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.**
Employe & Counsel Evaluations	**Support performance management with AI-assisted first-pass reviews of evaluations and objectives—ensuring consistency and adherence to firm guidelines.**

Client Success

> **Implementing Spyglass's AI-driven solution has transformed our billing operations. Automated invoice quality control has freed attorneys from manual reviews, improving accuracy and compliance while reducing rejections. Collections escalation is now faster, boosting cash flow, especially during year-end. Leadership benefits from timely insights, enabling smarter decisions. Overall, the system has enhanced efficiency and financial performance.**
>
> **– CFO, Global LLP**

Case Study - Law Firm

Customer Challenge

A top law firm with 5,000 attorneys and $5B in annual revenue struggled with manual invoice reviews—17,000 per month—causing delays and errors. Collections escalation was also slow, impacting cash flow, especially during the critical year-end period when 40% of revenue is collected.

Solution

The firm adopted an AI-powered system to:

- Automate invoice reviews: AI checked time entries and disbursements against client-defined rules (e.g., avoiding vague narratives, enforcing task/activity codes) at multiple billing stages.
- Accelerate collections escalation: AI flagged at-risk invoices using data from collections software and routed them to the appropriate internal or external teams. It also surfaced insights for leadership (CFO, COO) to prioritize outreach.

Benefits

- **Efficiency Gains:** Attorneys spent less time on manual reviews, focusing instead on legal work.
- **Improved Accuracy**: AI ensured compliance with billing standards, reducing rejections and rework.
- **Faster Cash Flow:** Automated escalation sped up collections, especially during the high-stakes year-end period.
- **Leadership Visibility:** Real-time insights helped executives proactively manage collections and improve financial outcomes

Ready to leverage AI at your firm? Spyglass MTG is here to help. Contact us at info@spyglassmtg.com for more information.