



Spyglass MTG

Legal Industry

How Spyglass MTG can support your AI, Data & Security needs in the Legal Industry.

Overview

Legal organizations are no longer seeking to implement isolated AI solutions; rather, they are advancing towards adopting comprehensive AI platforms designed to meet current needs while accommodating future technological advancements. These AI platforms should be capable of handling both structured and unstructured data and must connect seamlessly to a secure and governed data platform. Spyglass is strategically positioned to help co-sell these advanced technologies with Microsoft, ensuring their clients achieve success throughout their entire AI journey.

Solution Areas

Security	AI	Data
Our Security team fortifies your Microsoft cloud defenses with proactive strategies across identity, data protection, compliance, and threat intelligence. We help legal organizations reduce risk, enhance their overall security posture, and align with Zero Trust principles. Additionally, our governance expertise with tools like Microsoft Purview ensures your data remains compliant, secure, and well-managed across all platforms.	At Spyglass, we facilitate the adoption of AI through secure and scalable solutions tailored to the legal sector. Our offerings range from Copilot extensions to custom GPT agents, designed to enhance legal operations. With our pre-built accelerators and extensive expertise across AI and Power Platform solutions, we enable legal professionals to unlock value efficiently and responsibly, ultimately delivering significant business benefits.	Our Data practice modernizes and unifies legal organizations' data platforms using Microsoft Fabric and Databricks. We focus on scalable architecture, robust governance, and real-time insights for informed decision-making. Our proprietary prebuilt accelerators expedite project delivery and enhance quality.

Solution Areas

Legal Research	Accelerate legal research by analyzing vast volumes of case law, statutes, and legal texts to surface relevant precedents and insights.
Time Entry Quality & Automation	Ensure compliance with client standards, reduce manual review, and streamline back-office processes through intelligent automation.
Invoice Quality & Automation	Use AI to review time entries, disbursements, billing rules, and client/matter setups—minimizing errors and ensuring billing compliance.
Critical Legal Documents	Analyze, review, and flag usage restrictions and limitations in high-risk legal documents to support compliance and risk mitigation.
Draft Legal Documents	Generate first drafts based on example repositories, reducing drafting time and ensuring consistency with firm standards.
Collections	Improve cash flow by automating collections escalation—reducing delays, identifying at-risk invoices, and accelerating revenue recognition.
Due Dilligence	Speed up M&A due diligence by using AI to analyze contracts, financials, and other documents to uncover risks and opportunities.
Employee & Counsel Evaluations	Support performance management with AI-assisted first-pass reviews of evaluations and objectives—ensuring consistency and adherence to firm guidelines.

Collections – Risk Management



In month one, we surfaced 300 at-risk accounts representing \$106 million in outstanding receivables that the team simply didn't have visibility into before.

– CIO Global Law Firm LLP

Global LLP – AI Driven Finance Ops

Business Problem

Collections is reactive and signal-poor. Teams focus on overdue and highest-dollar accounts—early-warning and smaller invoices get missed. Critical context is trapped in free-form collector notes that reporting tools can't parse. Escalation depends on manual review and memory—some risks surface too late. Cash forecasting is unreliable when payment risk isn't flagged early and systematically.

AI-Driven Collections Solution

- Unify receivables, invoices, aging, and payment history into a single reliable view
- AI summarizes collector notes, extracts payment dates, stalled reasons, and plan details
- AI news aggregator flags external client risk signals before invoices go overdue
- Combined risk scoring identifies at-risk receivables proactively

The Outcome

- **Improved Average Days to Pay:** Earlier intervention reduces payment delays through proactive risk identification.
- **Fewer Missed Escalations:** Risks are flagged systematically, not discovered by chance.
- **Faster Turnaround:** Collectors spend less time searching and more time acting on prioritized accounts.

300 | \$106M

At-Risk Accounts and Outstanding Receivables Identified in Month One

Outstanding receivables flagged before going overdue

Ready to transform your collections operations? Spyglass MTG is here to help. Contact us at info@spyglassmtg.com for more information.

Billing Accuracy



We built an AI layer that reads every single timecard—not just the flagged ones, all of them—every cycle. The result? An 82% reduction in billing error rates. That’s not incremental improvement—that’s a transformation.

– CIO, Global LLP

Global LLP – AI Driven Finance Ops

Business Problem

Prebills are generated monthly and manually reviewed by billing partners and staff. Timecards and cost cards are checked against client terms, then revised for compliance. Account narratives are reviewed manually to determine correct matter for time transfers. Disbursement backup PDFs are reviewed to ensure alignment with invoices. The process is time-consuming, inconsistent, and prone to error.

AI Billing Review Solution

- Detects ambiguous abbreviations and recommends corrected narratives
- Identifies vague descriptions and provides improved templates
- Compares narratives against client-specific restricted terms and enforces contract rules
- Continuous reprocessing of all timecards with email digest alerts for flagged corrections

The Results

- **82% Fewer Billing Errors:** Automated AI-based invoice and narrative validation dramatically reduced error rates.
- **Fewer Disputes, Faster Payments:** Compliance with billing standards ensured, reducing rejections and rework.
- **Scalable AI Foundation:** Repeatable pattern built on Fabric and Azure AI, ready for additional use cases.

82%

Reduction in Billing Error Rates

Repeatable pattern for any hourly-billing firm

Ready to transform your billing operations? Spyglass MTG is here to help. Contact us at info@spyglassmtg.com for more information.