

INTRODUCTION OF JURISPHERE

Can we have the video, can we have the screen share on? Perfect. Hello, everyone, I'm Shreshth, I am co-founder at Jurisphere. Jurisphere is a legal tech platform. We are the India's leading legal tech platform today working with around 21000 lawyers, half of us have already interacted with us or worked with us. Now something very interesting this panel brought forth. We see this conversation around, we see this conversation around AI law moving everywhere, whether it is at the time of the evidence clearance, whether it is at the time of creating custody chains or whether it is for the Arbitral Tribunals, how much they can incorporate within the processes? We have the fortune of working with CI Arb to assist with writing the laws around how it should be looking like, so we've been advising the Supreme Court Committee on drafting guidelines also. But my interaction with the lawyers have been telling three major points, which remains a point of discussion. The first point is very simply, for us, anyone in the practice of arbitration there are like data is a lot. It is just not like a set of document like we are presenting before a petition, it is a large set of documents which might be spanning for years, which might be spanning across multiple languages, which might be spanning across multiple formats. For example Excel sheets to PDFs to JPEGs. Second problem comes in, data is everywhere. Half of the data might be sent over email, half of them might be shared over drives. Third problem comes in that security. Now while there are certain like we are scared, we know that AI has capability to assist you but what platforms we can use. Now there are certain very clear guidelines in terms of what platforms can be used, and this is where a platform like Jurisphere comes into picture.

Now I will be assisting you guys in showcasing a quick demo of what all pain points do we address over here. Now whenever we work on any pre-litigation set of documents, now we would have seen a lot of invoices, now where do AI fails generally is when we get documents in the docket something like this. Now if my docket is not readable or it is in a different language or it is an invoice or an Excel sheet, my readability straight away goes away and this is where you get an like upper hand at Jurisphere. This can assist you to read OCR, navigate through all the documents of any shape, any format at one go.

Now what is the volume I'm talking about? Now on Jurisphere, over here, you can see that I have uploaded a set of folders, a set of files they were sent by an Arbitral Tribunal and all the pre-litigation documents; all at one go. Now if I'll just showcase, if you will just see at the folder update over here, there are somewhere close to 740 files that we are talking about. Now what happens is someone will have to manually sit down to scrape, maybe just you want to understand as an Arbitrator or a person representing the Respondent that what are the key matters about. Now AI and a secure platform like Jurisphere gives you enough ability to

1 straight away just go and ask, summarize the matter or give me like the key issues identified
2 over here.

3 Now what we also realized is for us as lawyers, using AI is becoming so much of a hassle
4 because there's so much to learn, and people often feel like, okay, it is better that I rather than
5 drafting a prompt for half an hour, I will manually read the complete thing. So, what we've
6 been able to do at Jurisphere is, we are assisted by so many lawyers. For example Justice
7 Gautam Patel, Justice Kurian Joseph, who help us to understand when a briefing note is to be
8 created, what all should we see over there now all these skill sets are just a button away. Now
9 for example, I want to know a briefing note. So, if you just type briefing note, these buttons are
10 already they have to just click a button and start the complete process. And this is how easy it
11 has become to churn through large set of documents.

12 Now in a very interesting pain point which was told to me by one of the Arbitral Tribunals and
13 interestingly Jurisphere is used by all the three Parties the Respondent, the petitioners and
14 the Arbitral Tribunal, the matter which was concerned was again a very similar 700, 800 file
15 and it was a large docket of documents which no one had even categorized whether it is an
16 invoice, whether it is a petition, whether it is a contract document, and the teams had
17 estimated somewhere around 70 to 80 days just to create a docket of documents and further
18 annex it and like put it into a specific category. They uploaded all the files on Jurisphere and
19 this is what we did for them. Now you can see that they fit in the criteria that they want the
20 document type, who's the author of it, the date the documents were released, evidence of fact
21 and opinion and the complete MIS was created in under half an hour, but the magical part
22 starts over there. Now let's say, this is a document which I want to pick up fishing
23 authorization, fishing license which was released on 1st of January 2018. Now without you
24 have to logging out and logging in you simply click at it, and the complete index summary
25 comes in for you over here and you click at it, the relevant part of the document highlighted
26 opens up for you to quickly refer, and what I'm navigating with over here is around 1 lakh
27 pages around 700 files, and this is how smooth it is for you to quickly move from point A to
28 point B. Having said that, the user ease is what like we want to reduce the friction which a
29 lawyer faces while coming to the strategy point. Now for example, we did some benchmarking
30 with a couple of you over here in the room, and we came to a point that 18% of your complete
31 lifetime just goes in collecting the data points to make a strategy. Now if I just extrapolate it
32 into the work, so on an average a lawyer works around 50 years in their life, that is five years.
33 Five years of our lives, we are just downloading documents, uploading documents, controlling
34 the documents to figure out what it is and this is exactly what AI should be doing for you today.

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1 Move towards the more strategic part. Now just to give you an example, what we've also gone
2 deeper into. Now for example, I have a set of documents which are subject for cross-
3 examination. Now we see general purpose platform can definitely help you to identify the
4 question, but the main crux comes in which all of us refer to; the art of cross-examination by
5 Mr. Wellman. Now what our team has done is all these core points which are extremely
6 relevant for the processes have been inbuilt into the platform. Now let's say from these large
7 set of documents, you want to make a question of cross-examination, you simply type cross-
8 examination and how you and I would do make the question of cross-examination, the
9 complete trail and everything can be just clicked at it and you have to start; simple. We have
10 given the intelligence of a lawyer to the platform, but the largest question remains your
11 complete data is confidential. Now you were talking about the ethics of the platform. Neither
12 the data nor the prompts, not anything which has come into the process is used for any kind
13 of training. In fact, we have the privilege of deploying it into your local systems also therefore,
14 like you're using a Microsoft Word, Jurisphere can be used on the local systems as well.

15 Last point which we figured out is something very interesting is as when we sit with lawyers,
16 we very often want inspiration from multiple jurisdictions. Now while like India might be
17 addressing one issue, UK laws might be addressing different issues that judicial, what we also
18 have is jurisdictional based databases. Now we have databases, case laws, judgments across
19 multiple jurisdictions and if you just keep on swapping so like for example, I want to figure
20 out a position of the ethics around AI in Canada, you have to just toggle this and just ask the
21 question. Now you're all of a sudden a lawyer sitting in Canada having the complete knowledge
22 of that. Where we particularly see a very interesting use cases, any matter starts with creating
23 a condensed chronology. Now chronologies, we all of us have been lawyers can span for 10
24 pages to 10,000 pages. This is something which is super automated. Now I have something
25 pulled out for you, again from those 700 documents, we created this chronology in a couple of
26 minutes.

27 Now where does this Jurisphere give you edge is? Again, everything is indexed you want to
28 figure out what exactly happened, what document you are referring to over here, you click at
29 it, that document pops up for you to verify and if you would have gone through the CI Arb
30 guidelines or the Supreme Court draft regulation, there is only one major obligation which a
31 tech and a lawyer should be following is verification. And the complete platform has been
32 made in such a way that the verification layer sits right over there. Therefore something getting
33 missed or something slipping just misses... is very easily caught.

34 Again, the complete platform is integrated with Microsoft Word, Excel. So, whatever formats
35 you want the outputs and it's super easy and navigable. We have had the fortune of

1 collaborating with IBA for this event, so we thought why not we take this opportunity to give
2 everyone access to the platform. So, on your tables you will see these brochures sitting right
3 over there if you just turn around the brochures, they are QR codes. If you just scan the QR
4 code, everyone sitting in the room will get immediate access to the platform. You have our
5 contacts also, where you can reach out to us and everyone has free access to platform for a
6 couple of days. Feel free to play around with the platform and let us know if you have any
7 questions, always happy to speak. Thank you so much.

8 I'm leaving you behind with one of the client case studies. Something very interesting about
9 this client is; this is Keystone Partners who've been working closely with all of you and a lot of
10 construction arbitration matters. Now, one interesting thing that happens in construction
11 arbitration matters is files are this big a stack, whereas hearing is two days later. How do you
12 go through all those documents? So, a very interesting use case which came up was again in
13 white-collar crimes was making money trails. Now in again the first problem comes in it's not
14 indexed. Second is they are not OCR, third is they are random photocopies Xeroxes. This is a
15 problem which has been solved for. So, leaving you with like two three minutes of case studies
16 that how Keystone Partners is deploying it in their arbitration practices. Happy to take up any
17 questions.

18 [VIDEO IS BEING PLAYED]

19 **ARUN SRI KUMAR:** Lawyers who haven't yet understood that AI of 2022 is not the same
20 as AI of 2026 need to really get on board because there has been such a huge evolution it's
21 increasing your productivity, it's making your work quality better.

22 **PRITA SRI KUMAR IYER:** We used to pull out the books and the digests and sort of do a
23 manual search, then came the SEC, the and now you look at the capabilities that products like
24 you have where you can look in real-time, at documents that are in a different language, come
25 back with a quick answer search in natural language it really is an efficiency multiplier.

26 **SPEAKER:** So, how do you guys feel today?

27 **ARUN SRI KUMAR:** Great nice to have you guys over.

28 **SPEAKER:** Are we good to go?

29 **ARUN SRI KUMAR:** Yeah, I am Arun. I'm a founding Partner at Keystone Partners, we are
30 a litigation specialist firm and we do disputes and arbitration work

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PRITA SRI KUMAR IYER: I'm Prita. I'm also a founding Partner of the firm, I'm an advocate on record in the Supreme Court of India, and I do a wide variety of commercial and civil mandates

ARUN SRI KUMAR: If I look back at when I hit the scene, you know, two and a half, three years ago, the initial scepticism was a lot around, you know, hallucinated data and precedents that don't exist and you know, it obviously therefore was viewed with a huge kilo of salt as lawyers, right? Because you're used to precision, but even back then Jurisphere had a number of tools which we could see would be useful to our work. And I'm happy to say we renewed this year simply because, you know, Jurisphere has kept the pace with innovation and building new functionalities which are making our life significantly easier on a day to day basis.

PRITA SRI KUMAR IYER: Even at that time, we did look at and sort of speak to a number of vendors before we finally settled on Jurisphere. I think Jurisphere had the edge at that time in terms of the number of features offered, both, you know, document review and research.

ARUN SRI KUMAR: I think the big change is the initial analysis of a large document base now we have the comfort of saying, yes, we will have an intelligent read of these documents possible in a given time because you have technology to assist you with leading. Jurisphere gives you annotated search results, so you know which part of the document to read more efficiently and this is especially true in contracts running into 300-400 pages where the client sends them in the morning and wants the call in the evening.

PRITA SRI KUMAR IYER: I would say certainly, you know, features like OCR, you have a huge document dump of PDF documents, the speed of accessing and intelligently processing, classifying that data has improved. And then there are instances where we've had documents from let's say Ghaziabad, you know, something that comes in Hindi and you won't be able to not send it off to a translator, wait for, you know, a day or so till they come back with that translated work, your workflow stops. So, in real time your speed of functioning has just progressed, so much that's been a force multiplier.

ARUN SRI KUMAR: So, the more seasoned lawyers on the team, you know, 10 plus years' experience have been the slower adopters, perhaps. The younger generation is used to technology coming at them at a fast pace and diving right into it, but that has egged us on as well. You know, as the senior people we've learned from the from our colleagues on what functionalities could be useful and if I'm struggling with something, someone from the team will come up to me and say, hey, did you do that on this on Jurisphere?

PRITA SRI KUMAR IYER: Yeah, we did get data from the Jurisphere's team which tells us, you know how the team is using the tool and so we get a sense then about who's using it, how

1 much and where the value is for the team and I think over time that has that has been really
2 helpful to sort of scale adoption within the team.

3 **ARUN SRI KUMAR:** And I think I'm just in terms of our experience with Jurisphere.
4 Jurisphere has been proactive in reaching out to us and saying, hey, some of your team in
5 Bombay really like this feature, but your Bangalore office is not using it so much, do you guys
6 want us to come and do a demo and maybe show them and we can open your colleagues from
7 Bombay if they're interested to explain how it works real time. And that's been super helpful
8 in getting wider adoption because you'll immediately see an uptick in the weeks that follow
9 from the other location saying, yes, this was a great feature and we just didn't know it existed.

10 **PRITA SRI KUMAR IYER:** We have a certain language that we use within the firm, certain
11 formats that we use within the firm and that has been developed over time with so many people
12 applying their minds. And when you sort of upload those draft as documents that Jurisphere
13 should be guided by, then automatically the quality of a first draft that comes from a junior
14 colleague has improved by leaps and bounds. Then that sort of cost efficiency is passed on to
15 the client because you're spending less time overall on generation of that document.

16 **ARUN SRI KUMAR:** Jurisphere's team has been super helpful in curing our feedback on
17 what we think would work better for our context, and that, I think is helping us use it more as
18 an integral to Keystone kind of tool. So, I think at the end of 2023 the market was very hot and
19 very exciting for, you know, a number of lawyers also to venture into the entrepreneurial mode
20 with tech savvy people and develop legal AI tools. I'm happy to say that one of my colleagues,
21 you know, took that path, Jayant, and was part of the founding team at Jurisphere, so we were
22 keen to work with a name we knew and trusted and Jayant was that person for us.

23 **PRITA SRI KUMAR IYER:** I mean, the normal concerns one has about hallucinations
24 about, let's say confidentiality; these are things that, you know, we've had conversations on
25 and they've been addressed. So, I would say adoption is inevitable; the earlier you get in the
26 better it is because then you upskill faster.

27 [END OF THE VIDEO]

28 **ALISHA SHARMA:** Thank you so much Shreshth for taking us through how your Jurisphere
29 platform works. That was indeed an insightful and inquisitive session. We truly hope
30 Jurisphere will continue to help us simplify and ease in our lives as lawyers. With this, we will
31 take a short break and will resume at 05:30 for the IAW Delhi debate. Thank you so much.

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