## **Contents**

Chapter 1: Catfishing chimpanzees

Chapter 2: A truth-finding process

Chapter 3: What is the problem to be solved?

Chapter 4: Your legal tech strategy

Chapter 5: Pricing, innovation, and the case for industry-agnosticism

Chapter 6: Valuing simplicity

Chapter 7: The value of citizen development

Chapter 8: Considerations when choosing your technology

Chapter 9: Due diligence, vaporware, and demos

Chapter 10: Get the timing right

Chapter 11: The underappreciated importance of reporting

Chapter 12: Choosing your vendor

## About the author

Nathan Cemenska, JD/MBA, is a former practicing attorney and independent consultant in the legal operations space, specializing in data analytics, outside counsel management, and legal technology. He has worked both in the legal operations consulting space through UpLevel Ops and Elevate Services, and in the legal technology space through Wolters Kluwer ELM Solutions.