and your clients

Training

Systematic introspection

Identity audit

Have a plan



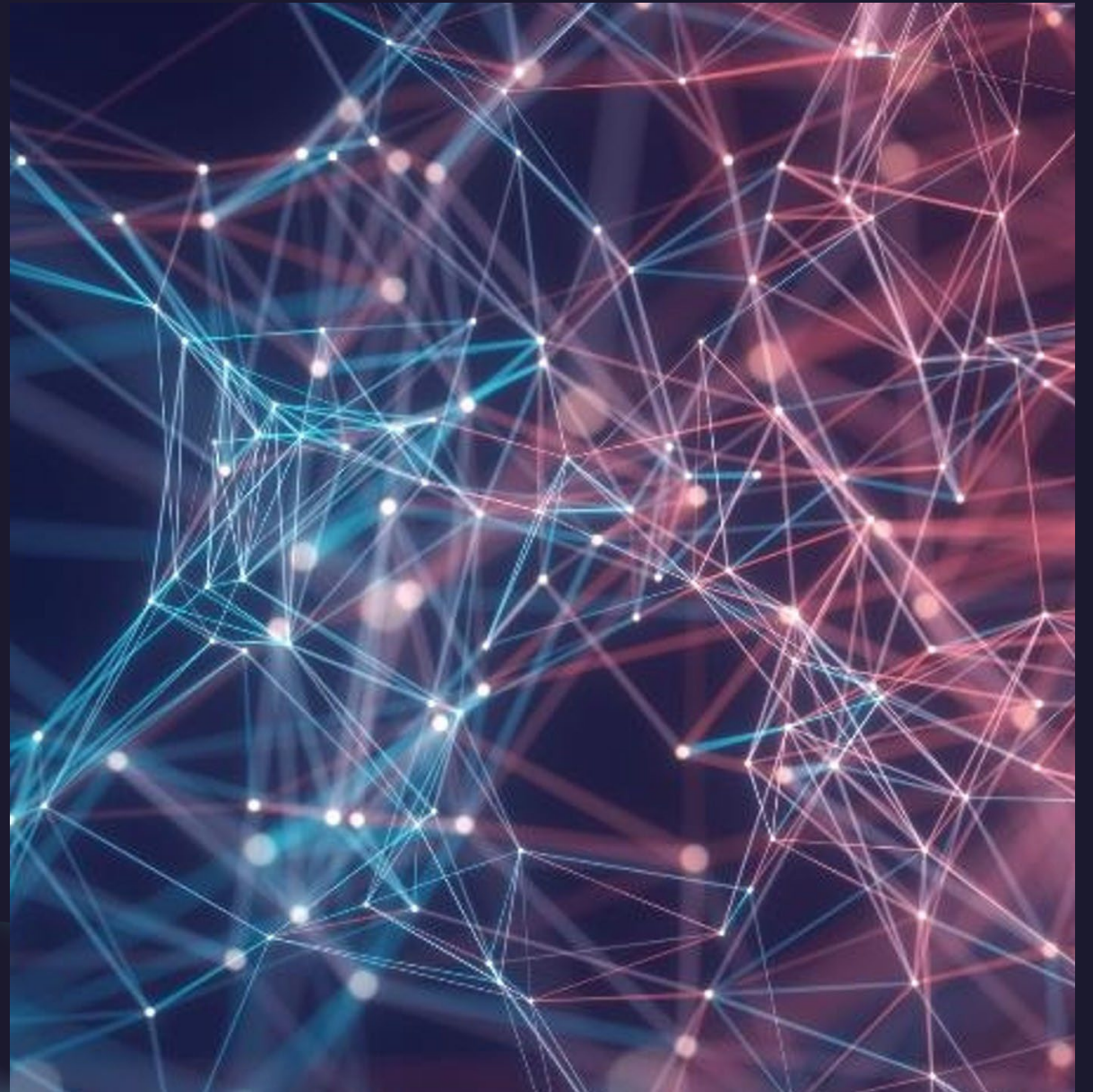
Thank you

Darren Cahr

312-550-0055

dcahr@scharfbanks.com

www.scharfbanks.com



NETWORKING BREAK

15:40 – 16:00



INTERNATIONAL DISPUTE DYNAMICS: NAVIGATING ARBITRATION vs. LITIGATION

- **Guillermo Bayas Fernández**, AGM Abogados (Spain)
- **Mark Davison**, Mills & Reeve (UK)
- **Verónica Esquivel-Patiño**, Sánchez Devanny (Mexico)
- **Porfírio Moreira**, Ferreira Pinto Cardigos (Portugal)
- **Thomas O'Dwyer**, Beauchamps (Ireland)

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THE INTERSECTION OF BUSINESS OF LAW AND TECHNOLOGY

- **Shane Branagan**, Thread Legal Software (Ireland)
- **Alina Gorokhovsky**, SCG Legal (US: Washington, DC)
- **Duane Pozza**, Wiley (US: Washington, DC)
- **Simon Thompson**, Mills & Reeve (UK)

AI Strategy Exchange

We believe that a dedicated AI program for SCG members focusing on artificial intelligence and technology strategic planning could offer significant value to our community. This program serves as a navigational tool, guiding leaders in charting the future course of their firms.

This is a no cost, value-add benefit to all SCG Legal member firms.

AI Exchange Partner

LawVision
CREATING
COMPETITIVE
ADVANTAGE **Digital**



Bridge Gap in Law Firm AI & Strategy

SCG AI Strategy Exchange is a proprietary program established with one goal: to help network members gain strategic insights for advancing firm strategies and services by harnessing the power of artificial intelligence (AI).

The program focuses on five key areas:

Assessment of AI Applications

Identifying Operational Improvements

Client Service Enhancements

Training and Skill Development

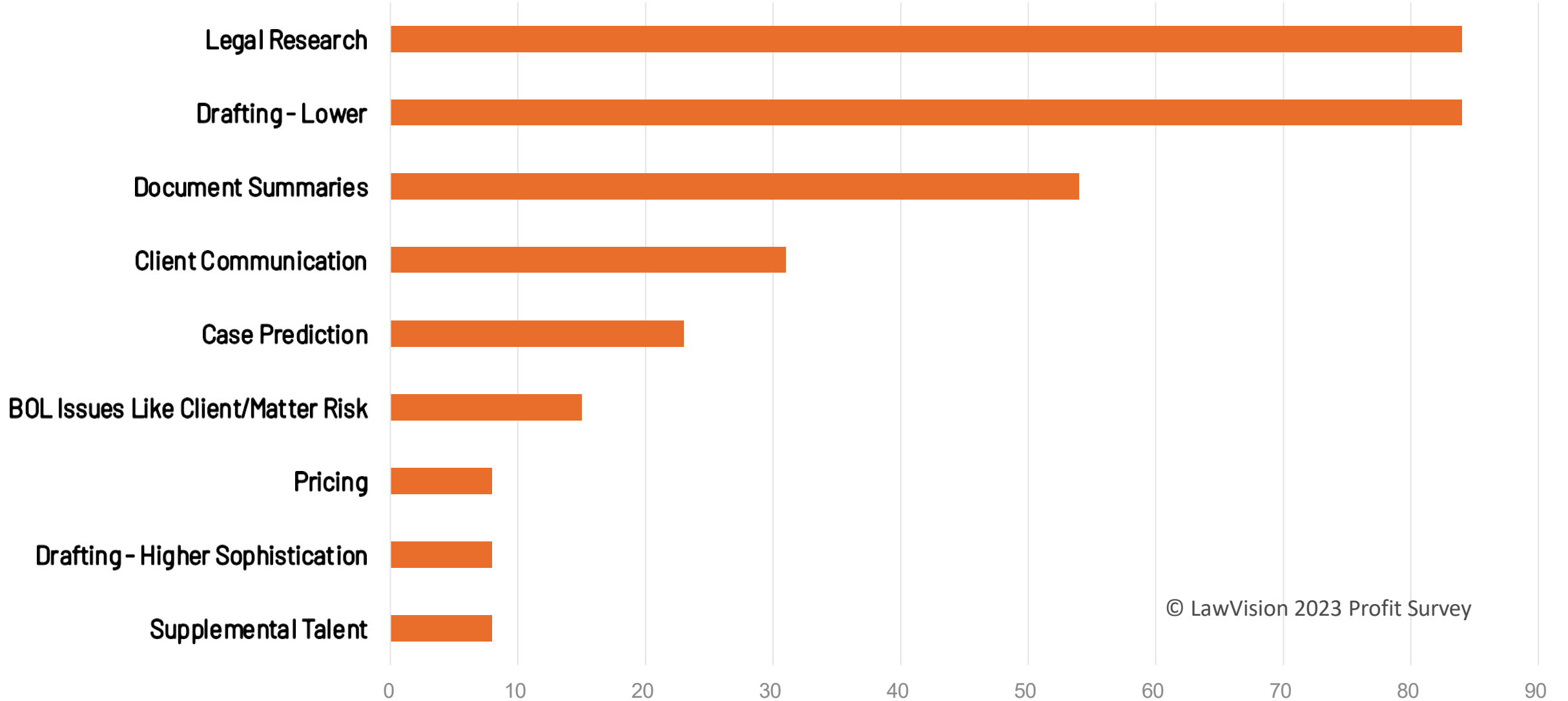
Risk and Compliance Considerations

88 Participants

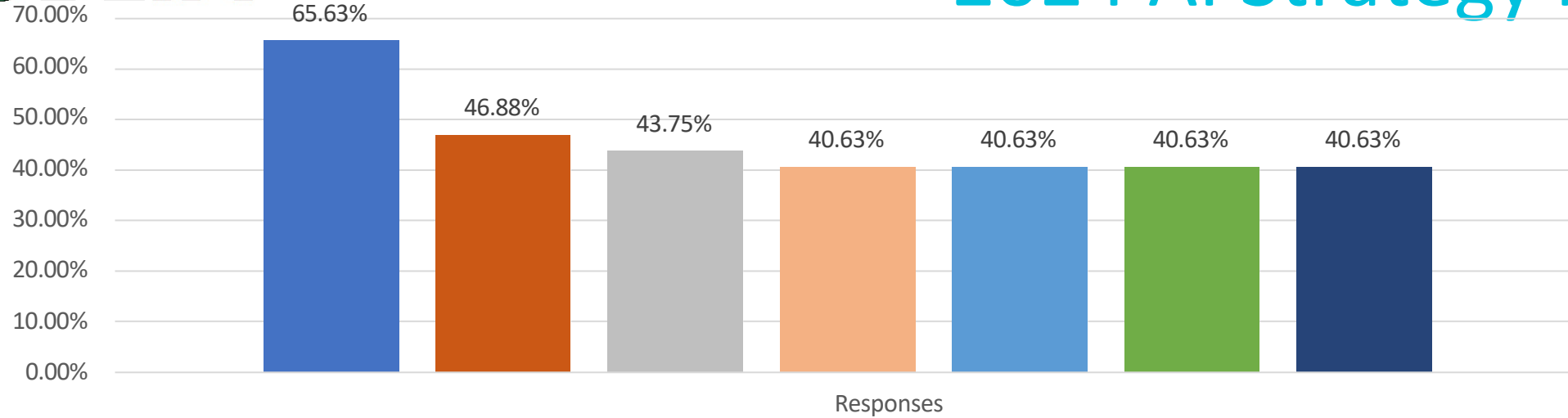
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AI Applications Deployed Across Legal Industry



Select Your Most Pressing 2024 AI Strategy Needs



- Formulating a comprehensive AI strategy
- Conducting AI pilot projects
- Utilizing AI and data to drive firm growth
- Staying ahead of regulatory changes in AI, ethics, and compliance issues
- Developing a robust data strategy, governance, and data quality
- Providing education and training for teams on AI and its implications
- Deploying 3rd-Party AI Applications

Focus on AI Challenges & Strategic Choices Across Pillars

Potential

Strategic Advantages
Core Use Cases
Timely Actions
Practice and/or the Business
Near and Long-Term Views

People

Skills & Expertise
Organizational Education
Smart Data Streams Change
Management Teaming and
Collaboration

Policies

Risks & Opportunities Policies
and Governance Confidence
in Execution


In an era of unprecedented technological dynamism, today's law firm leaders must take the lead in mobilizing their firms. They must navigate unfamiliar terrains and embrace continuous innovation and digital transformation opportunities and challenges

SCGLEGAL®
A WORLDWIDE NETWORK OF LEADING LAW FIRMS

AI Strategy Exchange Meetings

DUBLIN

Learn What Other Law Firms Are Doing

 ChatGD
Proprietary Gen AI App

 DENTONS fleet AI based on GPT-4

 UnitedLex
Innovation Lab - \$10m

 DLA PIPER

 BakerHostetler

 A&O



 pwc

 orrick

 Mishcon de Reya

 Osborne Clarke

Open.AI \$5m startup fund, then \$21m in April by led by Sequoia

TR \$650m

 ashurst

 ADDLESHAW GODDARD

 Harvey

 ReedSmith
Driving progress through partnership

 casetext

 DraftWise

 altaclaro

 onit Spend Management

 Filevine
Immigration AI

 CALLIDUS

A lot is happening in the market

What Are Others Doing?

The collage features the following elements:

- GD ChatGD**: Proprietary Gen AI App
- DENTONS**: fleet AI based on GPT-4
- UnitedLex**: Innovation Lab - \$10m
- DLA PIPER**
- BakerHostetler**
- A&O**
- pwc**
- orrick**
- Mishcon de Reya**
- Osborne Clarke**
- Open.AI**: \$5m startup fund, then \$21m in April by led by Sequoia
- TR \$650m** (in a cloud)
- casetext**
- DraftWise**
- ashurst**
- Harvey**
- ReedSmith**
- altaclaro**
- News • Jun 28, 2023**: Legaltech News – AI Startup DraftWise Raises \$5M, With Help From Orrick Herrington & Sutcliffe
- LawVision Digital**: Creating Competitive Advantage
- onit**: Spend Management
- Filevine**: Immigration AI
- CALLIDUS**

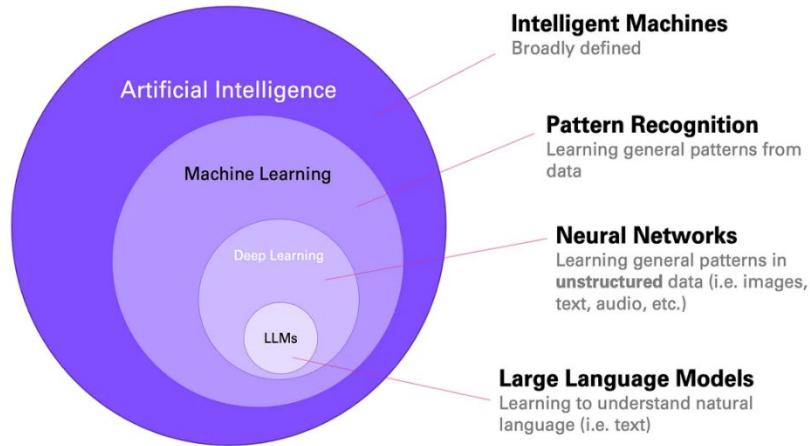
A range of law firms announcing strategic implementations of products such as Harvey, Spellbook and CoCounsel

Firmwide roll-outs of Microsoft Copilot 365

Several developments of proprietary law firm 'legal assistants'

The development of commercial GenAI products

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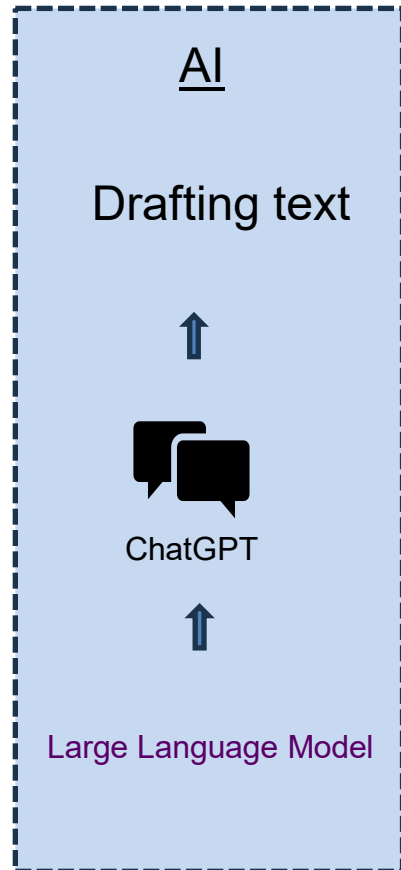
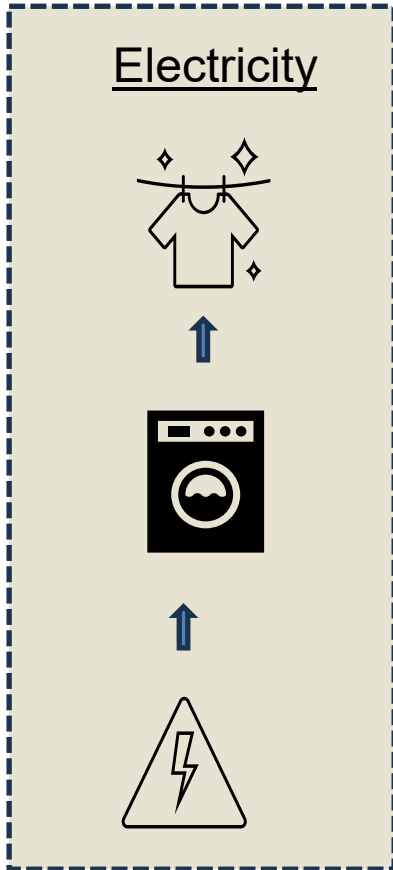
A form of artificial intelligence capable of creating new content such as text, images, audio and computer code based on inputs typically in the form of text/user prompts.

Uses machine learning techniques known as neural networks, which are loosely inspired by the way the human brain processes and interprets information to analyse common patterns and arrangements in large sets of data and then use this information to create new, convincing outputs.

LLMs learn to predict the next word by recognising patterns in enormous quantities of text data, a process called self-supervised pre-training. Today's LLMs use data drawn from sources across the internet, such as Wikipedia, books, and internet forum discussions.

Large Language Models (LLMs) are trained on large sets of data. The more data they receive and generate, the more sophisticated they become

Click to edit Master title style



- Works the way lawyers work, uses text based 'natural language' inputs and produces 'natural language' outputs
- Does not require the heavy involvement from technical teams to train and configure
- Has multiple and broad use cases

Examples: ChatGPT Harvey
Dalle-2 Luminance Lumi
Microsoft Copilot 365 DISCO Cecilia

'Right application for the right use case'

Many solutions e.g., Copilot, ChatGPT, Bing Chat, exploit language models such as GPT-4 that are built from **publicly available data**.

Having access to a LLM such as GPT-4 is the equivalent of each of us having real-time access to a team of assistants. These assistants:

Have an IQ of 155

Can 'understand' and speak many different languages

Have a massive amount of 'general' knowledge taken from vast amounts of publicly available data/information

Can work 24/7, do not get tired and frustrated

While LLMs have been trained on an extensive corpus of information their:

- Knowledge is stale
- Typically, only have access to public information and lack knowledge about anything behind corporate firewalls, private data, or use-case specific information

They may also get things wrong or show bias because they have been trained on information from the internet which may be inaccurate or biased.

If they don't have the knowledge, they may make things up (hallucinate).

Not all about ChatGPT



In a business context we should use LLMs as general reasoning and text engines rather sources of knowledge.



Consequently, we need a way to combine the general capabilities of LLMs with specific information relevant to our use-cases.

The real power comes when GenAI LLMs can access and process our business information.

So, how can we:

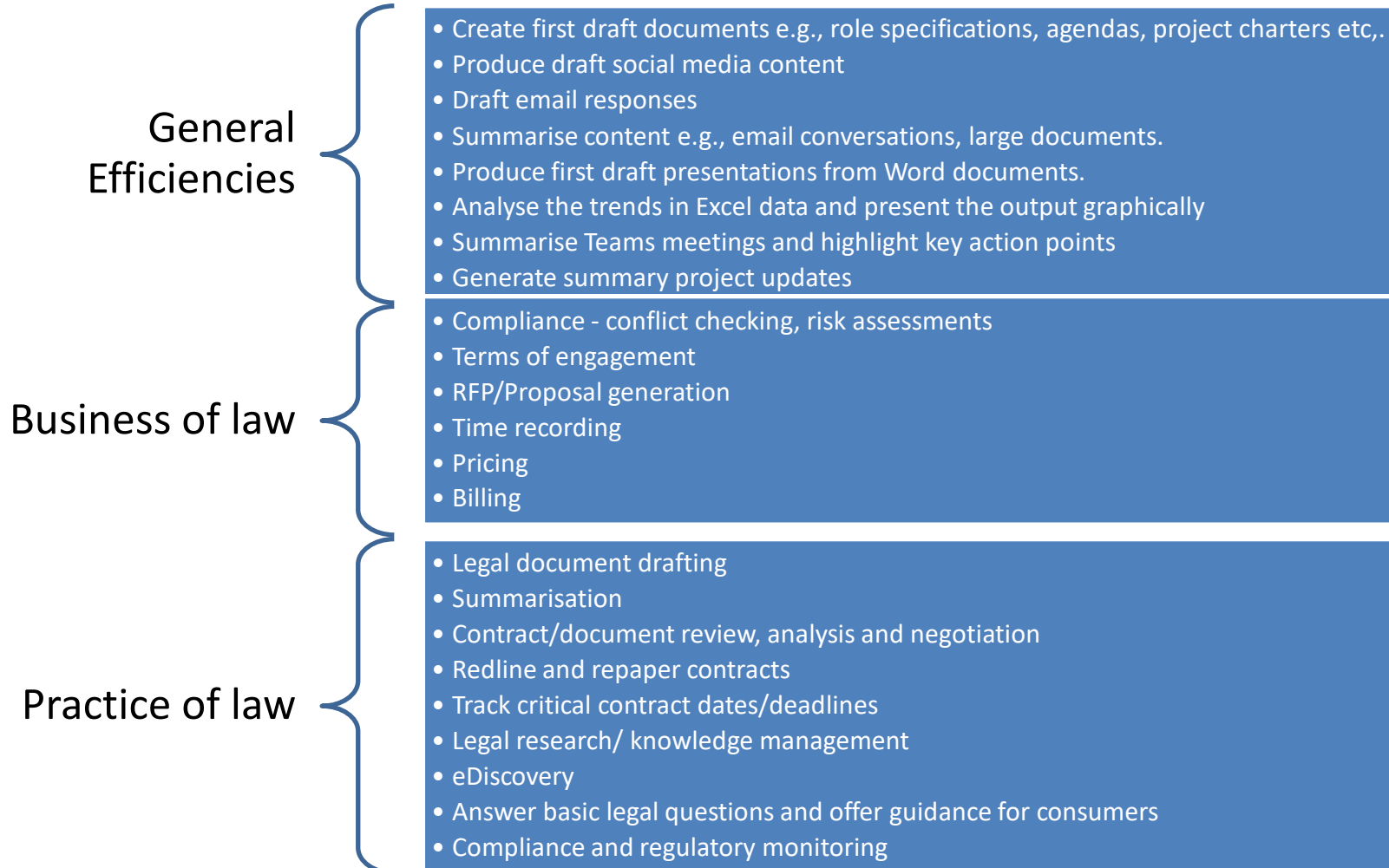
‘Teach’ an LLM about things we would like it to know. For example, an understanding of the law and our business?

Minimise hallucinations, bias and incorrect responses?

There are two main approaches to address these questions:

- **Grounding (Retrieval Augmented Generation and Fine Tuning)**
- **Prompt Engineering**

Use cases



Enable any individual to be more efficient when executing tasks utilising content relevant to that individual and/or task

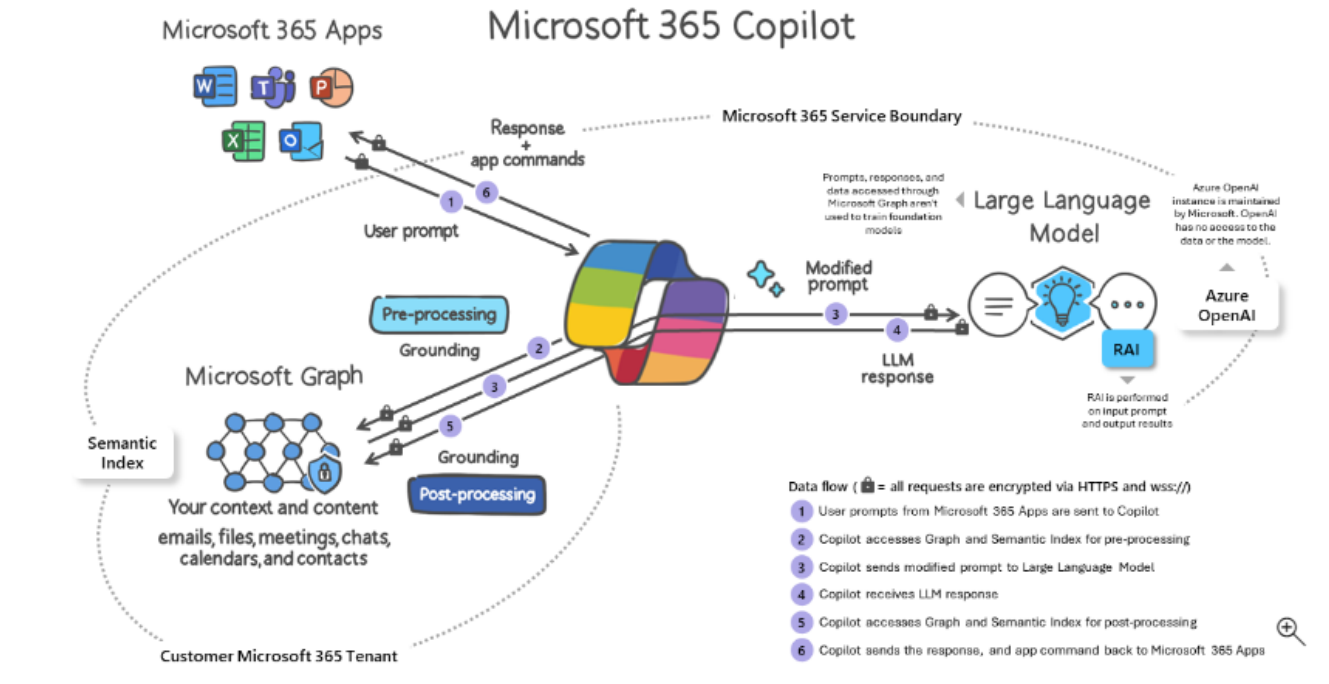
Improve the efficiency of defined business processes/activities ensuring that they are executed consistently and utilise curated and approved content.

Enable lawyers to be more efficient and/or improve the speed/quality of client service

General Efficiencies

Microsoft Copilot – Grounded in enterprise 365 data

Copilot orchestrates the delivery of information and data from MS Office 365 (at a firm and personal level) to the LLM at the time the request is made.



Business of Law

Review these invoices against our billing guidelines

Produce a first draft RFP in house style based on this project proposal

Draft a LinkedIn post based on the following information

Summarise feedback from delegates on a course, highlighting common themes

Produce a first draft job specification

Summarise these responses to our RFP, produce output in tabular format

Provide pricing options for my matter based on these margins

Analyse this client for potential conflicts, highlighting any key issues and summarising the sources reviewed

- Utilise the Copilot 365 capability
 - Add curated approved content to Copilot via plugins or connectors to the Microsoft Graph.
- Build your own solutions using 'toolkits'
 - Products using private instances of a LLM (GPT-4) but offering a platform and toolkit to support the prompt engineering and grounding techniques necessary to make the solutions applicable and useful.

It is also inevitable that legal technology vendors e.g., Onit, iManage, Intapp etc., will build GenAI into their solutions.

Practice of Law

Produce a first draft contract for client X utilising our contract standards.

Redraft this clause using our contract standards and based on this negotiating position.

Summarise the changes in this redlined contract. Identify legal risks I should be aware of.

Identify the relevant precedents and statutes for this case?

Upload contracts on third party paper and identify clauses that conflict with our policies.

Identify the critical dates and deadlines across these contracts and produce a table identifying those dates and deadlines.

Draft a preliminary outline of questions to use in a witness interview or during cross-examination.

GenAI solutions aimed at assisting lawyers to deliver legal work may require LLMs fine-tuned in legal content and/or grounded in large volumes of legal content. They will also use expert prompt engineering developed by trained lawyers.

Product solutions for practice of law use cases can be categorised as:

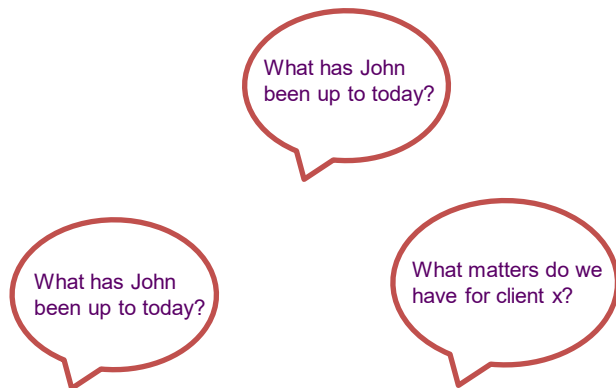
- End-to-end point solutions e.g., Luminance, Robin AI, DISCO, Consilio
- Generic ChatBot type tools e.g., Harvey, Lexis + AI, Springbok.AI, Spellbook, CoCounsel

Both these types of solutions utilise combinations of fine tuning with grounding and prompt engineering (embedded in legal 'skills').

Other solutions go further by utilising their repositories of paid for legal content through RAG e.g., Lexis Nexis, Thomson Reuters and LexConnect.

In all use cases content is key:

- For GenAI solutions aimed at specific business or legal tasks make sure the content is right for the use case. Access to unrelated or inappropriate content may reduce the quality and reliability of the output. For example, 'create draft proposal' should only access approved content such as case studies, CVs.
- For broader solutions such as MS Copilot aimed at general efficiencies ensure that information controls and governance are right. There is real risk of exposing confidential content to wrong resources.





Intersection of Business of Law and Technology

SCG Legal 2024 Midyear Meeting - Dublin
17 May 2024

Duane Pozza, Wiley

These written materials are accompanied by an oral presentation and intended to provide general news about legal developments, and should not be construed as providing legal advice or legal opinions. You should consult an attorney for any specific legal questions. The discussion today represents the presenter's personal views on the subject matter and is not intended to represent the views of Wiley Rein LLP or its clients.



Trustworthy AI Principles



- There is significant consensus forming around key principles for “trustworthy” and “responsible” AI
- Examples:
 - [OECD](#)
 - [NIST](#) AI Risk Management Framework

Accountability

- Who is accountable for making sure nothing goes wrong with uses of AI?
- Multiple participants in AI lifecycle: software developers, product developers, downstream users (even law firms!)
- Human oversight / “human-in-the-loop” is a key concept when dealing with algorithms
- Third-party vendor oversight is critical
- Legal responsibilities are in flux, but negative outcomes will result in consequences

Transparency

- What are requirements and best practices for disclosure that AI is being used?
- Ethical obligations are a key consideration
- And so are legal requirements – U.S. state law examples:
 - The [California Bot Law](#) creates chatbot disclosure requirements.
 - The [Illinois AI Video Interview Act](#) deals with use of AI analysis of video interviews.
 - The [Utah AI Policy Act](#) requires prominent disclosure of interaction with generative AI for regulated professions.

Avoiding Bias

- Addressing and mitigating potential AI bias is a key issue
- Existing laws apply
 - Anti-discrimination laws and regulations apply
 - Sector-specific laws: credit, housing, employment
- Biased data sets vs. algorithmic bias
- Third party testing proposals
- Data can be used not only to avoid bias but to promote fairness

Explainability

- When do you need to explain how AI generated a particular output or reached a particular conclusion? And can you?
- Different explanations may be appropriate in different contexts and for different audiences
- Explainability requirements are already in practice in some contexts:
 - For example, credit decisions

Privacy

- There are privacy and confidentiality risks with use of AI tools
- What is said in privacy policy of AI tools? What do AI users say about protection of private data when using third-party tools?
- Consent requirements and other laws apply to potential disclosure of data to third parties
- Use of personal data to train AI models is a particular regulatory focus in the U.S.
- End user opt-out rights are also a key issue in the U.S.

Safety/Security

- Identify key safety and security risks when using AI
- Risk assessments are critical to identify potential issues – including reputational and IP-related risks
- AI faces a range of cybersecurity threats – which pose both operational risk and legal risk in case of an incident
- Certain controls – e.g., internal access controls involving personal and confidential data – serve critical functions for both cybersecurity and privacy


- Adopt risk-based approach to identify and proactively mitigate AI risks
 - Ensure review processes throughout lifecycle of AI
 - Establish clear responsibility and accountability within organization
 - Ensure both technical and non-technical personnel are engaged
 - Establish incident response protocols and training
- Establish principles and policies with clear point of contact and review processes for policies
- Pay attention to “informal” guidance in addition to legal requirements

UNLOCKING EFFICIENCY IN LAW

Embracing Technology in the Business of Law: A Path to Enhanced Productivity and Efficiency

Exploring the intersection of technology and the legal field

Legal CMS and the evolution of it



Emergence and Early Adoption (1980s-1990s):

Initial versions of case management solutions were often on-premises systems and focused primarily on document

Robust Features and Industry-Specific Solutions (2000s-Present):

Incorporating features such as streamlined workflow, enhanced collaboration, and advanced

Integration of AI and Automation:

Traditional approaches are no longer sufficient to meet the demands of today's fast-paced legal environment.

Future Trends:

Continued integration of AI and other advanced technologies that continue to streamline legal processes, enhance decision-making, and foster

Legal CMS and the evolution of it

Legal practices are leveraging technologies like matter management software to automate up to 50% of tasks in areas such as corporate transactions, drastically changing how legal services are delivered and enhancing efficiency across the board.

- How to differentiate yourself?
- Increasing adoption of digital technologies to enhance legal practice efficiency.
- Focus on automation
- Importance of planning technology roadmaps based on business needs and process maturity to maximize ROI (Advanced Legal).

Data security as a focus in the digital age we live in

Ensuring the security of sensitive client and firm data becomes more challenging yet increasingly essential.

- Critical importance of cybersecurity, heightened by remote and hybrid work environments.
- Adoption of private cloud technology to enhance security protocols, crucial for protecting sensitive information

AI and possibilities for legal firms (with Microsoft)



- 1. Generative AI for Lawyers:** Microsoft is exploring the use of generative AI tools that can process language and generate useful text outputs such as client correspondence, contract terms, pleadings, legal advice memos, and other documentation.
- 2. Microsoft 365 Copilot:** Microsoft 365 Copilot is an essential legal AI for lawyers and law firms as it provides real-time intelligent assistance by automating activities such as summarizing and editing documents.

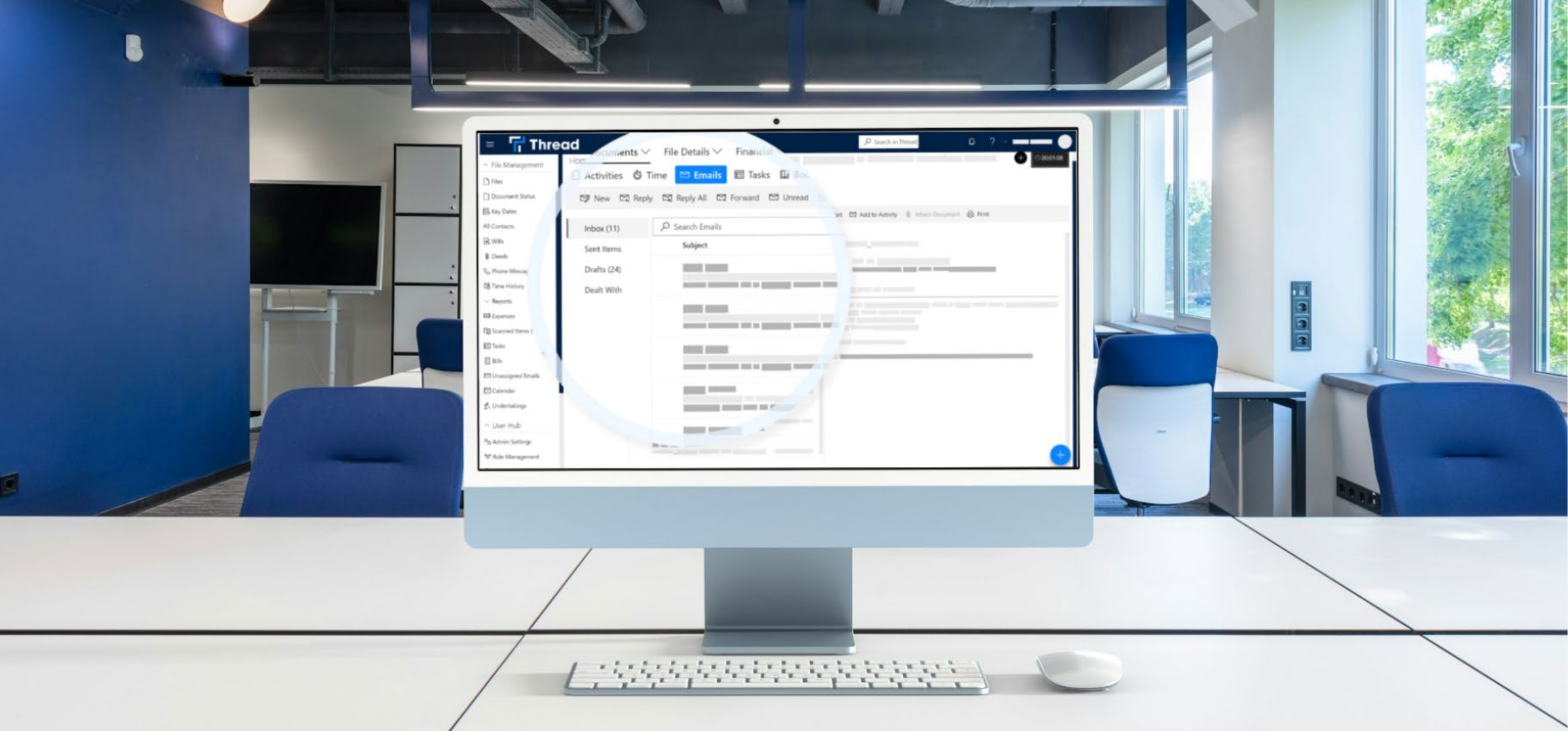
In addition, Copilot fits the compliance requirements of law firms as it adapts to the professional conduct rules and confidentiality requirements of the legal profession.

Embracing Technology with Thread Case Management Software

Beyond just integration.
This is Case Management built on Microsoft 365.

Microsoft CMS | Cloud | SharePoint | Data Security | ISO Compliant





Revolutionizing Legal Services

One lawyer at a time..

MILLS & REEVE

Achieve more. Together.

Benefits of Legal Case Management Software

01

Increased
Efficiency and
Productivity

02

Improved
Accuracy and
Reduced Risk

03

Enhanced Client
Services

04

Cost Reduction

05

Data Security
and
Compliance

06

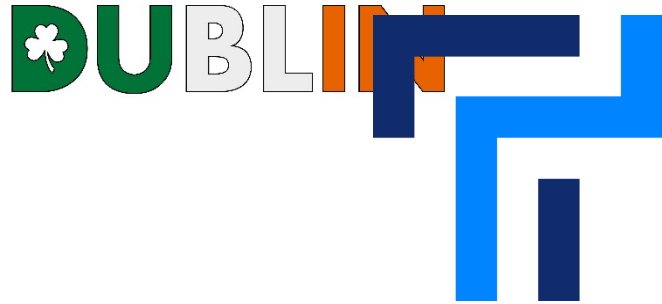
Competitive
Advantage

07

Scalability
and
Flexibility

SCGLEGAL®

A WORLDWIDE NETWORK OF LEADING LAW FIRMS



www.threadsoftware.com



Case Management Software

- Complete Case and Matter Management
- Time Tracking & Billing Management
- Personalised Tasks & Productivity Boards
- Automated Legal Templates
- Document Bundle Generator
- Secure Document Sharing
- Microsoft Azure Security
- Accounting and e-signature integrations



MILLS & REEVE

Achieve more. Together.

THE INTERSECTION OF BUSINESS OF LAW AND TECHNOLOGY

- **Shane Branagan**, Thread Legal Software (Ireland)
- **Alina Gorokhovsky**, SCG Legal (US: Washington, DC)
- **Duane Pozza**, Wiley (US: Washington, DC)
- **Simon Thompson**, Mills & Reeve (UK)

NAVIGATING EXCELLENCE: INSIGHTS FROM LEGAL INDUSTRY LEADERS

- **Wayne Egan**, WeirFoulds (Canada: Ontario)
- **Douglas Gold**, Mitchell Silberberg & Knupp (US: Los Angeles, CA)
- **Ooi Bee Hong**, Rosli Dahlan Saravana Partnership (Malaysia)
- **Justin Ripman**, Mills & Reeve (UK)

NETWORKING BREAK

11:00 – 11:15



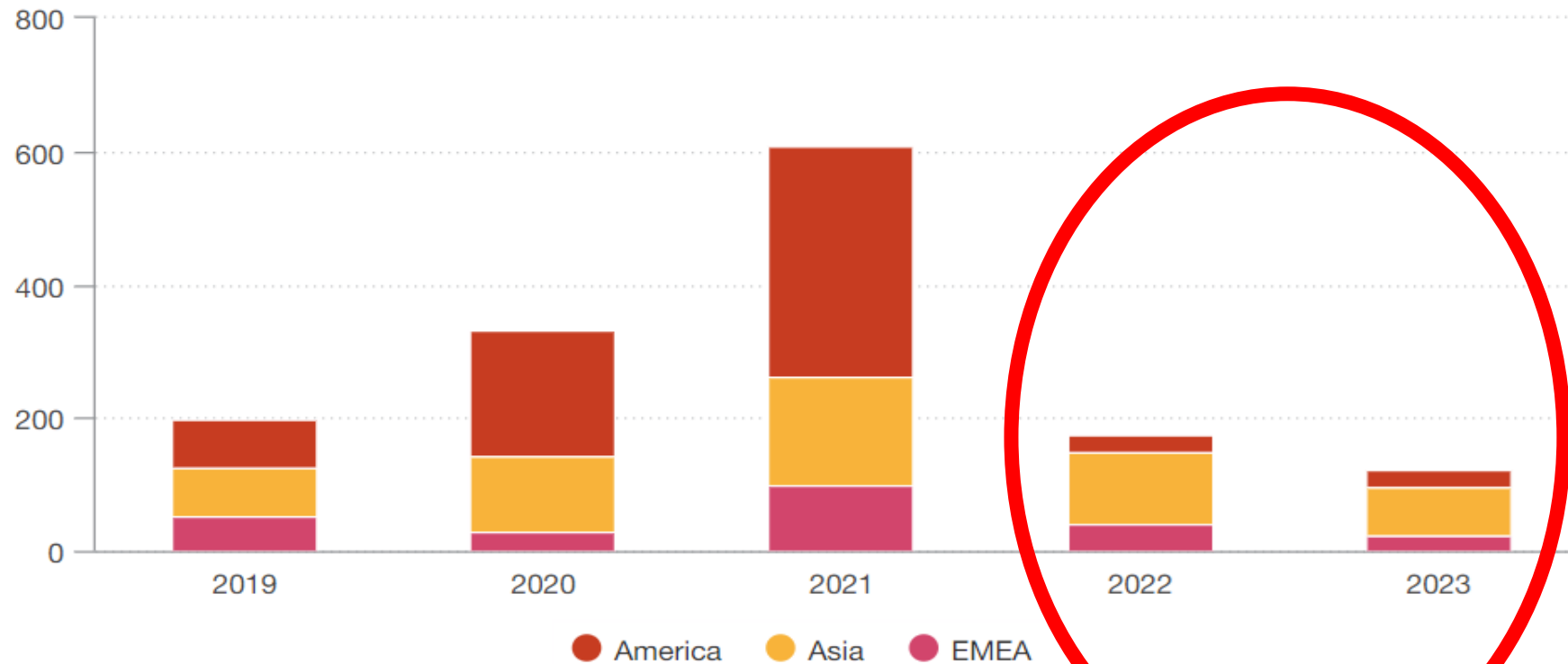
MERGING WORLDS: M&A ACTIVITY AND TRENDS

- **Laura Gilbride**, PwC Ireland
- **Debby McKey-Durán**, Sánchez Devanny (Mexico)
- **Shaun O'Shea**, Beauchamps (Ireland)

Global M&A Industry Trends: 2024 Outlook



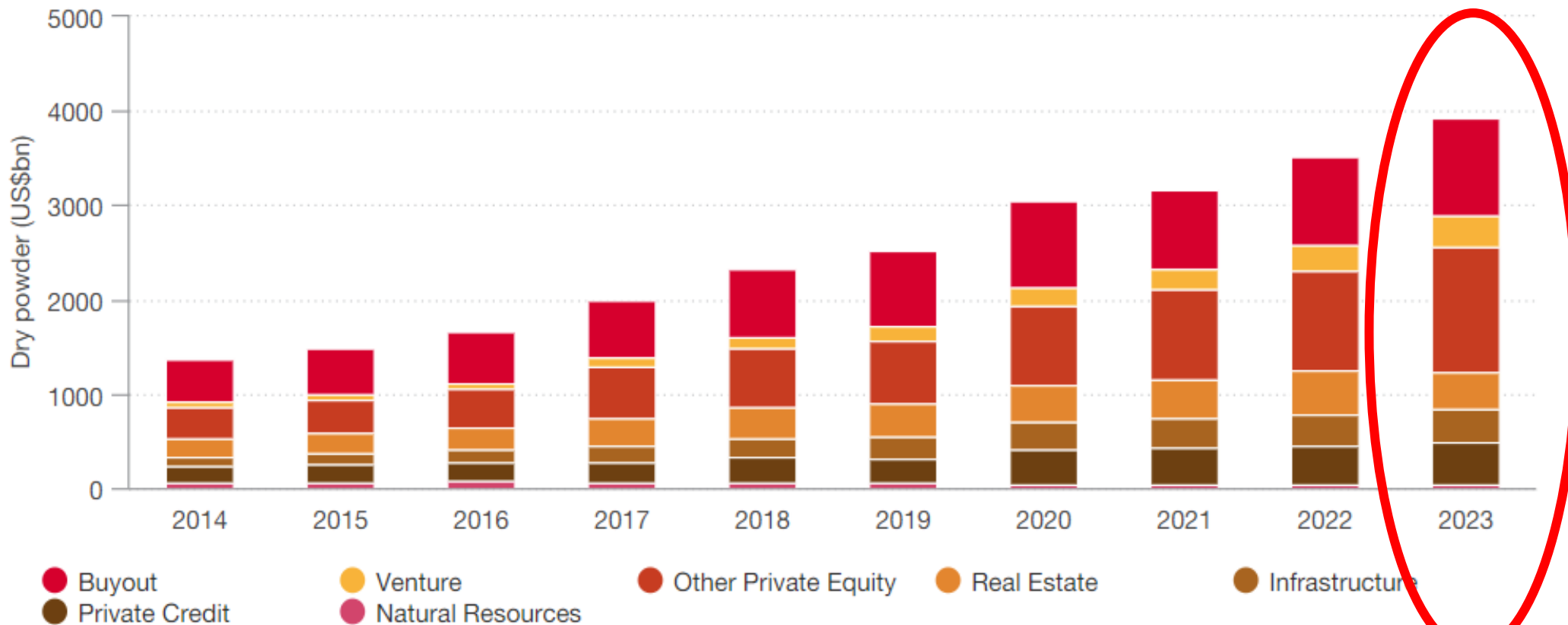
IPO proceeds by region (2019 to 2023)



Source: Dealogic as of 31 December 2023

Private capital dry powder by fund strategy, 2014-2023

\$3.9trn



Note: Other Private Equity includes growth, balanced, fund of funds, secondaries and others
 Source: Preqin

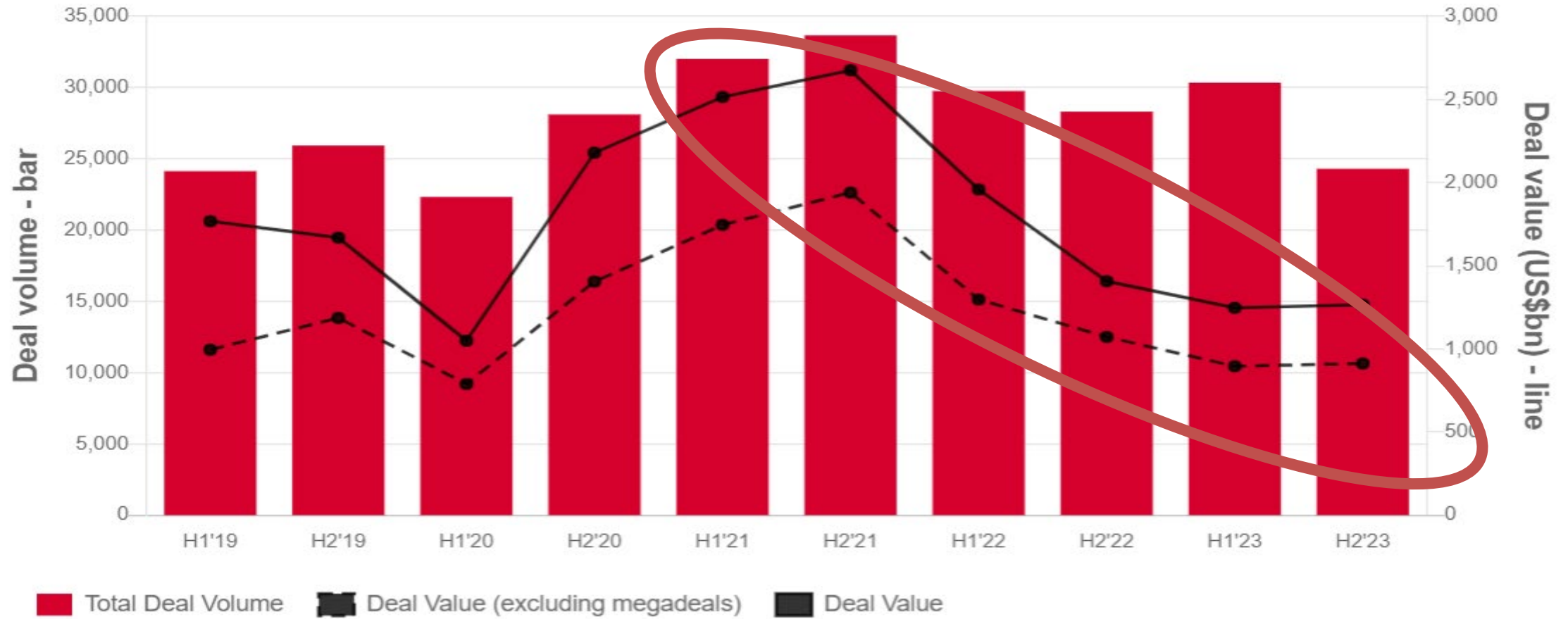
45%

of CEOs believe their company will not be viable in ten years if it stays on its current path.

60%

of CEOs plan to make at least one acquisition in the next three years.

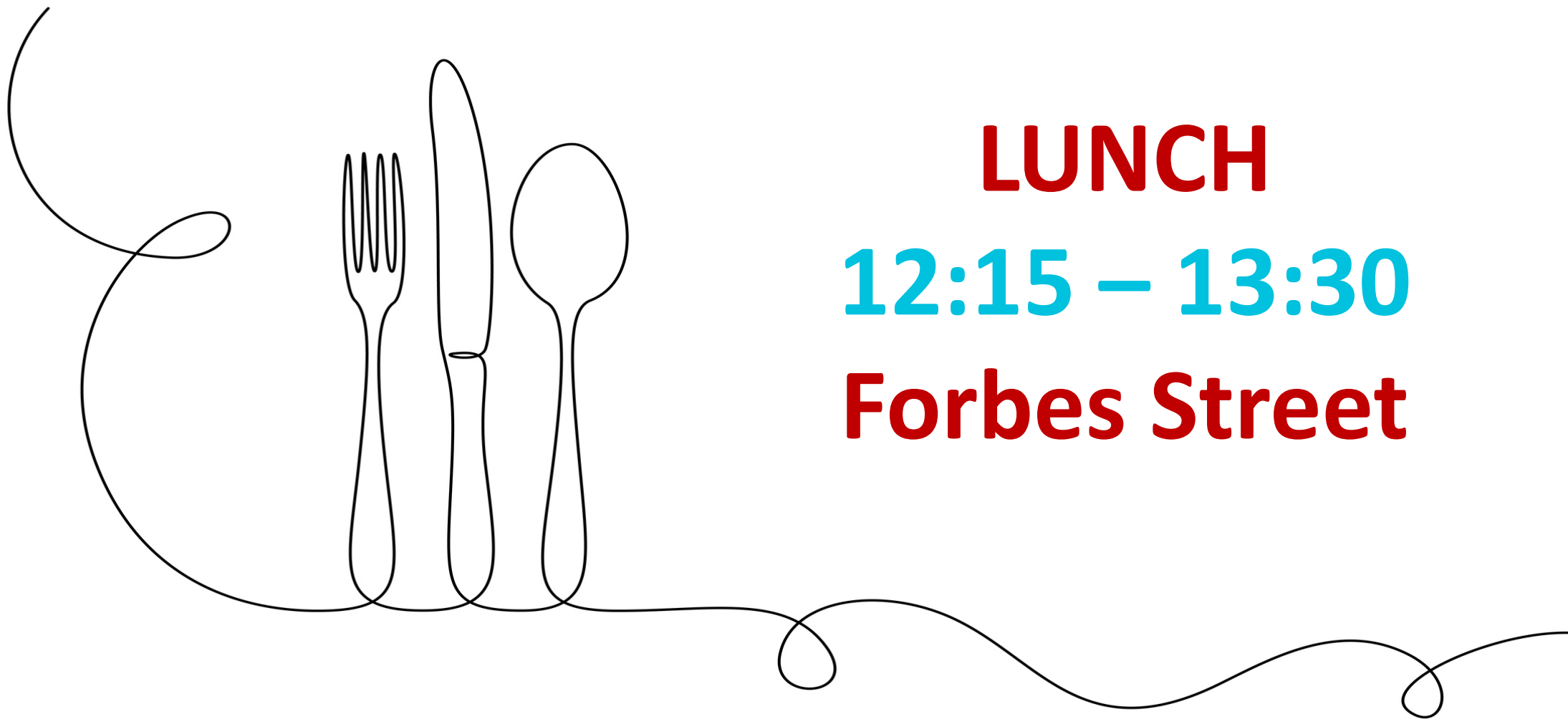
Source: PwC's 27th Annual Global CEO Survey



Sources: LSEG and PwC analysis

MERGING WORLDS: M&A ACTIVITY AND TRENDS

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- **Debby McKey-Durán**, Sánchez Devanny (Mexico)
- **Shaun O'Shea**, Beauchamps (Ireland)



LUNCH
12:15 – 13:30
Forbes Street

LEGAL PRACTICES IN HIGHER EDUCATION WORLDWIDE

- **Vinita Bahri-Mehra**, Kegler Brown Hill + Ritter (US: Ohio)
- **Pat McInerney**, Beauchamps (Ireland)
- **Martin Priestley**, Mills & Reeve (UK)
- **Maxime Seno**, Veil Jourde (France)

Academic Collaborations with International Institutions

KEGLER
BROWN
HILL+
RITTER

*Presented by Vinita Mehra
May 17, 2024*

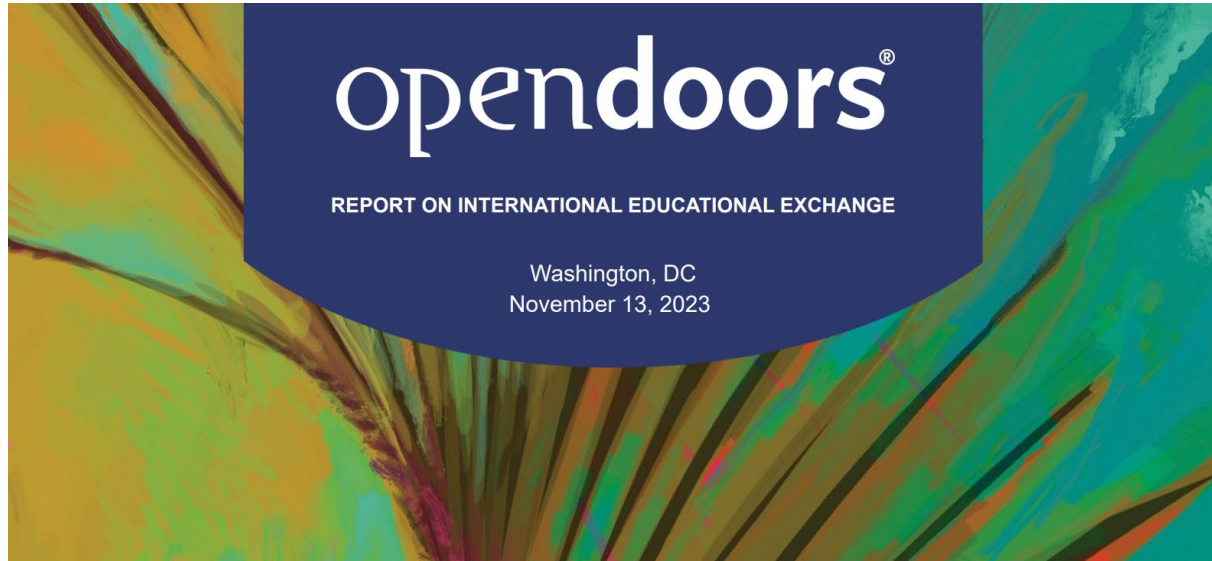


**Colleges + universities
have long sought partnerships
with institutions around the
globe to facilitate student
exchanges, faculty research
collaborations + other
activities**



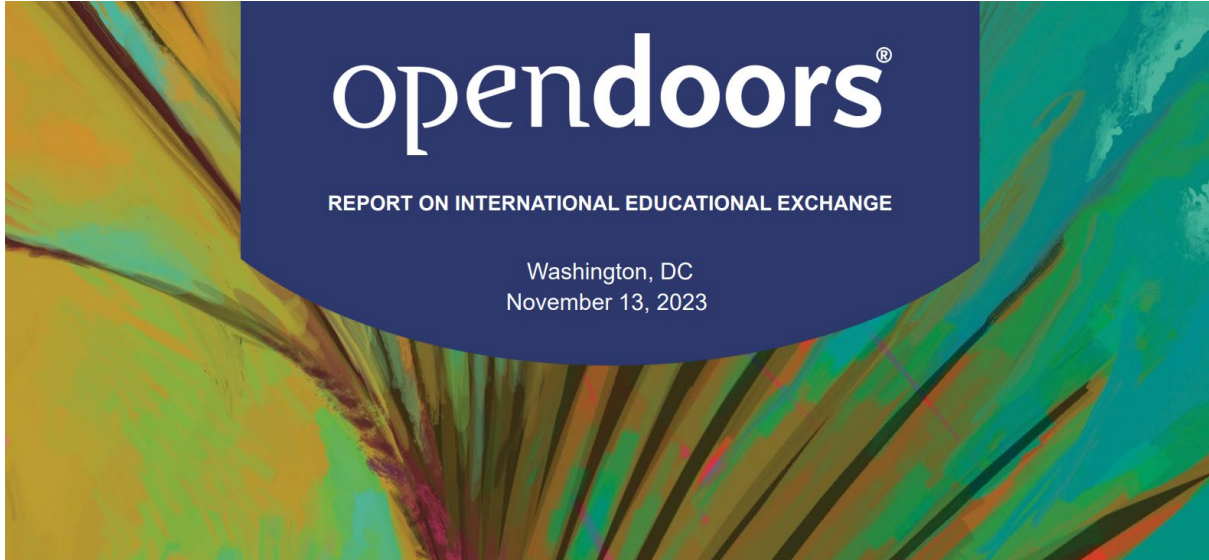
As part of efforts to advance comprehensive internationalization, many institutions are seeking to become more strategic in identifying international partners + cultivating multifaceted relationships that grow over time and advance broad institutional goals





2023

- Study abroad bounces back during the 2021/2022 academic year
- Study abroad programs in Europe rebounded faster than other world regions
- Nearly half of study abroad in 2021/22 occurred during the summer term



2023

The U.S. hosts over 1 million international students

New international student enrollment surpassed pre-pandemic levels

International student enrollments increased across all academic levels

China + India remain leading places of origin among international students at U.S. colleges/universities

Most leading places of origin experienced rebounds

All major fields of study noted increases



Illustrative EXAMPLES

Exchange Programs – Students + Faculty

Exchange of Academic Materials

Research Projects

Collaborative Symposia, Workshops + Lectures

Overseas Delivery of Courses + Staff

Professional Development of Faculty + Staff

Consulting + Technical Assistance

Degree-Granting Collaborative Education
Programs

Certificate Programs/Micro-credentials



Contract TEMPLATES

Memorandum of Understanding
with an International Institution

Memorandum of Agreement
with an International Partner

Collaboration + Services Agreement

2+2 Agreement with International Institution

A close-up photograph of a person's hand holding a silver and black pen, pointing at the touchpad of a laptop. The background is blurred, showing a person in a light-colored shirt and a green plant. The image is used as a background for a text overlay.

Memorandum of Understanding with an **International Institution**

Show leadership approval to actively explore collaboration opportunities without financial commitment or liability



Memorandum of Understanding with an **International Partner**

Formal document to commemorate a new relationship with an international institution or organization

Provides an opportunity for the U.S. stakeholder to enter a new market while allowing the international partner to determine if the U.S. partner is a good institutional fit

A close-up photograph of a person's hand holding a silver and black pen, pointing at the touchpad of a laptop. The background is blurred, showing a person in a white shirt and a green plant. The text is overlaid on the left side of the image.

Collaboration + Services Agreement

This agreement introduces the U.S. institutional offering to the campus community of the international institution through on-site, non-credit instruction

2+2 Agreement with International Institution

Allows each institution to manage its individual programming + administration while providing for a shared responsibility during a student's handoff from one institution to the next

Usually, these agreements contemplate the transition of a student attending an international institution to the U.S. institution

This agreement could further be modified to provide for a joint degree program





We partner with educational institutions to drive understanding of global markets and to optimize and operationalize their missions and strategic plans. Our core legal services include working closely with our clients to:

Assist in developing a strategic international plan

Assess global services capabilities through international educational programs

Refine international recruitment + retention practices

Manage offshore projects

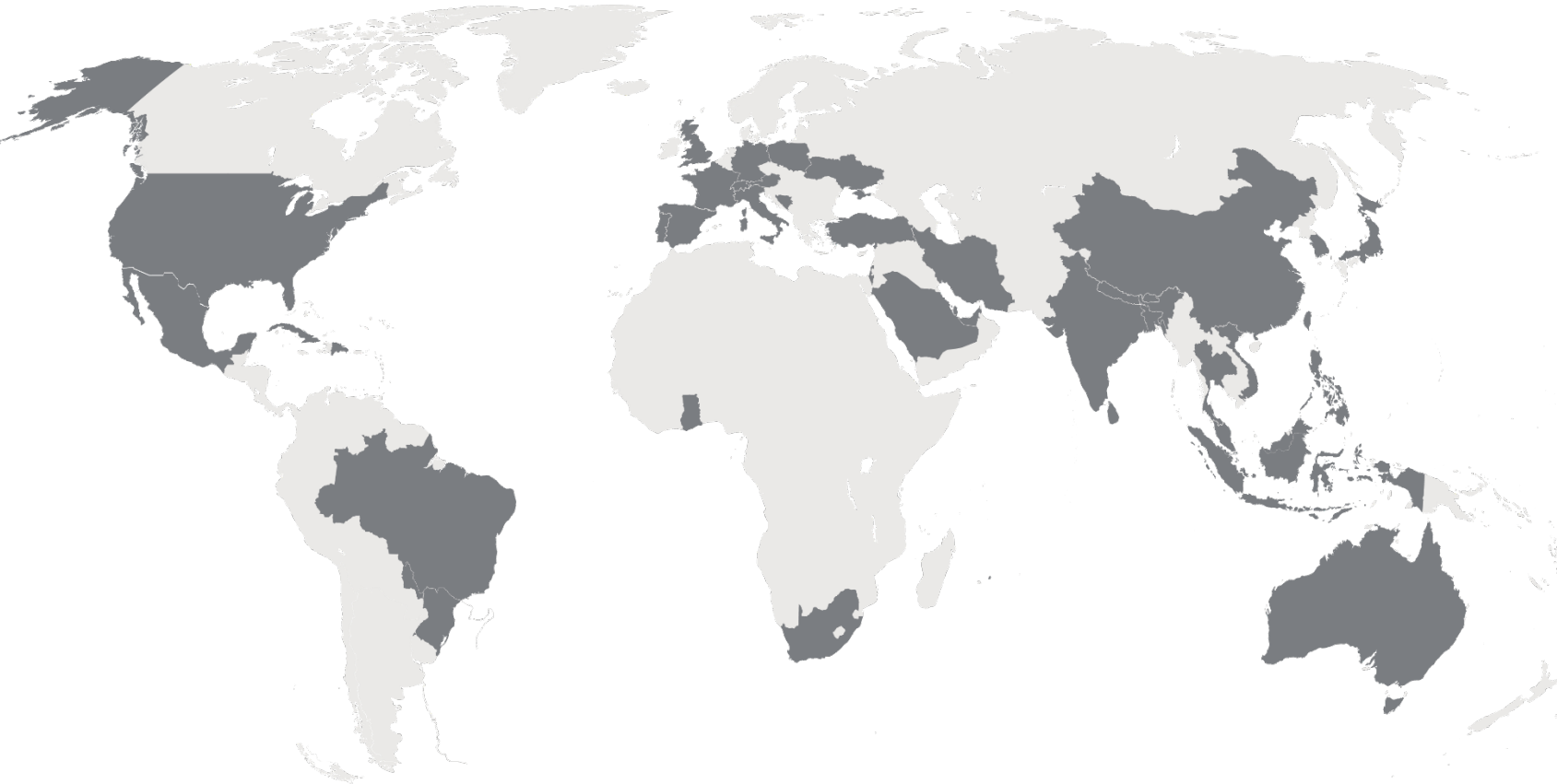
Consider + model new market entry strategies

Understand international cultural considerations

Deliver training + education for organization executives

Devise strategies for online education programs

Project LOCATIONS



- Australia
- Austria
- Bangladesh
- Bhutan
- Brazil
- China
- Croatia
- Cuba
- England
- France
- Ghana
- Germany
- Haiti
- India
- Indonesia
- Iran
- Israel
- Italy
- Japan
- Luxembourg
- Malaysia
- Mauritius
- Mexico
- Nepal
- Oman
- Philippines
- Poland
- Portugal
- Qatar
- Saudi Arabia
- Singapore
- Spain
- South Africa
- South Korea
- Sri Lanka
- Switzerland
- Taiwan
- Thailand
- Turkey
- Ukraine
- UAE
- United Kingdom
- United States



Q&A



Vinita Mehra

Director + Leader, Global Business +
Global Education

Kegler Brown Hill + Ritter
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(614) 255-5508

**THANK
YOU!**

Higher Education- UK perspectives

Martin Priestley

Dublin, Friday 17th May 2024



UK revenues from education-related exports - \$35.05 billion (source: UK govt, 2021 figures)

Economic output of universities estimated at \$145.73bn (source: London Economics)

Total net impact on UK economy of international students in 2020/21 estimated at \$46.99 bn per cohort (source: London Economics)

Russell Group generates nearly \$48bn through, research, innovation, start-ups (source: Russell Group/London Economics, 2024)



UNIVERSITY OF
BIRMINGHAM



The University of
Nottingham



UNIVERSITY OF
CAMBRIDGE



MILLS & REEVE
Achieve more. Together.



A “triangle of sadness”?

Funding

Value of tuition fees and student debt

International student numbers

Brexit

Geopolitical challenges

“City St. George’s merger to create “powerhouse” (The PIE news Feb 28, 2024)”

“English v-cs believe mergers will rescue failing universities”

“PA Consulting survey finds many leaders see outright university closures as ‘politically and socially unconscionable”” THE January 17, 2019

“Anglia Ruskin merger ‘secures sustainable future’ for Writtle Multi-campus eastern institution announces union with land-based college” (July 13, 2023)

Financial covenants

University estates

UKVI and international students

What would happen if a university became insolvent?

Universities are experiencing increasing economic headwinds in an environment which gives them little room for manoeuvre. Our cross-disciplinary taskforce is here to help.

Scan the QR code to find out more.



Higher Education (Freedom of Speech) Act 2023

Campus protests

Office for Students

European research funding

Erasmus and Turing schemes

Future EU-UK youth mobility scheme?

Thank you



Martin Priestley
Partner, Head of Education
T: +441133888443
M: +447483170395
E: martin.priestley@mills-reeve.com



LEGAL PRACTICES IN HIGHER EDUCATION WORLDWIDE

- **Vinita Bahri-Mehra**, Kegler Brown Hill + Ritter (US: Ohio)
- **Pat McInerney**, Beauchamps (Ireland)
- **Martin Priestley**, Mills & Reeve (UK)
- **Maxime Seno**, Veil Jourde (France)



FIRESIDE CHAT

CYBERSECURITY INSIGHTS: LESSONS LEARNED FROM LAW FIRM BREACHES

- **Erika Carrasco**, Field Law (Canada: Alberta)
- **Stephan Menzemer**, GvW Graf von Westphalen (Germany)

DIVERSITY, EQUITY, & INCLUSION EXCELLENCE: IMPLEMENTING BEST PRACTICES FOR MAXIMUM IMPACT

- **Michele Bisceglie**, SCG Legal (US: Washington, D.C.)
- **Celeste Bruce**, Rifkin Weiner Livingston (US: Maryland)
- **Sophia Makris**, McGinnis Lochridge (US: Texas)
- **Tom Pickthorn**, Mills & Reeve (UK)

**#RAPIDiNSIGHTS | REBUILDING UKRAINE:
ADVANCEMENTS IN ENERGY
AND INFRASTRUCTURE DEVELOPMENT**

Sergiy Oberkovych
GOLAW
(Ukraine)



**ADVANCEMENT IN ENERGY
AND INFRASTRUCTURE
DEVELOPMENT**

UKRAINE

UKRAINE'S ENERGY SECTOR HAS BECOME THE SECOND FRONT LINE.

AS A RESULT OF ENEMY ATTACKS, THE ENERGY INFRASTRUCTURE **NEEDS**
TO BE RESTRUCTURED ACROSS THE ENTIRE CHAIN FROM GENERATION
TO TRANSPORTATION, TRANSMISSION AND DISTRIBUTION.

THE SCALE OF THE DESTRUCTION CAUSED BY THE WAR,
THE COST OF REBUILDING THE ENTIRE INFRASTRUCTURE
IS ESTIMATED AT **\$486 BILLION.**

THE NUMBERS ARE IMPRESSIVE, BUT THE RECONSTRUCTION
IS NOT ONLY A FINANCIAL BURDEN, BUT ALSO A UNIQUE
OPPORTUNITY FOR THE COUNTRY TO MOVE TOWARDS
ENVIRONMENTALLY SUSTAINABLE DEVELOPMENT.

THE ELECTRICITY MARKET IN UKRAINE

On July 1, 2019, as part of the mandatory conditions for European integration, which included the “third energy package,” the new electricity market has been introduced in Ukraine.

Electricity market participants include: an aggregator, a producer, an electricity supplier, a trader, a transmission system operator, a distribution system operator, a small distribution system operator, a market operator, a guaranteed buyer, an energy storage facility operator, and a consumer (including an active consumer).

COMPONENTS OF THE ELECTRICITY MARKET

The ancillary services' market - the market operator purchases ancillary services to ensure the sustainable and reliable operation of the Integrated Power System of Ukraine.

The market of bilateral contracts - the sale and purchase of electricity is conducted on the basis of bilateral contracts (trading for months and years).

The day-ahead market - purchase and sale of electrical energy is carried out on the next day.

The intraday market - purchase and sale of electrical energy is carried out continuously during the day of physical supply of electrical energy.

The balancing market - a participant submits an application to the operator to increase/decrease its load in order to sell/purchase electricity (real-time trading), designed to ensure stable and reliable operation of the Integrated Power System of Ukraine.

The retail electricity market - purchase and sale of electricity between the electricity supplier (electricity suppliers) and the consumer (for own consumption).

RECENT POSITIVE CHANGES TO ENERGY REGULATIONS

1. Implementation of guarantees of origin of electricity
2. Corporate PPAs in Ukraine
3. The withdrawal from the balancing group of the State Enterprise “Guaranteed Buyer” is transparently regulated.
4. Introduction of the new mechanisms for stimulating RES producers: market premium, ensuring price stability, and self-production mechanism.
5. Opening of electricity exports by the Guaranteed Buyer.
6. Opening of biomethane exports.

INNOVATIONS IN THE ENERGY SECTOR

Energy Storage System

With the adoption of Law of Ukraine No. 2046-IX on June 16, 2022, the issue of using energy storage system in Ukraine is regulated at the legislative level.

Biogas plant

Leading Ukrainian agricultural enterprises operating biogas plants:

- MHP (Myronivsky Hliboproduct) agricultural holding - operates biogas plants using organic poultry waste;
- Goodvalley Ukraine agricultural holding - produces energy for a pigfarm;
- Gals Agro agricultural holding - produces energy using waste from sugar factories and a pig farm.

Smart Grids

On October 14, 2022, the government approved the Concept for the Implementation of Smart Grids in Ukraine until 2035.

As of today, the telemechanization of substations and the installation of smart meters is underway, the implementation of pilot projects for the installation of reclosers, the introduction of metering, the development of micro grids, the creation of a fleet of mobile substations, etc., also the introduction of regular seminars and conferences on the implementation of “smart networks”.

THE CURRENT STATE OF INFRASTRUCTURE IN UKRAINE

DESPITE CONSTANT ATTACKS FROM RUSSIA, UKRAINE HAS DEMONSTRATED ITS RESILIENCE IN INFRASTRUCTURE DEVELOPMENT.

1. Positive developments in the field of logistics:
 - Increasing the capacity of the Danube route.
 - There is an expansion and modernization of land transport corridors, especially railway transport.
2. Modernization of the telecommunications
3. The energy system is being prepared for possible blackouts.

INVESTMENT CLIMATE IN UKRAINE: INSURANCE

POSSIBILITIES OF INVESTMENT INSURANCE IN CONDITIONS OF MILITARY THREAT:

Insurance against military risks from international partners: investment insurance against military risks is available through specialized organizations such as the U.S. International Development Finance Corporation (DFC), the Multilateral Investment Guarantee Agency (MIGA) and the UK Export Finance (UKEF), export credit agencies of France, Britain, Italy, the Netherlands, Germany, Sweden, Spain, Austria, Denmark, Israel and Poland also provide coverage for military risks for their companies.

Insurance against military risks from the Ukrainian government: On February 5, 2024, the Financial Stability Council at its meeting agreed on a concept note for the creation of a fully functional war risk insurance system in Ukraine, which is now at the approval stage.

Insurance against military risks from Ukrainian companies: private insurance companies involved in insuring property against war risks, however, they do not insure infrastructure facilities in general against war risks.

INVESTMENT CLIMATE IN UKRAINE

The EU has created an the Ukraine Investment Framework – a financial instrument and an integral component of the Ukraine Facility.

UIF provides several investment mechanisms:

- provision of guarantees for 7.8 billion euros. (to partially cover the risks of implementing large-scale investment projects).
- provision of grants, blended financing and technical assistance for 1.5 billion euros.

Support under the UIF will be available to both private and public investment projects.

UKRAINE IS ON THE PATH TO IMPLEMENTING EUROPEAN
PRINCIPLES OF OPERATION OF ENERGY MARKETS
AND THE ECONOMY AS A WHOLE, INCREASING
THE LEVEL OF TRANSPARENCY AND FLEXIBILITY,
AND, ACCORDINGLY, INVESTMENT POTENTIAL.

THANK YOU FOR YOUR ATTENTION!

SERGIY OBERKOVYCH

Senior Partner, Attorney at law
s.oberkovych@golaw.ua

GOLAW



NETWORKING BREAK

15:50 – 16:10



#RAPIDiNSIGHTS | INSIDER'S VIEW:
NAVIGATING ISRAELI BUSINESS ENVIRONMENT
AMIDST POLITICAL CHALLENGES

Stephen Barak Rozen
Amit, Pollak, Matalon & Co
(Israel)



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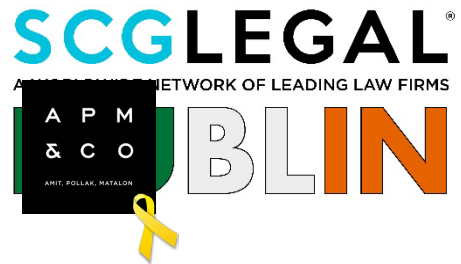
Israel after October 7th

The impact of the Israel-Hamas War on the 'Start-Up Nation'

Adv. Stephen Barak Rozen
Partner and Head of International Relationships



- 1) October 7, 2023
- 2) Geopolitical Background
- 3) Israel Today
- 4) Economic Impact and Projections



10/7

October 7, 2023 and the days that followed

3,000+

rockets fired at towns
and villages across over
Israel over the span of a
few hours

3,000+

terrorists infiltrated
Israel, followed by
hundreds of Gazan
civilians

over 1.,200

Israelis and foreign
nationals murdered;
more than 250
abducted to Gaza

The most Jews murdered in a single day since the Holocaust



Terrorists from Gaza entering Israel on pickup trucks



A street of burned-down homes in Kibbutz Beerli



A family home riddled with bullet holes

The aftermath of the Hamas attack on the civilian population in Southern Israel - 36 children, including babies, were murdered and 116 lost one or both of their parents.

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Hamas also attacked the Israeli Supernova music festival. Over 30 people were abducted from the festival. Sexual warfare was widespread.



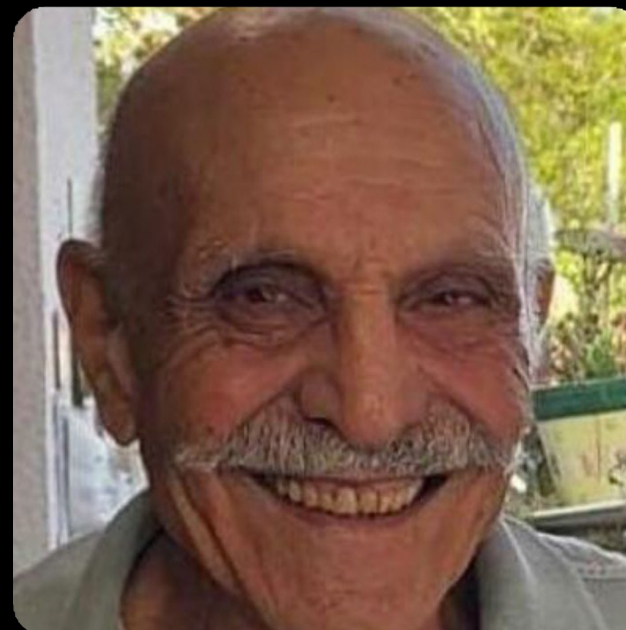
Adina Moshe, 72, being abducted by terrorists on a motorcycle. Adina was released on November 24, 2023 together with 12 other women and children in exchange for 39 terrorists released from Israeli prisons



Yaffa Adar, 85, being abducted by terrorists. She later explained that she knew her family would be watching and did not want to show any fear. She was released from captivity together with Adina.



Arie Zalmanovich, 85, from Kibbutz Nir Oz was abducted on October 7 and later **murdered** by his kidnappers. His body remains in Gaza.



Shlomo Mansour, 86 from Kibbutz Kissufim was abducted on October 7. He **remains captive in Gaza**; no information was received on his condition and he was not visited by the Red Cross at any time during his captivity.

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Kfir Bibas - the youngest Israeli hostage - "celebrated" his first birthday in Hamas captivity



The Bibas family was kidnapped on October 7. Shown here is the mother, Shiri (32), with her two children - Ariel (4) and Kfir (9 months)



The Bibas family in happier times



Burned cars of the Nova festival participants being searched for human remains



Noa Argamani, 26, being kidnapped from the Nova festival with her partner Avinatan Or; **they are still in Gaza**. Noa's mother is dying from brain cancer and hopes to see her only daughter back home before she passes.



The aftermath of the Hamas attack on the Nova festival; 379 people were murdered



Sexual assault and torture against men, women and children was widespread and in March 2024 the UN Special Representative on Sexual Violence in Conflict released a report confirming she has found convincing evidence of such crimes



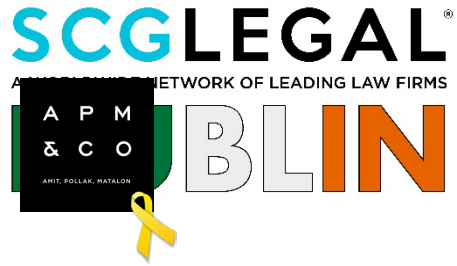
Amit Soussana, 40, being kidnapped from Kfar Aza, shown fighting her captors. She was released on November 30, 2023 and in March 2024 she bravely came forward to share her experiences in captivity, which included sexual assault.



Naama Levi, 19, being dragged by a terrorist through the streets of Gaza. She remains a hostage. Like the rest of the hostages, she has not been visited by the Red Cross or any other international organization.

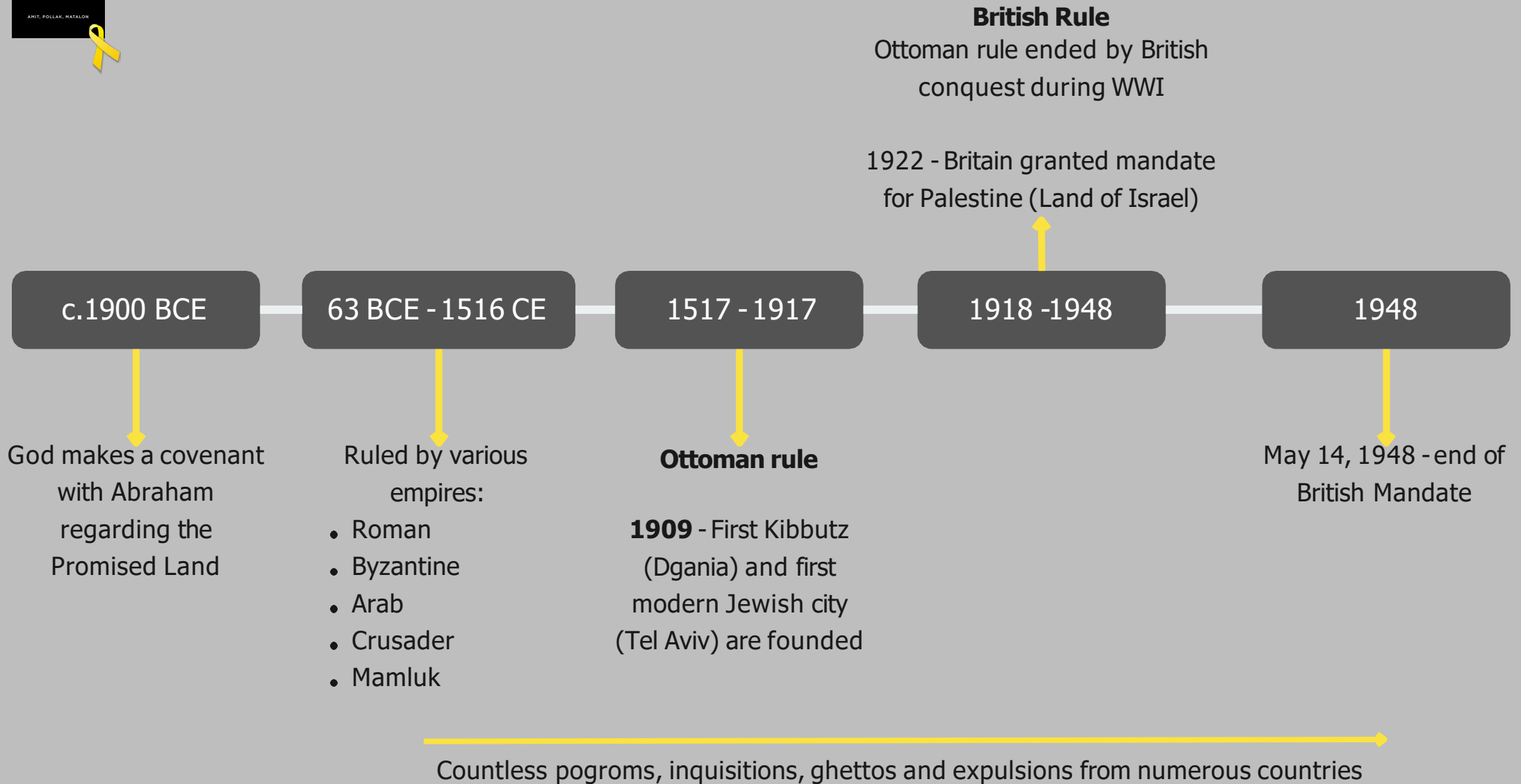


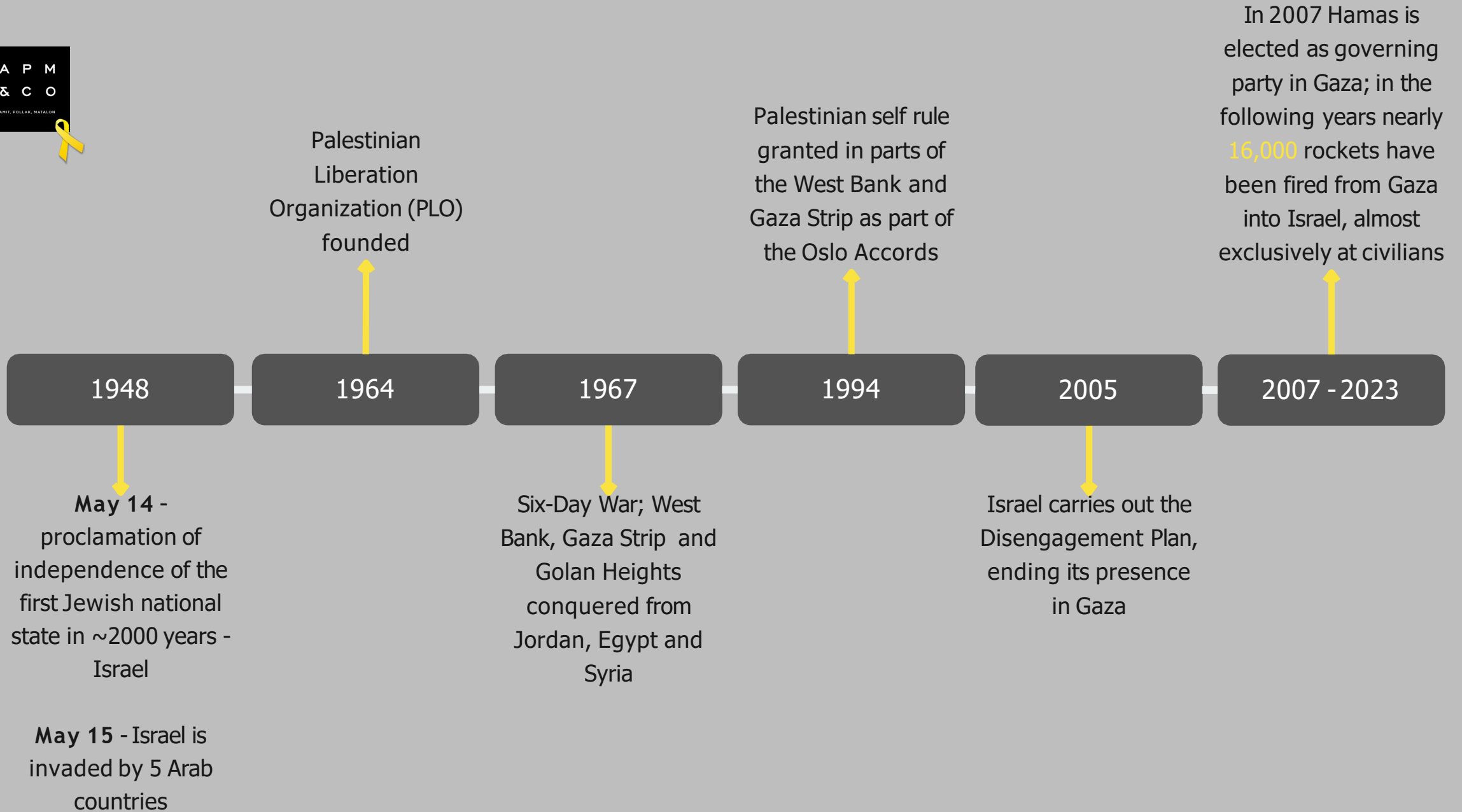
Hamas uses **UN and civilian infrastructure** for its operations



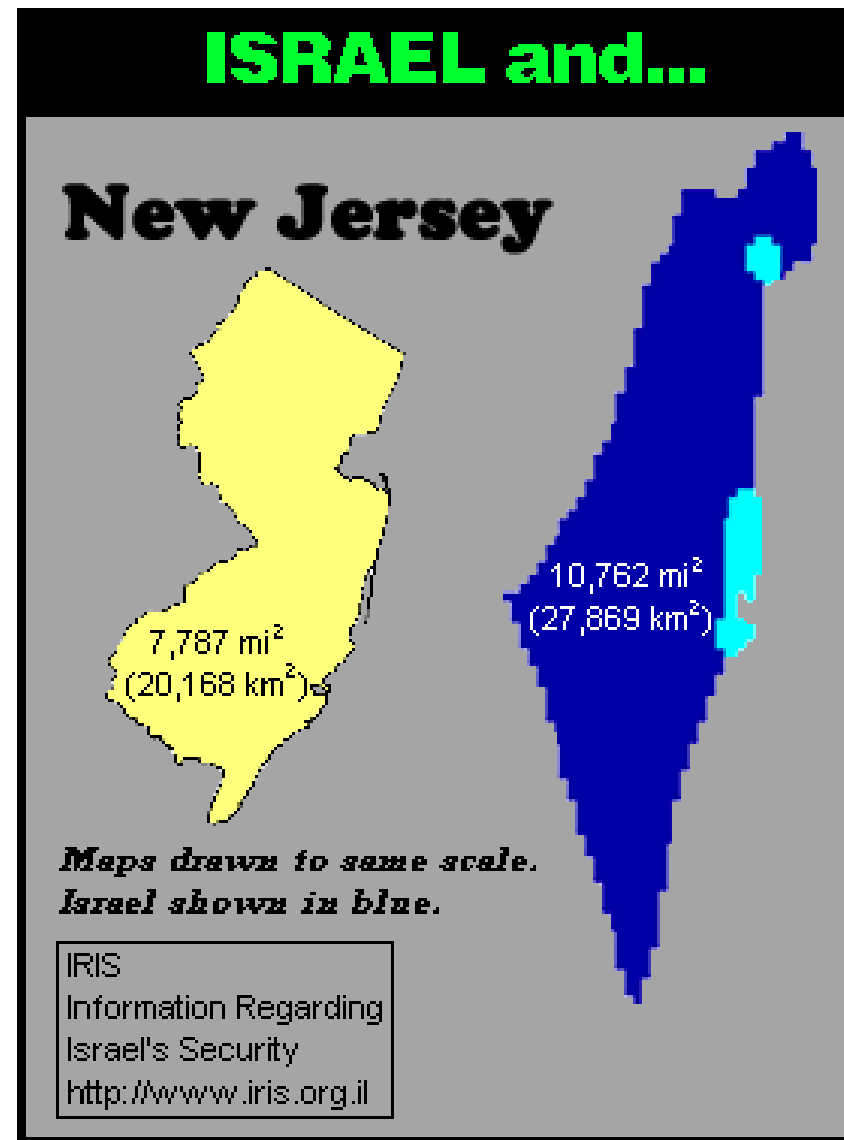
Geopolitical Background

A (very) short history of the conflict





Comparison of the size of Israel vs. New Jersey





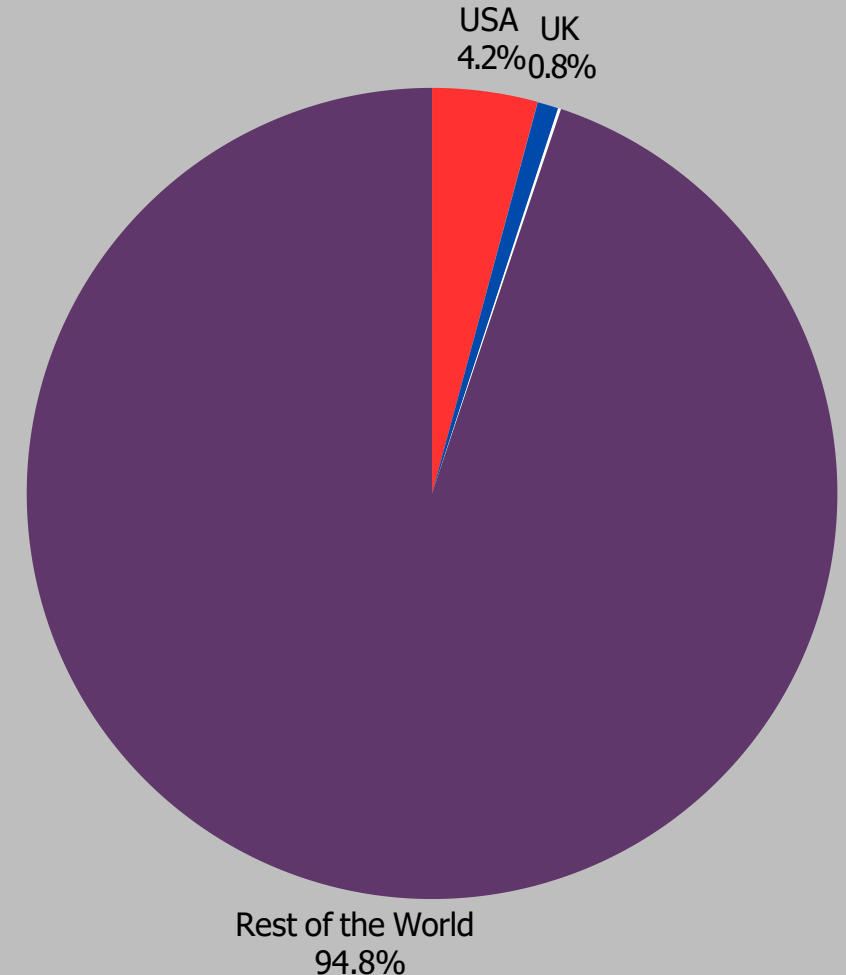
Israeli Population

USA - ~333 million

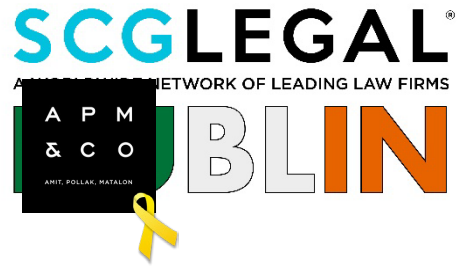
UK - ~67 million

Israel - ~10 million

Rest of the World - ~7.54 billion







Israel Today

The aftermath of October 7th

132 hostages remain in Gaza
of which **36** are estimated deceased.

In March 2024 Liri Elbag's (19) family received news that the IDF identified the room where she was held together with other hostages; it is a child's room, complete with a pink wardrobe and little girl's clothes; the intelligence obtained clearly indicates Liri was being held by a family.



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During the night between April 13 - 14, 2024, Iran launched a massive attack on Israel, which included more than **120** ballistic missiles, **170** UAVs and over **30** cruise missiles. Most were intercepted, but some damage was caused to an Israeli airforce base and several towns; one 7-year-old girl from the Bedouin community was severely injured.



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There is active combat on the Israeli-Lebanese border, with the Hezbollah terrorist organization - an Iranian proxy and an official part of the Lebanese government - leading the charge.

Since October 2023, ~100,000 Israelis have been evacuated from their homes located near the Lebanese border, due to active targeting of civilian areas.



While refusing all recent cease-fire offers made by Israel so far, Hamas continues to release hostage videos; most look malnourished, some severely injured. During the Passover holiday, Hamas released scripted videos of 3 hostages.



Hersh Golberg-Polin (23), whose left arm was amputated during the October 7 attack



Keith Siegal (64) and Omri Miran (46)



The Israeli public is extremely resilient, but the long war and the hostage crisis are taking a toll on everyone; despite that, most Israelis are striving to carry on their daily routine, with the view of maintaining the economic and social structure, while hoping for the return of peace, security and most of all - the hostages.

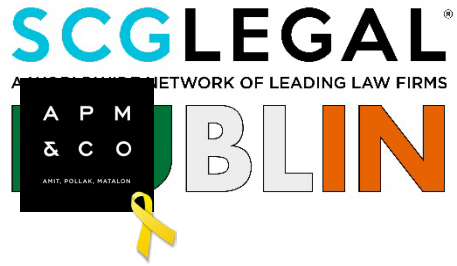


Israelis at a Park during Passover



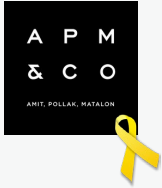
Israel waiting for the hostages' return





Economic Impact and Projections

The impact of October 7th on the Startup Nation



The Israeli high-tech industry is one of the corner stones of the Israeli economy; it is responsible for over 25% of the tax revenue, while employing approximately 10% of the country's workforce and represents over 50% of all exports.

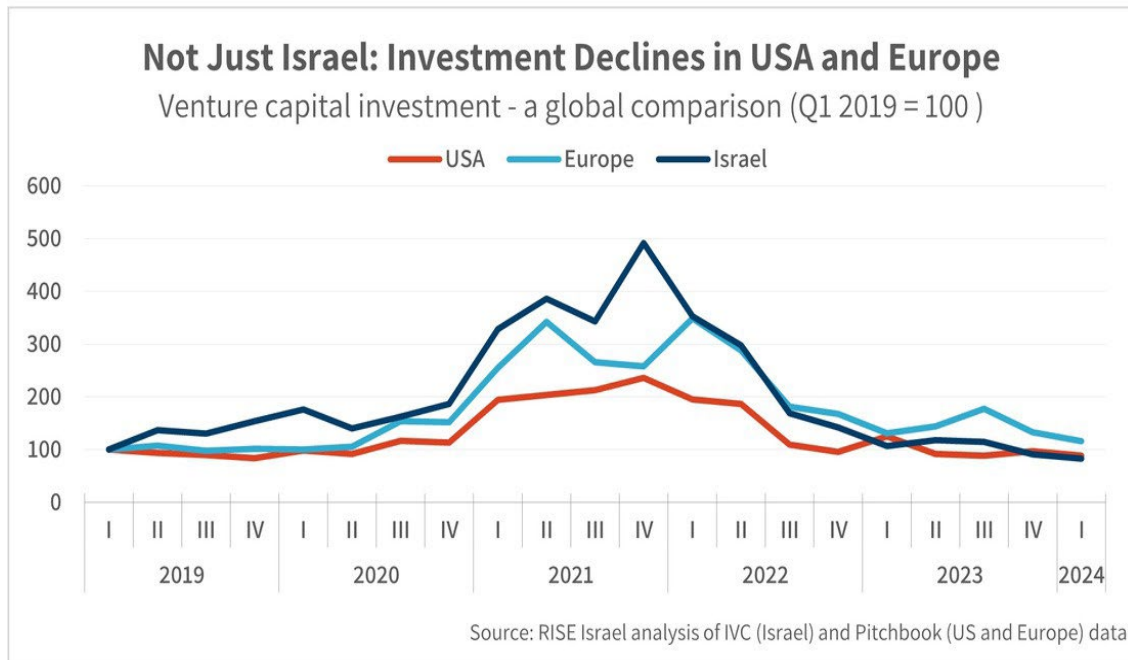


Right before October 2023, there were an estimated 9,000 active startup companies in Israel (third-highest in the world, after Silicon Valley and NYC).

The Israeli high-tech industry is heavily reliant on foreign investments (estimated to be around 80% of all invested funds).



In keeping with global trends, 2023 saw a significant decrease in investments in the Israeli high-tech industry; however, a report published in the beginning of the year (by RISE Israel) indicated that the Israeli market was impacted almost twice as much as the US market and more significantly than the European market.



While we see a change in the global trend with more funds being raised by VCs and invested in new companies, the Israeli market continues to deal with unique challenges.

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The **main challenges** for Israeli startups include the following:

- the war **intensified existing trends** (less investments, especially from foreign VCs in particular);
- **geopolitical challenges** coupled with **war-related relief efforts** of local players severely decreased new client engagement, collaboration opportunities, renewal of contracts and even pilot / beta testing activities;
- **17%** of the employees in the high-tech sectors were **called to reserve duty**, with 30% of those being employed by early-stage companies, causing severe disruptions in their activity.

The above resulted in the lowest number of new Israeli start-ups being formed since 2015, decrease of 56% in the value of M&A transactions in comparison to 2022, and over 50% of Israeli startups having less than 6-months worth of cash reserves .



Despite the challenges, like the Israeli people, the Israeli tech industry is resilient; in the past couple of months we have seen a hesitant rise in activity, mostly from Israeli VCs (who continued to invest during the situation). Israeli technology continues to shine, with research & development continuing despite the war, and to prove itself - including on the battlefield.





Thank you!

On the front lines of Western culture, morals and values

For more info, visit apm.law

POLITICAL DYNAMICS: U.S. ELECTIONS & THE SHIFTING POLITICAL LANDSCAPE

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- **Chad Causey**, Rose Law Firm (US: Arkansas)
- **Steve Tugend**, Kegler Brown Hill + Ritter (US: Ohio)



U.S. Elections – What’s at Stake on the Federal and State Levels



ROSE GROUP ADVISORS

C. Chad Causey, Attorney and Consultant

Presidential Race

Control of House of Representatives

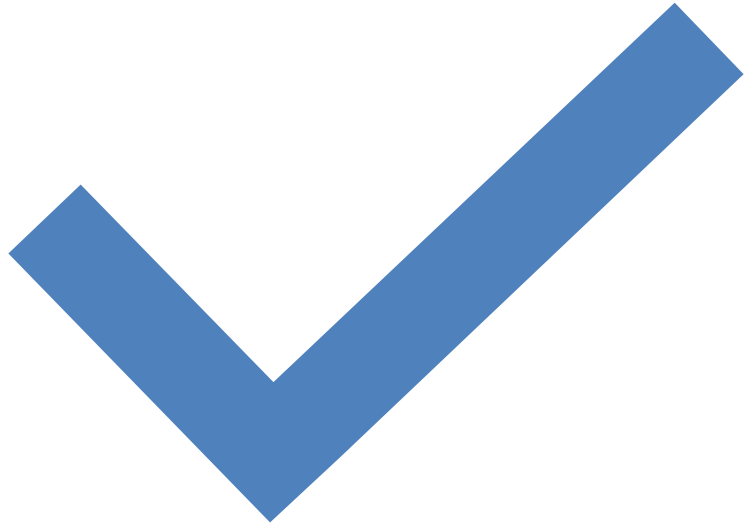
Control of U.S. Senate

State Elections

Theme: States are Central to Balance of Power

Presidential Race





Presidential Election

Toss-up; either candidate can win at this point in the race

Election is determined by Electoral College totals

Each state has electors: One for each Senator and others are determined by population

Total Popular vote is calculated but not determinate in outcome of election.

With few exceptions, popular vote winner in each state is awarded all electoral votes.



House of Representatives

435 Members

All seats are up for election every two years

Number of seats in each state is determined by population

Very close election to determine which party will control House.

House Balance of Power for the 118th Congress

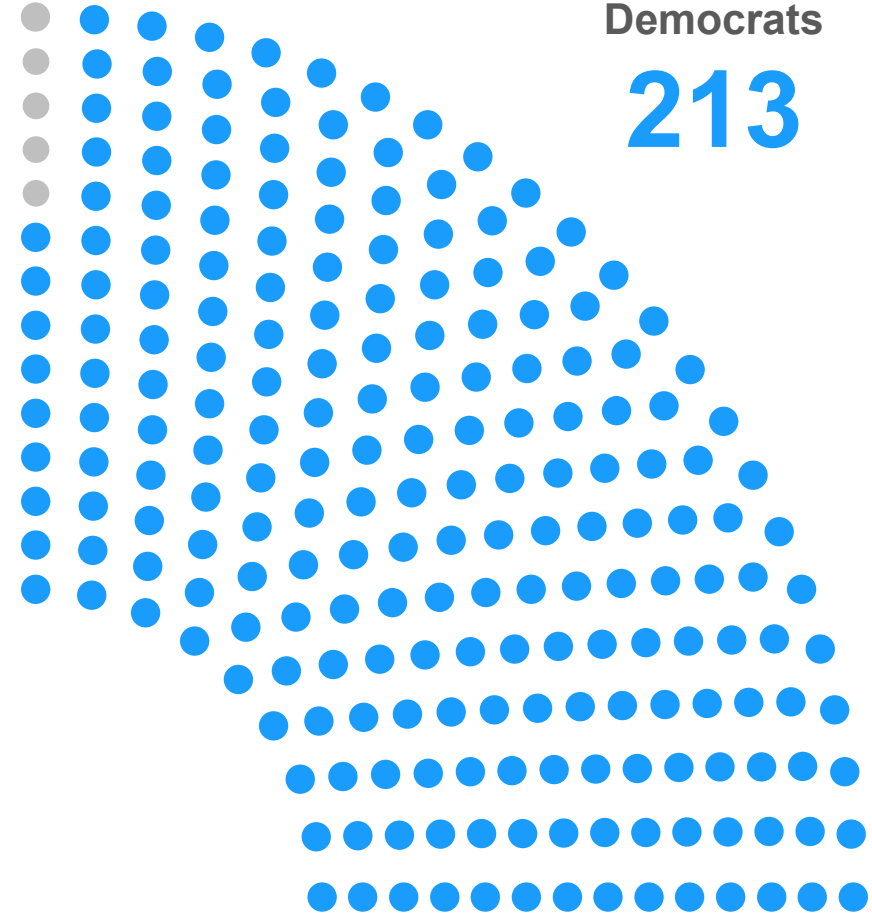
Republicans

217



Democrats

213



Notes: As of May 8. Grey circles represent CA-20 seat vacated Dec. 31, 2023, by Kevin McCarthy (R); OH-06 seat vacated Jan. 21 by Bill Johnson (R); CO-04 seat vacated March 22 by Ken Buck (R), WI-08 seat vacated April 24 by Mike Gallagher (R-Wis.), and NJ-10 vacancy caused by April 24 death of Donald Payne Jr. (D).

Click to edit Master title style

In these 15 races, the winner prevailed by fewer than 2 percentage points

- New York's highest court ordered a new district map that may imperil several GOP incumbents



0.17%
Lauren Boebert
(R-Colo.-3)*



0.42%
John Duarte
(R-Calif.-13)



0.49%
John James
(R-Mich.-10)



0.64%
Mike Lawler
(R-N.Y.-17)



0.69%
Zach Nunn
(R-Iowa-3)



0.69%
Yadira Caraveo
(D-Colo.-8)



0.70%
Gabe Vasquez
(D-N.M.-2)



0.79%
Jahana Hayes
(D-Conn.-5)



0.82%
**Marie Gluesenkamp
Perez**
(D-Wash.-3)



0.88%
David Schweikert
(R-Ariz.-1)



0.98%
Brandon Williams
(R-N.Y.-22)



1.35%
Pat Ryan
(D-N.Y.-18)



1.50%
Juan Ciscomani
(R-Ariz.-6)



1.56%
Marc Molinaro
(R-N.Y.-19)



1.97%
Susan Wild
(D-Pa.-7)

*Boebert said Dec. 27 that she'd seek re-election in the 4th District, which retiring Rep. Ken Buck (R) won in 2022 by 24 points

44 Tossup or Lean Seats Identified by Cook

rt

LIKELY DEMOCRAT 17 Dem • 1 Rep 0 Ind	LEAN DEMOCRAT 14 Dem • 0 Rep 0 Ind	DEMOCRAT TOSS UP 10 Dem • 0 Rep 0 Ind	REPUBLICAN TOSS UP 0 Dem • 12 Rep 0 Ind	LEAN REPUBLICAN 0 Dem • 8 Rep 0 Ind	LIKELY REPUBLICAN 0 Dem • 10 Rep 0 Ind
<i>AL-02 New Seat</i>	<i>AK-AL Peltola</i>	<i>CO-08 Caraveo</i>	<i>AZ-01 Schweikert</i>	<i>CA-45 Steel</i>	<i>CA-03 Kiley</i>
<i>CA-09 Harder</i>	<i>CA-47 Open (Porter)</i>	<i>ME-02 Golden</i>	<i>AZ-06 Ciscomani</i>	<i>CO-03 Open (Boebert)</i>	<i>CA-40 Kim</i>
<i>CA-49 Levin</i>	<i>CT-05 Hayes</i>	<i>MI-07 Open (Slotkin)</i>	<i>CA-13 Duarte</i>	<i>IA-03 Nunn</i>	<i>FL-05 Rutherford</i>
<i>FL-09 Soto</i>	<i>IL-17 Sorensen</i>	<i>MI-08 Open (Kildee)</i>	<i>CA-22 Valadao</i>	<i>MI-10 James</i>	<i>FL-13 Luna</i>
<i>FL-23 Moskowitz</i>	<i>IN-01 Mrvan</i>	<i>NC-01 Davis</i>	<i>CA-27 Garcia</i>	<i>NE-02 Bacon</i>	<i>IA-01 Miller-Meeks</i>
<i>KS-03 Davids</i>	<i>NV-03 Lee</i>	<i>NM-02 Vasquez</i>	<i>CA-41 Calvert</i>	<i>PA-10 Perry</i>	<i>MT-01 Zinke</i>
<i>MD-06 Open (Trone)</i>	<i>NY-03 Suozzi</i>	<i>OH-13 Sykes</i>	<i>NJ-07 Kean Jr.</i>	<i>VA-02 Kiggans</i>	<i>NY-01 LaLota</i>
<i>MI-03 Scholten</i>	<i>NY-18 Ryan</i>	<i>PA-07 Wild</i>	<i>NY-04 D'Esposito</i>	<i>WI-03 Van Orden</i>	<i>PA-01 Fitzpatrick</i>
<i>MN-02 Craig</i>	<i>OH-01 Landsman</i>	<i>PA-08 Cartwright</i>	<i>NY-17 Lawler</i>		<i>SC-01 Mace</i>
<i>NH-01 Pappas</i>	<i>OH-09 Kaptur</i>	<i>WA-03 Perez</i>	<i>NY-19 Molinaro</i>		<i>TX-15 De La Cruz</i>
<i>NH-02 Kuster</i>	<i>OR-06 Salinas</i>		<i>NY-22 Williams</i>		
<i>NJ-03 Open (Kim)</i>	<i>PA-17 Deluzio</i>		<i>OR-05 Chavez-DeRemer</i>		
<i>NV-01 Titus</i>	<i>TX-34 Gonzalez</i>				
<i>NV-04 Horsford</i>	<i>VA-07 Open (Spanberger)</i>				
<i>OR-04 Hoyle</i>					
<i>TX-28 Cuellar</i>					
<i>VA-10 Open (Wexton)</i>					
<i>WA-08 Schrier</i>					

Note: First-term members are italicized

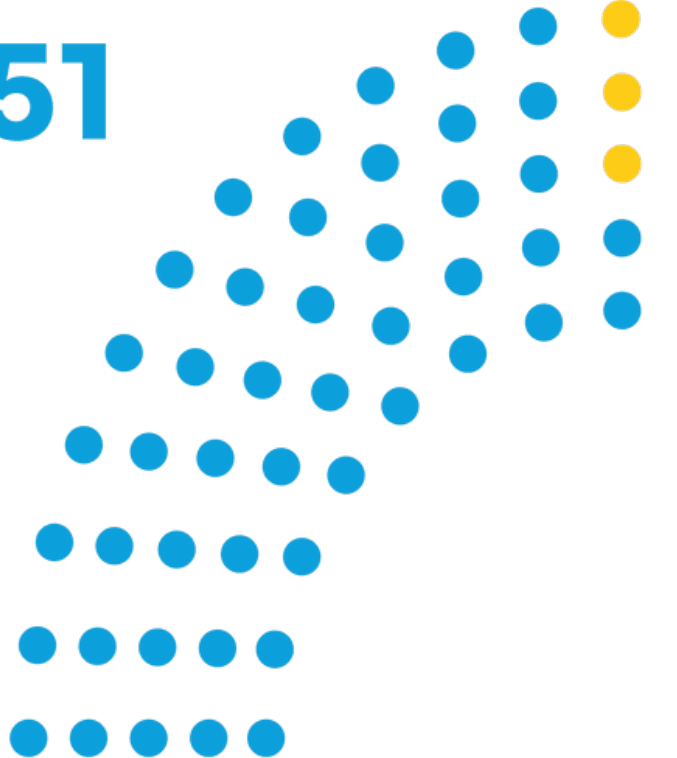
Source: Cook Political Report with Amy Walter "2024 House Race Ratings" (Feb. 14)

- **Senate Democrats, aligned independents have a 51-49 majority in the 118th Congress**
 - They face a tough map in 2024 after gaining a seat in the 2022 midterms
- **Of the 34 Senate elections presently scheduled for 2024, Democrats and allied independents are the defending party in 23 contests and the Republicans in just 11**
 - Kyrsten Sinema (Ariz.) elected as a Democrat in 2018, became an independent after the 2022 election
 - Joe Manchin (D-W.Va.) isn't running, was only Democrat who could have won in state
- **Seven seats rated competitively by Cook Political Report with Amy Walter**
 - Seats held by Sinema, Jon Tester (D-Mont.), Sherrod Brown (D-Ohio) rated as “tossup”
 - Democrats' seats in Michigan, Nevada, Pennsylvania, Wisconsin rated “lean Democratic”
 - Candidate recruitment, GOP primary results could make “lean” seats more competitive for Republicans
 - Only two GOP seats, Rick Scott (Fla.) and Ted Cruz (Texas), are outside “solid” group, rated “likely”
 - New Jersey moved to Likely Democratic from Solid Democratic after Bob Menendez (D) indicted

Senate Balance of Power for the 118th Congress

Democrats

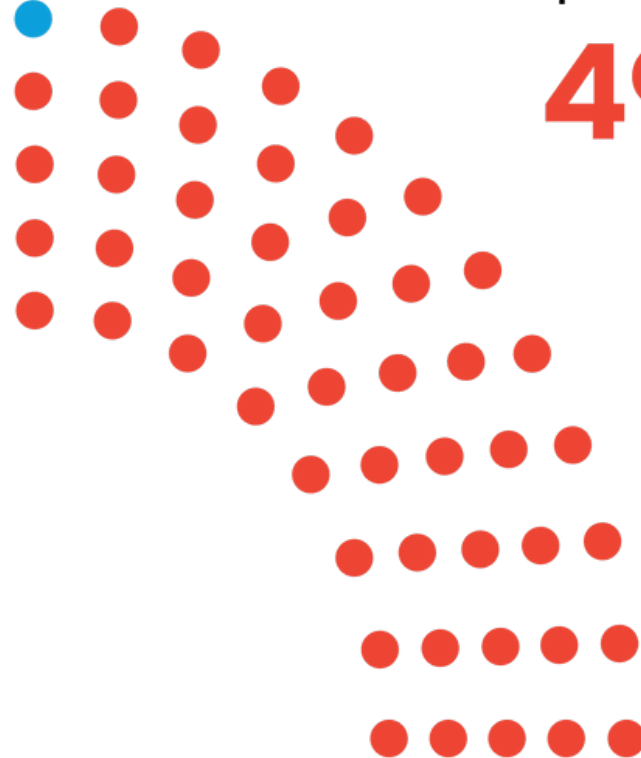
51



Yellow indicates independents who caucus with Democrats.

Republicans

49



Bloomberg Government

Bloomberg Government

Cook Report Forecasts Three Toss-up Races So Far

- Nonpartisan race rater said 14 Democratic seats, nine Republican seats are “solid” for incumbent party
- West Virginia seat moved to “Solid Republican” from “toss-up” after Joe Manchin retirement

Likely Democratic (1)

- New Jersey – Menendez (D)

Lean Democratic (4)

- Michigan – Open (D)
- Nevada – Rosen (D)
- Pennsylvania – Casey (D)
- Wisconsin – Baldwin (D)

Toss-up (3)

- Arizona – Sinema (I)
- Montana – Tester (D)
- Ohio – Brown (D)

Likely Republican (2)

- Florida – Scott (R)
- Texas – Cruz (R)

- 50 States
 - 50 Governors
 - 50 Legislatures
 - 50 opportunities to impact policy
- State Government tends to be less divided
 - Policy items can move more quickly at the State level
- Where policy change at the federal level can take years, state level changes can occur in months and sometimes days.
- States have been the pilots or incubators for several national policy initiatives
 - Examples include Cannabis, Artificial Intelligence, social media restrictions

Conclusion

Presidential race and control of both Senate and House are toss ups. Either party may control. Control of federal government is likely to remain closely divided, leaving little room to enact legislation beyond that which is absolutely necessary (appropriations, defense and disaster supplementals, reauthorizations or expiring laws, etc.)

States have and will continue to serve as laboratories for new laws and policies. This importance will be even greater in light of national politics.



POLITICAL DYNAMICS: U.S. ELECTIONS & THE SHIFTING POLITICAL LANDSCAPE

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A scenic view of Dublin, Ireland, featuring the River Liffey in the foreground with a modern bridge. In the background, the St. Patrick's Cathedral with its green dome is prominent, along with other city buildings under a blue sky with light clouds.

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2024 MIDYEAR MEETING

May 16–17 Dublin, Ireland

SEE YOU IN LA!!



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2024 ANNUAL MEETING

SEPTEMBER
19-20 | Beverly Hilton Hotel
Los Angeles, California (US)

The poster features a vibrant sunset or sunrise sky in shades of purple, pink, and orange. In the foreground, there are silhouettes of palm trees and a city skyline. The text is overlaid on the top half of the image.

RECEPTION & CLOSING BANQUET AT THE SHELBOURNE

18:30

BUSES TO THE SHELBOURNE

MEET IN GROUND FLOOR (ARRIVAL) LOBBY

18:45 – 22:00

RECEPTION & CLOSING BANQUET

BUSES WILL TAKE US BACK AT 22:00



The Marker Bar & Lounge
Open until 2:00