

The background of the entire page is a deep blue space scene. It features a view of the Earth's horizon from space, with the planet's surface showing dark landmasses and lighter blue oceans. Above the horizon, the sky is filled with numerous stars and nebulae, creating a cosmic atmosphere. The text is overlaid on this background.

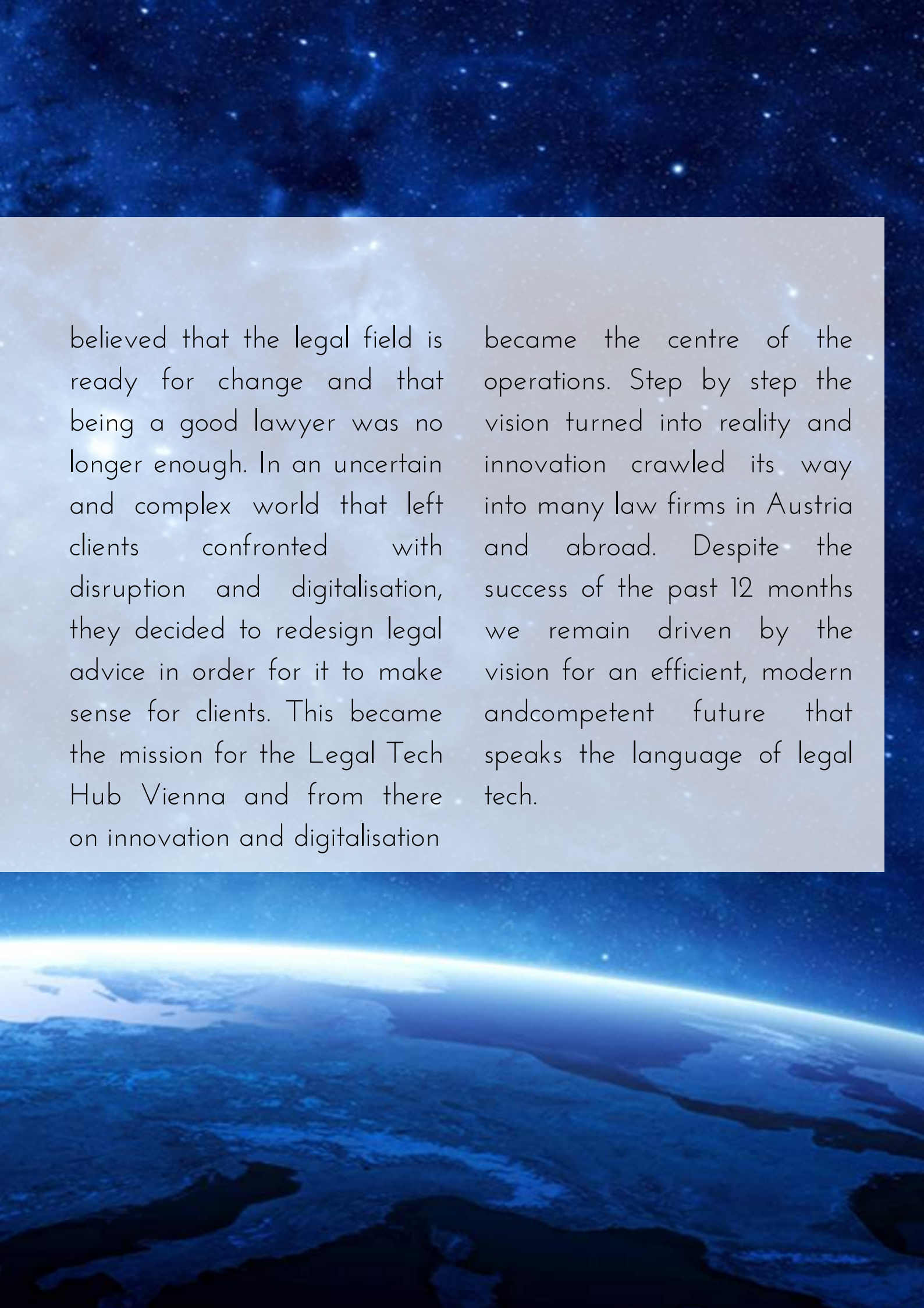
LEGAL TECH HUB VIENNA

ACCELERATOR PROGRAMME

REPORT

We talk Legal Tech

It started with a simple vision to bring innovation to the legal world in Austria. With rising numbers of clients focussing on future trends, the race to digitalisation clashed with the tradition of Austria's law firms. The industry was at a crossroads asking the age old question: adapt or perish? For the leading legal minds there was only one answer and this was innovation. The initiators



believed that the legal field is ready for change and that being a good lawyer was no longer enough. In an uncertain and complex world that left clients confronted with disruption and digitalisation, they decided to redesign legal advice in order for it to make sense for clients. This became the mission for the Legal Tech Hub Vienna and from there on innovation and digitalisation

became the centre of the operations. Step by step the vision turned into reality and innovation crawled its way into many law firms in Austria and abroad. Despite the success of the past 12 months we remain driven by the vision for an efficient, modern and competent future that speaks the language of legal tech.



ABOUT THE LTHV

Initiated by 7 law firms, the Legal Tech Hub Vienna is a platform for open innovations in the legal field. As an inter-office, purely private-sector initiative of law firms, LTHV is unique in Austria and abroad. Its core objective is to lead the legal consulting industry proactively, client oriented and innovatively into the digital future. Beyond the national borders of Austria, with a focus on Europe including CEE. The LTH Vienna is engaged in a variety of activities to explore and shape the infinite vastness of the Legal Universe. With a strong focus on digitalisation and innovation, we organise the Legal Tech Start-up accelerator and channel the knowledge the Legal Tech Lab. In order to bring together legal tech enthusiasts and pioneers, we organise many events, as well as offer Partner and cooperation services. With many facets of its operations, the LTHV is truly unique.

THE FOUNDING MEMBERS

D O R D A

 **SCWP**
SCHINDHELM

EISENBERGER + HERZOG
RECHTSANWALTS GMBH

schönherr

HERBST KINSKY

WOLF THEISS



PLATINUM PARTNER

GOLD PARTNER



COOPERATION PARTNER



IMPLEMENTING PARTNER

The logo for FUTURE-LAW features a teal horizontal bar above the text "FUTURE-LAW" in a bold, sans-serif font.

ABOUT OUR PARTNERS

The Legal Tech Hub Vienna prides itself in cooperation. The 7 Founding Members realised that in order to lead the market, the lawyers and legal tech enthusiasts had to put in a joint effort. This is why we cooperate with universities, research institutions in Europe, but also with other law firms and experts from industries such as tax and finance. We see itself as an agile association. Without the support and contributions of our Partners we cannot realise our vision of a digital future. Further development is a priority and work in progress is the goal. Therefore, the LTHV is always open for new members. We welcome further law firms as well as other companies and institutions from all corners of the legal universe.

LTHV ROADMAP 2019/2020

LTHV ACCELERATOR PROGRAMME

2 batches, 70+ applicants from 18 countries
10 finalists for each batch, 250+ guests,
stakeholders and lawyers, 5 legal tech start-ups
chosen for each batch

WHITE PAPER CLOUD COMPUTING

9+ legal experts, 7 law firms, 1 white paper draft

LTHV ROUND TABLES

2 Round Tables, 20+ participants

MEDIA

210+ media mentions, 15+ interviews, 7+
podiums

LEGAL TECH HUB VIENNA

- 7 law firms
- 1 platinum partner
- 1 gold partner
- 6 cooperation partners
- Successful first accelerator batch
- Huge network in Austria and CEE
- First White Paper drafted

When the LTHV was founded in late 2018, we defined a roadmap for our goals. Today, a year later, we are happy to look back to a more than positive outcome, amazing feedback and best practice examples.



WHITE PAPER CLOUD COMPUTING

In spring 2019, the LTHV Cloud Working Group was established, whose members were nominated by the founding law firms and are all experts in the field of cloud computing and data protection. Together a White Paper was developed, in which the current legal situation regarding the use of technical service providers by Austrian lawyers is being examined and a technology-neutral proposal will be presented, which should enable the use of applications based on cloud technology for the entire legal profession in a legally secure manner.

Who is Who? LTHV Working Group



Sonja Hebenstreit
Herbst Kinsky



Alexander Höller
Herbst Kinsky



Helmut Liebel
Eisenberger Herzog



Daniela Olbrich
PHH



Dominik Schelling
DORDA



Martin Tauber
Wolf Theiss



Wolfgang Tichy
schoenherr



Gudrun Waniek
schoenherr



Veronika Wolfbauer
schoenherr



Andreas Zellhofer
Eisenberger Herzog

The background of the image is a deep blue space scene. At the bottom, the curved horizon of the Earth is visible, showing dark landmasses and lighter blue oceans. Above the horizon, the sky is filled with numerous small, bright white stars and some faint, wispy blue nebulae. A semi-transparent white rectangular box is centered in the upper half of the image, containing the text.

**ACCELERATOR
PROGRAMME
FOR LEGAL TECH
START-UPS AND SMES**

ABOUT

The LTHV accelerator programme for Legal Tech start-ups and SMEs is tailor-made and product-oriented. Together with participants, mentors, experts and coaches we work intensively on the projects of the future. We provide our participants with 1:1 sessions with experts and offer the ongoing support of coaches and mentors in order to set the best legal tech technologies on the fast track to success.

By transferring legal knowledge based on the needs of every particular participant, we accompany our start ups through the process of PoC validation, execution and evaluation. The goal is to get the best out of every concept and idea by providing a productive and supportive environment. With Batch #1 completed in June, we are currently working on innovative solutions with Batch #2.

WHO'S WHO?

LTHV BOARD



Stefan Artner
DORDA



Philipp Kinsky
Herbst Kinsky



Gudrun Stangl
schoenherr

LTHV JURY



Lukas Schmidt
DORDA



Clemens Lanschützer
Eisenberger Herzog



Phillip Dubsy
Herbst Kinsky



Rainer Kaspar
PHH



Thomas Kulnigg
schoenherr



Philipp Reinisch
SCWP Schindhelm



Andrea Miskolczi
Wolf Theiss

LTHV COACHES



Max Kindler

Founder of Association of
Austrian In-House Lawyers



Karin Keglrich

Startup Investor &
CEO of Special Public Affairs



Eva-Maria Lass

Startup Coach & Founder at
Entrepreneur Me

LTHV TEAM



Sophie Martinetz

LTHV Implementing Partner
Founder & Managing Partner
Future-Law



Margarita Anna Schuster

Leading LTHV Project Manager



Dora Bertrandt

Assistant LTHV Project Manager



LTHV Alumni Club

The idea that legal tech is not merely a trend but the future of the legal industry is what connects LTHV participants from all over the world. This is why the journey at the Legal Tech Hub Vienna does not end with the Demo Day. After having successfully completed the LTHV accelerator, we stay in touch with legal tech enthusiasts from all over the globe. With a growing network of innovative minds and ideas, we wish to strengthen international cooperation. The LTHV Alumnus network serves this purpose by providing a platform to exchange experiences and valuable information.



THIS IS BATCH#2

A total of 30 national and international companies (start-ups and SMEs) applied for inclusion in the LTHV Accelerator Batch#2. The applicants came from 12 countries - including Spain, France and America. Out of the shortlisted applicants, five Legal Tech companies were selected during the LTHV Challenge, where each of the 10 Legal Tech companies had to give a 10-minute presentation and then face a 15-minute Q&A session. The aim of the challenge was to convince the jury not only to be an innovative Legal Tech startup/SME, but also the optimal candidate for the Accelerator program. This time, the LTHV jury focused on providers and developers of digital solutions for the areas of Know Your Customer (KYC) and Conflict Check.





MEET THE START-UPS OF BATCH#2



Bigle Legal is a SaaS platform transforming the way companies manage legal documents, enabling them to automate the process of creating their legal documents and mitigating human error.



is a legal transaction management platform for lawyers that simplifies, automates and secures legal deals as well as creates a new cutting-edge digital experience for their clients.



Juralio makes sense of legal matters by expressing them as interactive maps and timelines. Invite colleagues to collaborate and handle your daily influx of messages and documents in one place.



kompany is the leading RegTech platform for Global Business Verification and Business KYC providing audit-proof, primary source and time stamped company information in real-time.



Smart Oversight brings clients the Natural Language Processing and Machine Learning technologies to reduce costs and workload related to the anti-money laundering and know your customer processes.



ACCELERATOR PROGRAMME

REPORT BATCH #1

FEBRUARY - JULY 2019

THIS WAS BATCH#1

In the last few months the Start-ups as well as our legal staff were working hard on projects within the LTHV. The Start-ups did a great job connecting to Mentors, Experts & Coaches of the Austrian corporate scene and also we as LTHV founding members had great benefits and a lot to take away from Batch #1.

After the successful completion of the first accelerator round, we are looking forward to the opportunities and challenges that Batch #2 will hold for us.

LTHV Board Members



Philipp Kinsky, Gudrun Stangl & Stefan Artner
Herbst Kinsky Schoenherr DORDA

WHO'S WHO? - BATCH #1

MENTORS



Stefan Artner
DORDA



Phillip Dubsy
Herbst Kinsky



Thomas Kulnigg
Schoenherr



Clemens Lanschützer
Eisenberger Herzog



Andrea Miskolczi
Wolf Theiss



Alric Ofenheimer
Eisenberger Herzog



Christian Pindeus
SCWP Schindhelm



Philipp Reinisch
SCWP Schindhelm



Philip Rosenauer
PHH



Lukas Schmidt
DORDA



Sophie Schmidt
PHH

LTHV CHALLENGE

On 26. February 2019 the Legal Tech Hub Vienna hosted its first “LTHV Challenge” at Haus der Ingenieure in Vienna. Eleven Start-ups and SMEs from countries all over the world, including Singapore, Denmark and Scotland were invited to Vienna to pitch in front of the LTHV jury. The expert selection committee consisted out of jurists from the law firms of the LTHV founding members and representatives of the cooperation partners. The challenge participants had eight minutes to pitch their product, followed by ten minutes to answer questions from the jury.





After an intense afternoon of listening to eleven pitches, the jury retreated to make a decision on who will be part of the Top 5 and thus, earn a place in the first batch of the LTHV accelerator programme. The judges took criteria such as technology, traction, team and target market into consideration while making a decision.



The LTHV Jury at work - choosing the 5 Start-ups to participate in the programme.

After careful consideration, the judges made their final decision and the five winners were announced at the beginning of the start up fair in the early evening. Stefan Artner from DORDA, one of the founding members of LTHV and Sophie Martinetz from Future Law, the implementing partner of the program, announced the winners:



APPbyYOU

APPbyYOU offers a Use Case for the Legal industry called the "Smart Legal Messenger" based on the inhouse "Company Messenger Platform".

Jaasper provides easy and cost-efficient access to professional legal advice.



Contractbook

Efficient Contract Management for Modern Businesses. Create, sign and store all your contracts in one safe place

A Scottish based legal technology startup with a focus on designing and developing cloud software tools for litigators.



miso



Taxy.io

Taxy.io automates the research and analysis of tax issues through digital understanding of law and client to save tax advisors and finance department staff up to 80% of the research effort.

After the announcement in front of a large audience, the evening continued with the Start-up fair. All of the participants were assigned a table where they could talk to the guests and present their ideas and products. The LTHV challenge ended with numerous guests, new friends and excitement for the Kick-Off Module of the accelerator programme starting the following day.

"The international response to this challenge was extraordinary and it was a difficult decision for the Jury to make."

- Stefan Artner, Partner at DORDA
and LTHV Jury Member









KICK-OFF MODULE

27. - 28. FEBRUARY 2019

After the excitement of the challenge, the selected five winners came to the headquarters of the Legal Tech Hub Vienna for a two day Kick-Off of the accelerator programme.

The first day started off with a breakfast meeting, where the participants had the chance to meet the coaches, mentors and the team and find out more about the Legal Tech Hub Vienna and the accelerator programme. Following the meet up, everyone gathered to share their expectations for the months to come. With everyone's wishes noted and the focus laid on product testing, legal know-how and networking, the programme proceeded with an input by Lucas Polagnoli of Speedinvest. The expert talked to the group about the various myths surrounding entrepreneurship.



The afternoon was reserved for yet another challenge: "Challenge my Company". Each Start-up was given time with a group consisting out of coaches, mentors and experts, who were instructed to question the product and the idea behind it, in order to determine where there is potential for improvement. To ensure maximum productivity, we applied a rotation principle to the challenge. Therefore, each participant was given an equal amount of time with every group of challengers.



During the afternoon, attorneys from Schoenherr also spoke to the group about the relationship between legal professionals and technology - a topic vital for the success of the participants. The day ended with networking in the heart of Vienna.

The LTHV coaches, a carefully selected team of 3 people, spent the whole first day of the module with the Start-ups. The idea was to match each of them with 1-2 Start-ups for the rest of the programme.



Karin Keglevich-Lauringer, CEO and Founder at Special Public Affairs matched up with **Jaasper**. Karin Keglevich has many years of experience in consulting. Her competencies comprise classic PR work for the economic and finance sector as well as lobbying and process support.

Maximilian Kindler, Founder of Association of Austrian In-House Lawyers matched up with **Miso** and **Taxy.io**. Due to his working experience in Austrian courts, law firms and several private, listed and state-owned corporations, he contributes a wide spectrum of special knowledge to the LTHV, especially regarding his experience in restructuring and as a turnaround manager.



Eva-Maria Lass holds the Austrian State Prize for Adult Education and is a renowned Start-up Coach and Founder at Entrepreneur Me. She teamed up with **APPbyYou** and **Contractbook**. Her special competencies lie within the high personal commitment as well as her hobby - to find ways out of difficult entrepreneurial situations.

After the introductions on the first day, the second day of the Kick-Off focused on a practical approach. The day started with an input by Friedrich Gleissner, IT specialist at PHH Attorneys at Law, who addressed the challenges new technology often faces in Austria's IT landscape. Following the interesting discussion, the participants were given one-on-one time with their coaches to conduct the initial strategic analysis and work on a plan for the upcoming months. The groups were encouraged to set milestones and focus on challenges that may arise during the course of the programme.



As extensive product testing is one of the crucial segments of the programme, the afternoon was reserved for just that. Representatives of the founding members were invited to visit the participants and test their products at the LTHV.

With everyone interested in innovative technology, it is no surprise that this portion of the programme took more time than planned!

After two days of new acquaintances, valuable input and interesting discussions, the Kick-Off finished with a wrap-up, where the participants shared their impressions of the programme so far.

Upon the official end of the Kick-Off, an optional Gin&Tonic Tasting was offered to those who stayed in Vienna for an additional evening. All in all, it was a successful Kick-Off and we were already looking forward to see everyone at Module I of the accelerator two weeks later.



MODULE 1

13. - 15. MARCH 2019

Two weeks after the exciting LTHV Challenge, the five Start-ups were already back in Vienna for Module 1: Let's get started!

On the first day, the Start-ups shared their progress with the coaches, their fellow participants and the LTHV team over a cup of coffee and a croissant. Also, the milestone plans that had been agreed upon with the coaches in a scheduled call were presented.

After the breakfast, the mentors arrived for the first round of product testing in this module. Since the representatives of the law firms were, again, very interested in the innovative technology, this slot could have lasted for the rest of the day.



However, there were some more things planned for Day 1 of this module. Petra Postl, Head of Digital Channel Management at Erste Bank, took the time to give a very interesting input about the pressing topic of cyber security.

The participants discussed their various concerns and questions over a nice set of sushi until the next expert, Harald Beer, had already arrived. The tax advisor at the tpa Group and crypto-currency expert shared his experience and tips on business plans - and spontaneously stayed for the next slot, another round of product testing.



In the afternoon, we had to hurry to be on time for our appointment at SCWP Schindhelm, one of the LTHV founding members. We were invited to their premises in Vienna and had an interesting discussion about project implementation and management, hosted by Andreas Lenzenweger, Digitalization Expert at SCWP Schindhelm.



Even though we could have stayed at SCWP Schindhelm for much longer - some of the participants even did so - we had to leave, since there was yet another exciting item on our agenda.

Univ.-Prof. Nikolaus Forgó,
Head of the Department
of Innovation and
Digitalisation in Law, had
invited the LTHV participants



universität
wien

Department of Innovation
and Digitalisation in Law

to the kick-off session of the Legal Tech Hackathon of the University of Vienna, that took place at FH Campus. Despite already being very exhausted after a packed day, some of the participants still took the chance to present themselves in front of the students, that showed a high interest in the challenges the Start-ups had experienced on their journey so far. After this exciting and very dense programme, everyone was happy to go home and prepare for the next morning.



Day 2 was all about Business Plans. Developing a business model is hard and can be challenging at times - this is why the LTHV coaches stayed a full day to work with the Start-ups and help with any questions that occurred.



In the afternoon, the participants had a moment to work on their business model plans and used this time to implement the things they had learned into their existing business model plans.



To give the Start-ups a well-deserved "break", we invited Mathias Knafl, associate at Eisenberger Herzog, Head of Knowledge Management, to join us in the afternoon. He spoke about the contract workflow within a law firm, a topic especially interesting to some of the participants. It was thus foreseeable that another exciting discussion was triggered here.

In the end of the day, each Start-up presented their modified business plans in front of the LTHV coaches, team and their fellow participants. This was the perfect place to receive some additional feedback from the group - and it was also the place for some Gin&Tonic and pizza.



The last day of Module 1 started with a breakfast input at Schoenherr, which is also one of the LTHV founding members.

After an introduction given by LTHV board member and COO at Schoenherr Gudrun Stangl, her team continued with a discussion about ways of implementing legal tech into daily legal business. The breakfast ended with a tour on the premisses of Schoenherr, discussing about ideal workplace furnishing and sustainability.

schoenherr



Back in the LTHV location, the mentors were already waiting for the Start-ups. Immediately, another Product Testing session began.

Later in the afternoon, Thomas Strayhammer, the IT Director at Schoenherr talked about the challenges of implementing legal tech into the workings of a law firm and how to avoid the obstacles that may occur. Thomas even stayed for the next session, which was also the last official one for Module 1:

AI-enthusiast Clemens Wasner, Founder and CEO of enliteAI visited us to discuss various aspects of Artificial Intelligence. This interactive session took way longer than planned, but there was still enough time for a wrap-up before the participants had to leave.

We are looking forward to Module 2!



MODULE II

10. - 12. APRIL 2019

After the excitement of the Kick-Off in February and an introduction to the intense programme during Module I in March, we continued with the topic of Module II. Titled "It's all about the Money", this Module offered the participants inside knowledge of investments, investors and PR techniques to attract investments.

As always, the first day started with a working breakfast. Over a cup of coffee, the participants shared their progress and new experiences with fellow Start-ups and the LTHV team and coaches.



The day continued with an input by Nicole Bäck. The managing director and partner of Ecker & Partner, one of Austria's leading PR firms shared her experiences in regard to legal PR and communications. Through a series of case studies she introduced the start ups to different techniques of approaching potential clients.



In order to contrast opinions, the second input was given by Philipp Kinsky. The partner at Herbst Kinsky, one of LTHV founding members, who is also an investor talked to the participants about the key elements of an interesting pitch. His unique position of being both a practicing lawyer, as well as an investor enabled him to offer the Start-ups a valuable insight in regard to investment perspectives.



The programme continued with product testing. In the course of the afternoon the Start-ups had the opportunity to present their products to the representatives of the LTHV founding members and partners.

The final input of the day was given by Birgit Reiter-Braunwieser from ABA Invest. The Director of Start-ups and Central Eastern Europe shed some light on the Austrian Start Up Ecosystem and advised the Start-ups on existing governmental funding programmes and grants.



In order to celebrate the start of Module II and also enjoy a relaxed atmosphere, the day ended with a gin & tonic toast. The evening provided a cozy setting for further conversation and helpful talks.

Day two started in the offices of our platinum partner - tpa.



Partner and tax advisor Veronika Seitweger hosted a legal tech breakfast, where the Start-ups had two minutes to pitch their products to the tpa representatives. Following their elevator pitch, there was plenty of time to answer all the questions of the audience in order to determine the crucial arguments to deliver in a final pitch.



The day continued with a product testing session, where lawyers, experts and mentors had another chance to test the newest versions of the products. Being faced with a partly critical audience, the start up gathered new opinions on their technology.



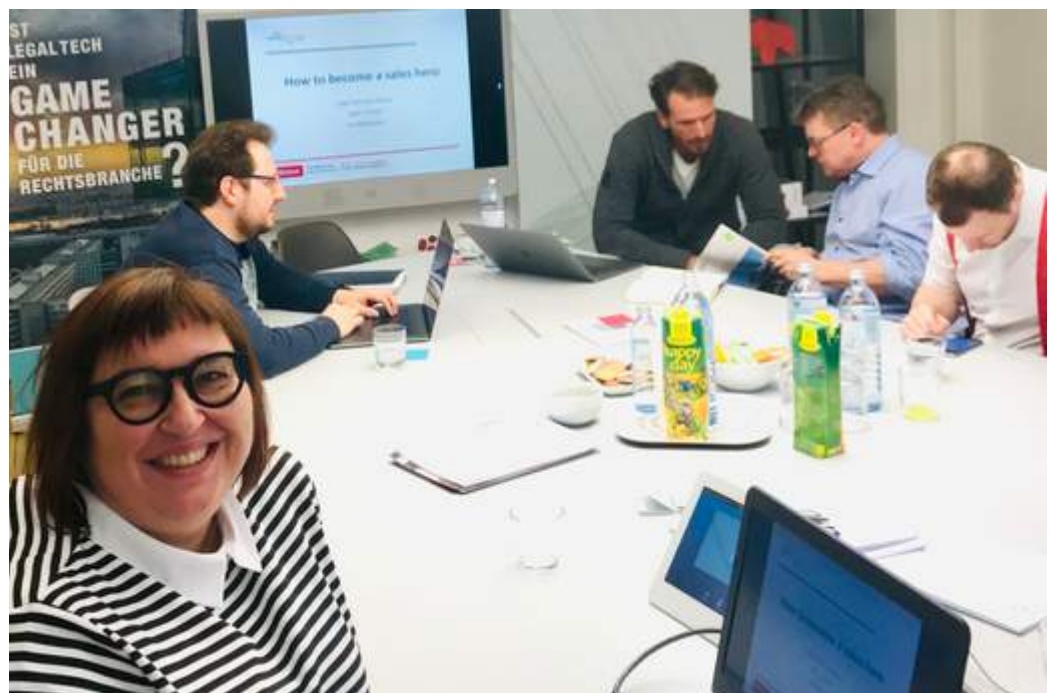
Following the lunch break, the participants had the pleasure of meeting the Silicon Valley Veteran Michael Kunz. The Co-Founder and CEO of everbill.com talked about Financial Key Performance Indicators and pointed out common mistakes in financial planning. He also gave advice on the most effective methods of growth for young companies.

The rest of the afternoon was reserved for fine tuning the pitches of the LTHV Start-ups.

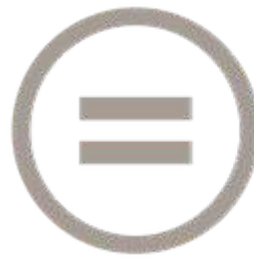
After a coaching on different pitching techniques held by LTHV Coach Eva-Maria Lass, the start ups had some time to work on improving their pitch with their respective coaches.

The afternoon continued with an investor readiness check. The participants had the opportunity to put the pitching techniques and the newly acquired knowledge to use and present what they have been working on. In a safe and open-minded environment, the Start-ups tried out different formats and approaches to pitching and in return received valuable feedback from the audience.

After a hard day of work, the Start-ups visited the 4Gamechangers Festival in the Marx Halle.

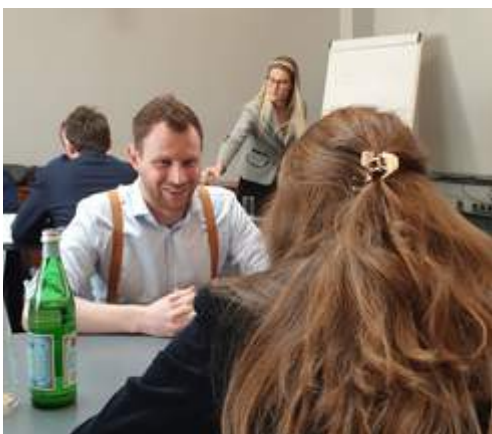


The final day started with a breakfast input hosted by the LTHV founding member PHH.



PHH
RECHTSANWÄLTE

After a tour in the offices of PHH, Nassim Ghobrial, Head of Marketing & PR presented marketing strategies specifically designed to spark a lawyer's interest. The Start-ups were then able to immediately test these strategies during a round of speed-dating with associates, partners and IT experts from the PHH offices.



In order to have one final chance to test their ideas and the strategies acquired over the past days, another product testing session took place in the LTHV offices.



Due to conflicting schedules of many participants, contrary to the schedule, the rest of the day was reserved for private meetings and working time.

All in all, Module II offered the participants valuable insights in all things finance and investments. After three intense days, the participants returned home looking forward to everything that Module III has to offer in May.



MODULE III

8. - 10. MAY 2019

In May, we met again for Module III. Addressing different topics such as UX Design, Marketing Deep Dive, Storytelling and Pricing Models for SaaS, the Start-ups had the opportunity to discuss about many different topics.

In typical LTHV-tradition, the programme started with a Breakfast, talking about milestones and challenges of the previous month. Right afterwards, the Start-ups were joined by lawyers and experts from the LTHV law firms for a Product Testing Session. Three months into the programme, the Product Testing slots have turned from mere testing to talks and discussions about potential implementation of one or another product and - of course - the Start-ups are always eager to discuss this.



After the lunch break, the day continued with a coaching session titled Marketing Deep Dive. Since there is no "one-fits-all" approach to marketing, the coaches worked together with the Start-ups to find the right approach for them individually.



Jumping from Marketing to UX Design, the afternoon continued with an expert input by Cornelia Hasil, an user experience designer and frontend developer with a big love for user-centered processes and Sass (Syntactically Awesome Stylesheets). Her experience design studio menonthemoon is specialized in customer experience and based in Vienna. Her main focus lies on developing digital systems, from user research to frontend tasks. Cornelia studied Media Informatics at Vienna University of Technology with research focus on user research. Together with the Start-ups she discussed UX Design and gave her valuable input upon this topic.



The day ended with a workshop by Juan Guerra, a passionate communicator who stands out by combining storytelling, purpose, and empathy. He is very experienced in working with start-up accelerator programs and founders helping them unleash the power of their story. At the same time, he hosts the monthly Vienna Pitch Training, a meetup of entrepreneurs looking to get feedback on their business idea while improving their pitching skills. During his session at LTHV he talked about different ways of developing stories to adventures.

There's not only Start-ups and SMEs working in the field of legal tech - the Future-Law network comprises several (law) students that dedicated their research to legal tech. For the start of Day II, we invited a small number of them to get to know the Start-ups at a Legal Tech Breakfast. The students had the chance to get insights to the Start-ups work and discuss some obstacles they came across over a good cup of coffee and a croissant. Afterwards, the Start-ups again had the chance to talk to their mentors in another Product Testing Session.



After many inputs on marketing, during the afternoon the participants were given a chance to discuss their thought and ideas during a discussion round on marketing strategy. Through sharing new ideas, the start-ups are encouraged to rethink their approach to marketing. The discussion was followed by yet another product testing session in which the participants were challenged to test their newly adopted marketing knowledge. The visiting expert in the afternoon was Andreas Greilhuber, COO of anyline. The entrepreneur shared his expertise in Sales and Delivery of Service Solutions and talked to the participants about different pricing models in the technology Industry. Focussing on creative pricing models he encouraged the start-ups to rethink classic pricing options.



The last day of Module III began a new approach to project management. We were joined by Kristina Hofer of Future-Law. As a PMI and business coach she was able to share her tips on how to improve various aspects of project management. The participants engaged in a lively discussion. Later in the day we were joined by Philipp Bencze from Advokat - the biggest provider of legal information and software in Austria. The topic of growth and international expansion followed us into the afternoon with expert Gregor Posch from the Vienna Business Agency. Afterwards, Alberto Sanz de Lama, representative of Lexis Nexis, paid us a visit in the LTHV venue. The Start-ups enjoyed meeting experts from leading software providers in the Austrian market, as they encouraged them to think not only locally but internationally and even globally. After a working lunch, Module III ended with a wrap-up.

MODULE IV

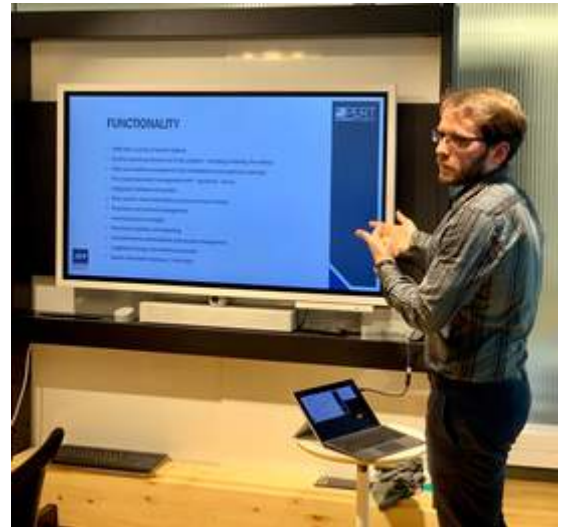
5. - 7. JUNE 2019

The Module IV was held in the beginning of June under the title "Get Ready to be Awesome". The topics of the last module were tailored to the wishes and interests of the start ups, while focussing on preparing them for Demo Day in July.

As always the first Day began with a breakfast during which the start-ups were encouraged to share the progress they have made in the last month with the rest of the group. Numerous participants were at the finishing stage of negotiations and were happy to share their news. The day continued with a product testing session. While some participants had scheduled meetings with interested parties, the others had free working time.



Since they did not make it during module III in May, we were joined by Vlad Katanic of JurXpert, another innovative solution in the field of legal software. Being on the market for over 20 years, the participants used their chance to ask many questions in regard to market suitability.



In the afternoon we were joined by expert advisor Herwig Gangl who addressed the topic of Sales B2B. Having international expertise in the field of Technology and Media, the session took much longer than expected and was followed by a lively discussion regarding location of decision makers and the allocation of resources when it comes to sales and potential investors.

DORDA

The first day ended with a visit to LTHV founding member, DORDA. We were hosted by Stefan Artner and Lukas Schmidt and the topic of the visit was leadership, HR&Team and the general culture skill set. Dorda was the perfect setting for said topic due to their ILO Clients Choice award based on their culture of team spirit.

During the conversation we were joined by another company highly supported by our founding member. Rendity CEO Tobias Leodolter shared his experiences in working with lawyers of an everyday basis.

Following the visit, we decided to celebrate the start of the last Module in the Stadtpark.





The second day began with a legal tech breakfast hosted by another LTHV founding member - Herbst Kinsky. We were invited by Partner Philipp Dubsy who explained the legal aspects of financing models over breakfast. With Herbst Kinsky's long history with investments they were the perfect fit to address the topics of raising capital, ventures and angel investors. As usual when the topic is this interesting, we ended up taking longer than anticipated. However, due to the illness of the following speaker, this was not a problem. The working time reserved for the start-ups to catch up on their work was then extended until lunch.

HERBST KINSKY

During lunch time Prof. Nikolaus Forgó from the University of Vienna addressed the dystopian topic of the future of the legal sector 10 years into the future. Prof. Forgó introduced the future of the legal sector in many different ways and focused on improving the services in the future. Later in the day we were joined by two representatives of the DORDA GDPR team - Dominik Schelling and Nino Tlapak. They shed some light on various cloud issues and what these obstacles mean for the legal tech start-ups. Due to recent GDPR regulations our participants were highly interested in what the legal experts had to share.



After an intense product testing session, our last speaker for the day joined us. Dr. Wolfgang Pichler from MANZ, the leading Austrian publisher introduced the start-ups to the vast world of MANZ publishing. In addition to their new legal tech solutions, Mr. Pichler presented innovative technologies designed to make a lawyer's life easier. Luckily it was the last session of the day, so we did not have to apologize for extending the speaking time.

EISENBERGER★HERZOG

Day three began with a beautiful view of Vienna from the EH Law offices. Eisenberger Herzog as a LTHV founding member invited us for breakfast to talk about the specific obstacles to successful product implementation. Partners Alric Ofenheimer and Clemens Lanschützer talked about particular needs of EH Law and were later joined by their tech and IT department who focused on technological aspects specifically.



The last portion of Module IV was reserved for a product testing slot, which was bittersweet seeing that it was the last, and then an intense coaching. With their respective coaches the participants experienced incredible pitch tuning designed to prepare them for Demo Day coming up in July. Their respective pitches were reviewed by the coaches and then the start-ups practiced their ideas in front of the team and the rest of the group. The final module ended with a wrap-up and sad goodbyes.



PRESSURE COOKER

10. JULY 2019

Demo Day only a day away it was time to pick up the pace and work hard to prepare for pitching in front of a live audience. The preparation day started with the first pitching session which was intended to show the draft pitch the participants prepared for the following day. After presenting their initial routines, storyteller Juan Guerra joined us again to offer his unique and professional approach to storytelling, a skill the participants will have to master in front of a large group of legal tech enthusiasts. The enthusiastic speaker encouraged the start-ups to be creative in their approach to the pitch despite having to impress lawyers who tend to be a crowd that is hard to please. .



After a short lunch break the training continued with a second session of pitch training and tuning. The coaches weighed in with their constrictive comments and reinforced self-esteem in the participants. The final pitching session where the start-ups showed the end version of their prepared pitched took place early in the afternoon in order to provide them with enough time to rest.



The last evening together before the official end of Batch #1 was reserved for a relaxed barbecue with the LTHV Team, leaving our start-ups full and well-prepared for the last day.

DEMO DAY

11. JULY 2019

It was time to show everyone what we have been working on during the past six months. Demo Day took place in the Kuppelsaal of the Technical University of the University of Vienna with many lawyers, legal tech enthusiasts and LTHV friends. The evening began with kind words of welcome by the LTHV Board Members, Stefan Artner, Gudrun Stangl and Philipp Kinsky. After having addressed the start-ups, partners and guests, it was time to pitch. Five start-ups got on the stage one after the other in order to pitch in front of the audience and the jury for the title of best start-up of Batch #1, as well as the audience favorite. After presenting their ideas and all their hard work, the title of **Winner** went to **MISO** and their CEO Team Pete and Sarah Milligan. The team took home a large prize and their title. The audience also got to choose their winner and decided to give their title to **Contractbook** from Denmark, represented by CPO Jarek Owczarek, who also received a prize.

In return, the Start-ups got to award their favorite Mentors - they voted for Sophie Schmidt (PHH), Stefan Artner (DORDA) and Mario Spanyol (EH Law). The evening ended in a good mood with great opportunities for networking with good food and great drinks.







