



# The Future of Legal Services

Andreas Bong - KPMG Law - Legal Operations and Technology

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# Our 10 predictions: The Legal Function in 2025

## Half of the team will not be lawyers

In the new reality, the composition of legal teams transform alongside the business.

## CLM will be as ubiquitous as ERM and CRM

By 2025, every organization can rely on their contract lifecycle management (CLM) to be the central source of truth for all contracts.

## There will be no line between Legal Tech and Tech

Enterprise technology continues to broaden out into legal functions, blurring the line between legal tech providers and just tech.

## Reading data will be as important as reading legal terms

Businesses are increasingly relying on their legal team to help them identify opportunities to increase revenue and decrease cost and risk.

## Legal Chief Operations Officers will be just as important as the General Counsel

The scale of transformation predicted above will put legal function leadership to the test.

# The Legal Function in 2025

## Legal teams will be measured on strict KPIs such as the money they make for the business

Legal functions are transforming from defenders of the business to also become drivers of financial results.

## Managing culture and shifting mindsets will be essential

To drive successful legal operating models built on continuous innovation and improvement, legal teams will need to lead a huge shift in mindset across the organization.

## Contracting processes will go completely online, slashing time to complete deals

Contract negotiation may migrate to technology platforms that enable faster communication, better collaboration and access to market data in real time.

## All standardized legal work will be permanently subsumed into the business

Any legal processes that are not bespoke will be automated and self-service enabled, resulting in greater efficiency gains.

## Client experience will be at the heart of legal delivery

Interactions with legal will be client centric with tools for ease of use and a focus on better overall experience.

# Your KPMG Team - Engagement Partner



## Andreas Bong

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### BACKGROUND

Andreas Bong is a partner at KPMG Law and since 2018 part of the firm. He is one of the most renowned experts on legal transformation in the European market. Since 2008 he has been advising legal and IP departments in their (digital) transformation to a faster, more efficient and even more risk-conscious setup. Andreas is a trusted reference for DAX General Counsels on all strategic, organizational and operational challenges and a demanded speaker at numerous international Legal Conferences and Events. Previously, he was managing partner of a consulting firm specialized in legal departments until the acquisition by KPMG Law.

### EXPERIENCE

He joined KPMG Law in 2018; 18 years of experience

### EDUCATION, LICENCES & CERTIFICATIONS

- MSc, University of the German Armed Forces Munich and University of California Berkeley
- MBA, European School of Business

### SELECTED PROJECTS

- Over the last 13 years, Andreas has worked with numerous European clients on more than 60 international projects in various industries such as (among others) automotive, insurance, IT, chemicals/pharmaceuticals, consumer goods, utilities and financial services.
- In Germany, he advised 23 of the 30 DAX companies and numerous renowned SMEs. Together with his team, he consults in-house legal and IP departments throughout the entire transformation process - from analyzing the maturity level to improving the operating model, installing legal tech solutions or providing managed services.
- Andreas is an expert in designing appropriate sourcing strategies, optimizing legal processes (such as contract management), and identifying efficiency and risk KPIs for measuring legal departments.
- In addition to his consulting experience, Andreas is the author of the KPMG "Global Legal Department Benchmarking Report", formerly „Rechtsabteilungsreport“, which monitors and determines worldwide trends in legal departments since 2005. With its first evaluation more than a decade ago, this report offers a long-term view on the development of relevant cost and performance KPIs of legal departments and numerous benchmarking opportunities.

### SPECIALIZATIONS

Consulting on Target Operating Model, organizational and process optimization, benchmarking, KPI implementation

# Your contact



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