

Aligning Departments

Purchasing

I'm not Legal; Why should I care?

The success of Enterprise Legal Management (ELM) for Legal Ops lies squarely on selecting the right technology – one that's easily adopted and cost-effective. A good ELM strategy and platform, in turn, delivers better and more productive business practices which impact the entire enterprise.

How? The legal department is increasingly partnering with other departments, and extending ELM to embed legal best practices in their processes and operations. So the right ELM solution can **provide your entire organization unprecedented agility and value.**

Who else is Legal Ops working with?



Procurement



Finance



IT



Accounts Payable
(AP) / Tax

On the other hand, here's why Legal Ops must care about non-Legal opinions: What these stakeholders care about is often key to building an effective technology RFP that satisfies the entire business, and not just the Legal department.

All persons in an organization should be interested in what industry peers are doing, short-term and long-term ROI, and why Legal Ops has specialized requirements to manage to an ELM strategy.

What do non-Legal stakeholders care about?

It's the duty of Legal Ops to be able to answer these questions and demonstrate the value of ELM adoption.

Procurement



"New software and projects are consistently coming into our team through RFP. We have highly specific rules for our organization about selecting and on-boarding vendors. Ultimately, we want to pick the best software and partner with a long-term vendor while saving money and complexity for our company."

Procurement's questions?

- Can anything we currently own be repurposed or expanded to fulfill Legal's requirements?
- What timeline can we project for an RFP and implementation?
- What will our ROI look like and how quickly can we get to profitability?
- Is there anything else we should be talking about, product add-ons or services?

Finance



"We have very specific budgets our department and company is driving toward each year. Now that we have a company mandate to review and limit overhead due to outside counsel costs and Legal Operations is taking on this challenge it's my job in Finance to make sure that the proposed solution works and is a long-term investment."

Finance's questions?

- Will this make legal spend more predictable?
- How many resources will we need to staff to use the new technology?
- What does this investment look for me in the next 5 years?
- How quickly can we start to see results toward our business challenge?
- How can I ensure legal compliance with corporate finance standards?

IT



"We keep the lights on for all our IT projects and make sure these get delivered on-time and within budget. The team works to provide intrinsic value to our internal projects while simplifying the technology landscape we have and minimizing issues, downtime, and costs."

IT's questions?

- How much effort will my team need to put in for implementation and continual maintenance?
- Do the features and functions meet the needs of the Legal Ops team?
- Does this software map to our security protocols?
- Will we need to develop any custom systems or instances to support the solution?