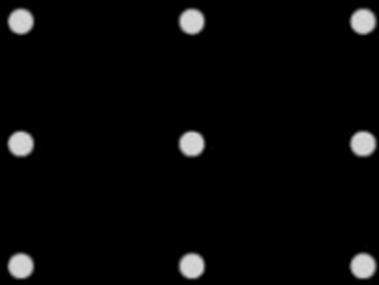
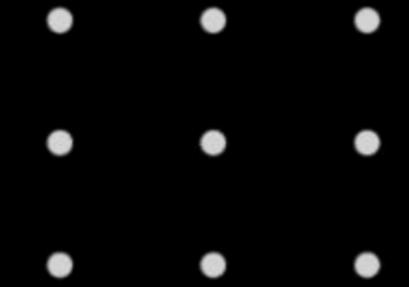


LEGAL·IO

Enterprise Marketplace for Legal Talent and Technology



Pieter Gunst, CEO
Series A Deck

4.5x

YoY Growth

\$1.2M

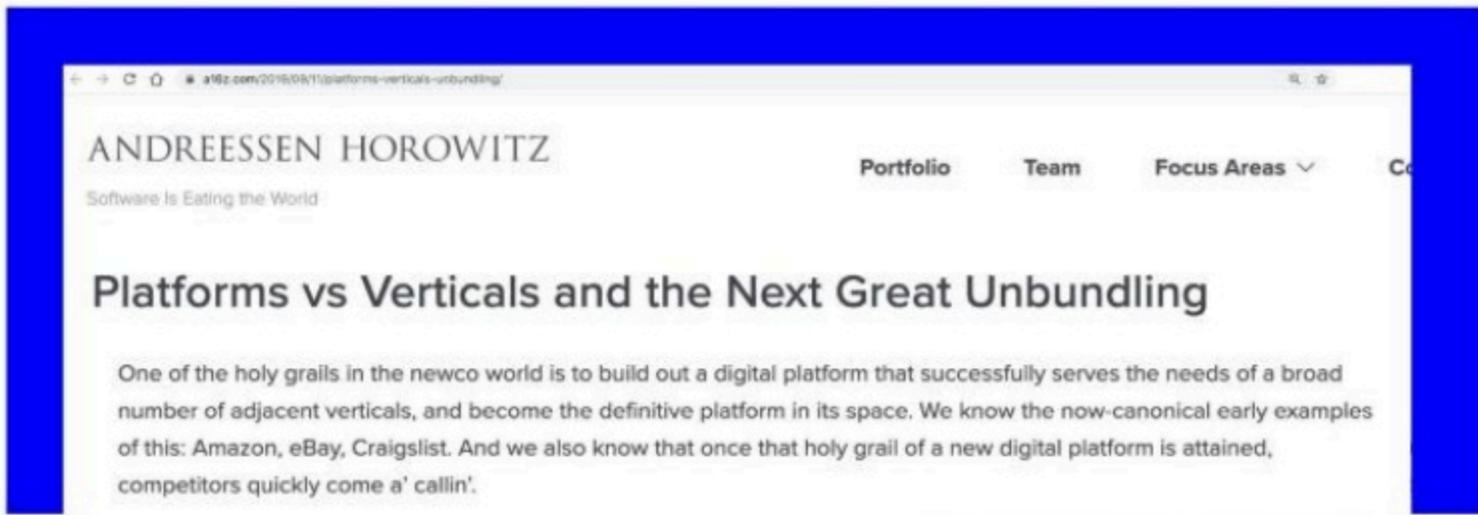
Gross Profit Run Rate

Medallia

 Nextdoor

 zoom

There will be 20+ \$1B companies built from the unbundling of LinkedIn. Legal.io will fill the enterprise legal vertical



ANDREESSEN HOROWITZ
Software Is Eating the World

Portfolio Team Focus Areas

Platforms vs Verticals and the Next Great Unbundling

One of the holy grails in the newco world is to build out a digital platform that successfully serves the needs of a broad number of adjacent verticals, and become the definitive platform in its space. We know the now-canonical early examples of this: Amazon, eBay, Craigslist. And we also know that once that holy grail of a new digital platform is attained, competitors quickly come a' callin'.

One of the most effective forms of that competition often comes in the form of newcos who aspire to take chunks out of that emergent platform by better addressing the needs of a *specific vertical* within that platform—by creating a user experience or business model that's much more tailored to the unique attributes of that vertical. Stubhub, for example, took a big chunk out of eBay by creating a ticket-buying experience that was so in tune with the needs of buyers and sellers—with ticket verification, venue maps, and rapid shipping—that they were able to grow despite the fact that their fees were substantially higher than what eBay was charging (which likely motivated Stubhub in 2007).



Harry Stebbings @HarryStebbing

The unbundling of LinkedIn will create 20+ companies worth \$5Bn+.

Heavily segmented, heavily verticalised, with highly specific functionality for each vertical.

Let the unbundling of LinkedIn begin....

2:48 PM · Oct 11, 2020 · Twitter Web App

97 Retweets 34 Quote Tweets 1.2K Likes



Why the next professional network will look nothing like LinkedIn

— Posted on November 4, 2019 by Brianne

As LinkedIn unbundles, SaaS companies emerge as leaders of the new professional networks

LinkedIn, now in its 16th year, was built for a different era where professional ability was confined to a resume and recruiters served as gatekeepers between professionals and hiring managers.

About Brianne



Brianne Kimmel is an angel investor and founder of Worklife.

Follow Brianne on Twitter: @briannekimmel



TECH

Doximity more than doubles in NYSE debut, giving health-tech company \$9.4 billion market cap

PUBLISHED THU, JUN 24 2021 1:21 PM EDT / UPDATED THU, JUN 24 2021 4:10 PM EDT

AD EASY

KEY POINTS

- Doximity's revenue climbed 77% in the latest fiscal year to \$206.9 million, and net income jumped 69% to \$50.2 million.
- Founded in 2011, Doximity has established itself as the LinkedIn for doctors and now has over 1.8 million medical professionals on its network.
- The company makes money primarily by allowing drugmakers to promote products and services to doctors and as a recruiting tool for medical systems.

**There is no effective, trusted way for enterprise
to find the best legal talent and technology.**

No “go to” source to make informed legal purchasing decisions. Hiring processes are slow and vendor landscape is fragmented.

Legal departments need to do more with less, but lack the data to make informed legal buying decisions.

Contingent workforce on the rise

Enterprises increasingly rely on staffing firms to hire legal talent on a flexible basis - digital players represent only 3% of spend.

The rise of remote work and the “legal operations” department accelerates this trend, creating an opportunity for new entrants.

No good data on legal talent

There are 200k+ legal jobs posted annually. Yet LinkedIn and other job boards fail at helping companies identify great legal talent efficiently.

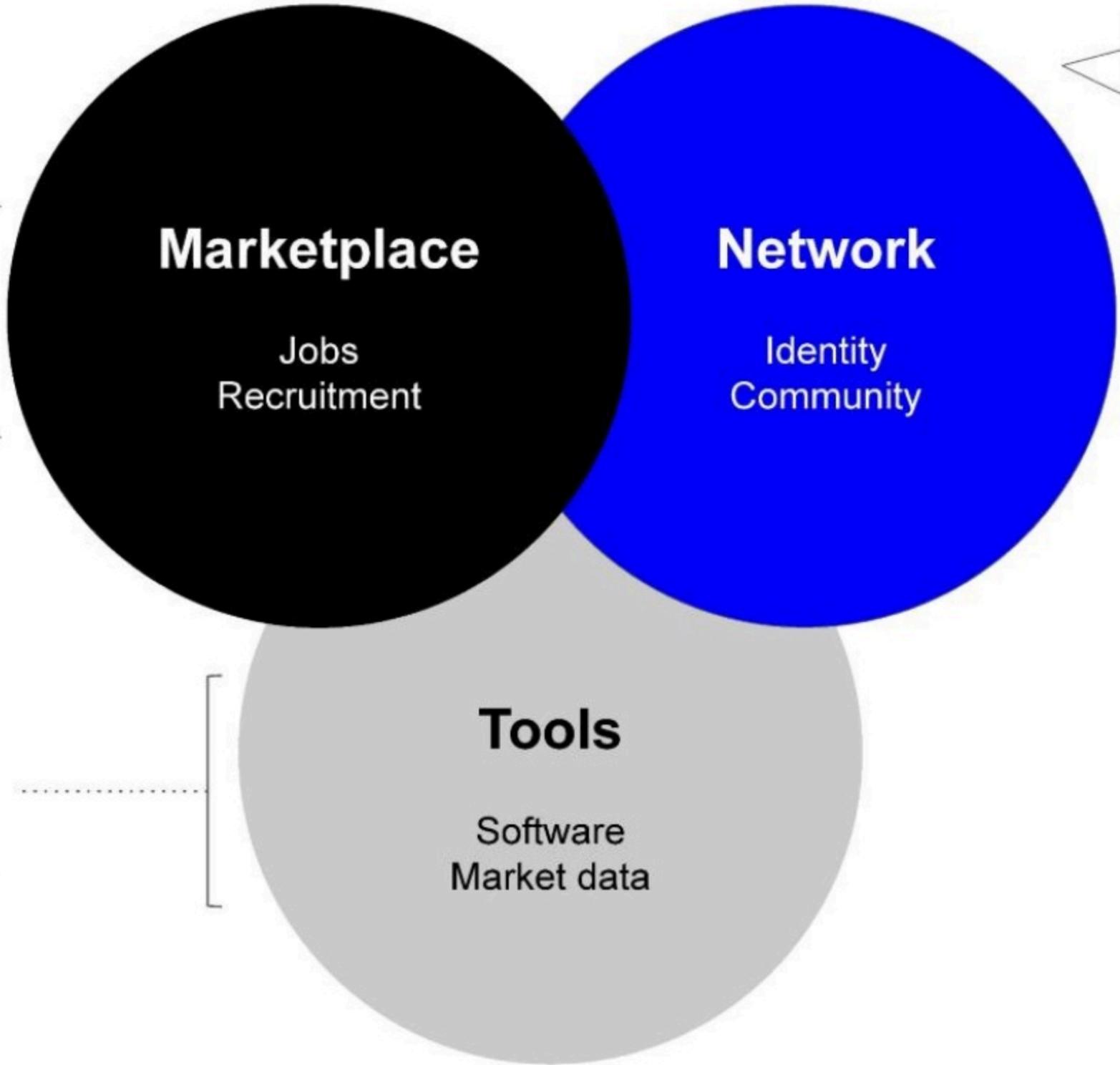
By engaging a large community of legal professionals and collecting vertical-specific data on our talent pool, we find better talent faster.

Highly fragmented vendor landscape

Technology is transforming legal, yet there isn't a good way to discover and vet these products, and the people that know them.

By mapping out the legal vendor landscape, we help customers explore, purchase and integrate talent and tools with confidence.

LEGAL.IO IS BUILDING THE MARKETPLACE FOR ENTERPRISE LEGAL



We empower enterprises to **hire top legal talent** for temporary and permanent roles and streamlines the hire process.

Our network goes **beyond just attorneys**, covering Legal Operations, Trust & Safety and other Compliance roles.

We bring value to our members by sharing legal job opportunities and data on salaries, technology and vendors.

We are becoming the go-to source to discover the best legal talent and tech. Think LinkedIn + Hired.com + G2 for legal.

We've built a vibrant community of legal professionals on buy + sell side with a combined budget of +\$10B.

We verify professionals in our network and connect members with each other, building lasting relationships.

WE OFFER INDUSTRY-TAILORED HIRING AND MARKETING SOLUTIONS



Advertising | Premium Profile

Marketing solutions for firms, legal tech vendors and individual legal professionals looking to reach in-house buyers and the legal community.



Flex Counsel | Marketplace

Hiring solutions for legal departments looking to engage verified attorneys and other legal professionals on a flexible basis.



Recruitment | Job Listing

Hiring solutions for HR departments seeking to attract top talent for mission-critical full-time legal and compliance roles.

PLATFORM: TALENT DISCOVERY

Structured data that
LinkedIn doesn't provide

Index talent for
cross-border legal needs

Relate legal talent to
legal technologies.



About Pieter

I'm the CEO of Legal.io, the Marketplace for legal talent and technology. I studied law at uGent (Belgium) and at Stanford (USA). I worked as a tech lawyer at DLA Piper (Brussels) and as an in-house legal professional at SurveyMonkey (Palo Alto).

Practice Areas

Commercial Intellectual Property Privacy Telecommunications Trademark

Languages

English, French

Legal Software

Ironclad Parley Pro Logikcull Fastcase Westlaw Practical Law
Adobe Sign Law Insider

Experience

Legal.io

Co-Founder • 2012 - Present

PLATFORM: VENDOR DISCOVERY



Xakia ★

Enterprise Legal Management

Contact

Watch Demo Video

Xakia Overview

Xakia is cost-effective and easy-to-implement legal matter management software for in-house legal teams of any size. It centralizes matters and documents in a single source of truth, helping you to stay on top of workloads, deadlines, and priorities. Powerful analytics and interactive dashboards and reports ensure you are making data-driven decisions and removes the need for spreadsheets. An open API architecture also means that you can seamlessly integrate Xakia with Outlook, Gmail and critical software in your LegalTech ecosystem and workflows.

Xakia - Your Legal Hub. Optimize the efficiency and impact of your in-house legal team in

Website: Xakia
Category: Enterprise Legal Management

Vendor Details

Vendor: Xakia Technologies
HQ location: Melbourne, Victoria, Australia

Company website: <http://www.xakiatech.com>
Twitter: @xakiatech

Year founded: 2016
LinkedIn Page: www.linkedin.com

Contact Xakia
Optimized for quick response

Contact Xakia

Watch Demo Video

Related Products

Acuity ELM →

Legal.io →

ELM Solutions →

Legal Files →

Onit Enterprise Legal Management →

Relate legal technologies to legal talent

Lead gen tool for legal tech software

Products in the Contract Management Category

Concord
By Concord
Radically simple in design, Concord's end-to-end contract lifecycle management solution makes it easier to create, collaborate, negotiate, e-sign, and manage agreements all on one ecosystem. Designed to meet Legal's needs - while easily adoptable by all departments, Concord centralizes documents and workflows, shortens time to signature, and improves compliance. Integrations include Salesforce, Onix, Box, Dropbox and Google Drive, plus Concord's API enables easy connection to additional systems.

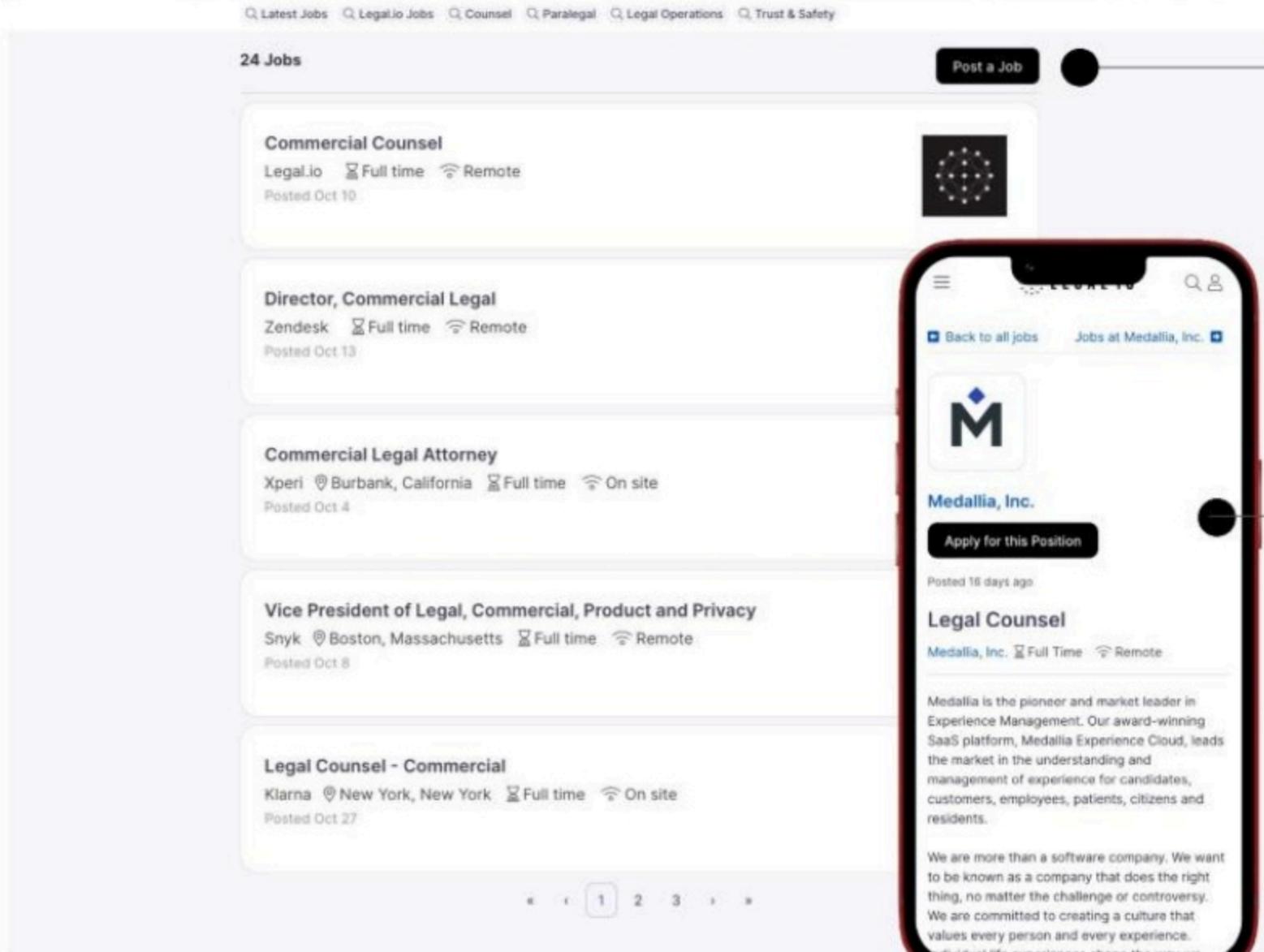
Conga Contracts
By Conga
Gain visibility & control over all the contracts in your organization, while simplifying & accelerating the creation & negotiation process. With Conga Contracts, your company can streamline the entire contract management lifecycle complete with a robust repository, granular security controls, flexible routing & approvals, & automated reporting that drives business forward. Conga Contracts provides the complete end-to-end contract lifecycle management solution for companies of any size & industry.

ContractSafe
By ContractSafe
We organize your contracts easily and affordably. Incredibly easy to use and manage. Search and find any document (even scanned) in seconds. AI pulls key info for setup. Email reminders so you'll never forget to renew (or cancel) an important contract. Collaborate with your whole team with unlimited users. No implementation or configuration means you will be up and running right away.

PLATFORM: JOB DISCOVERY



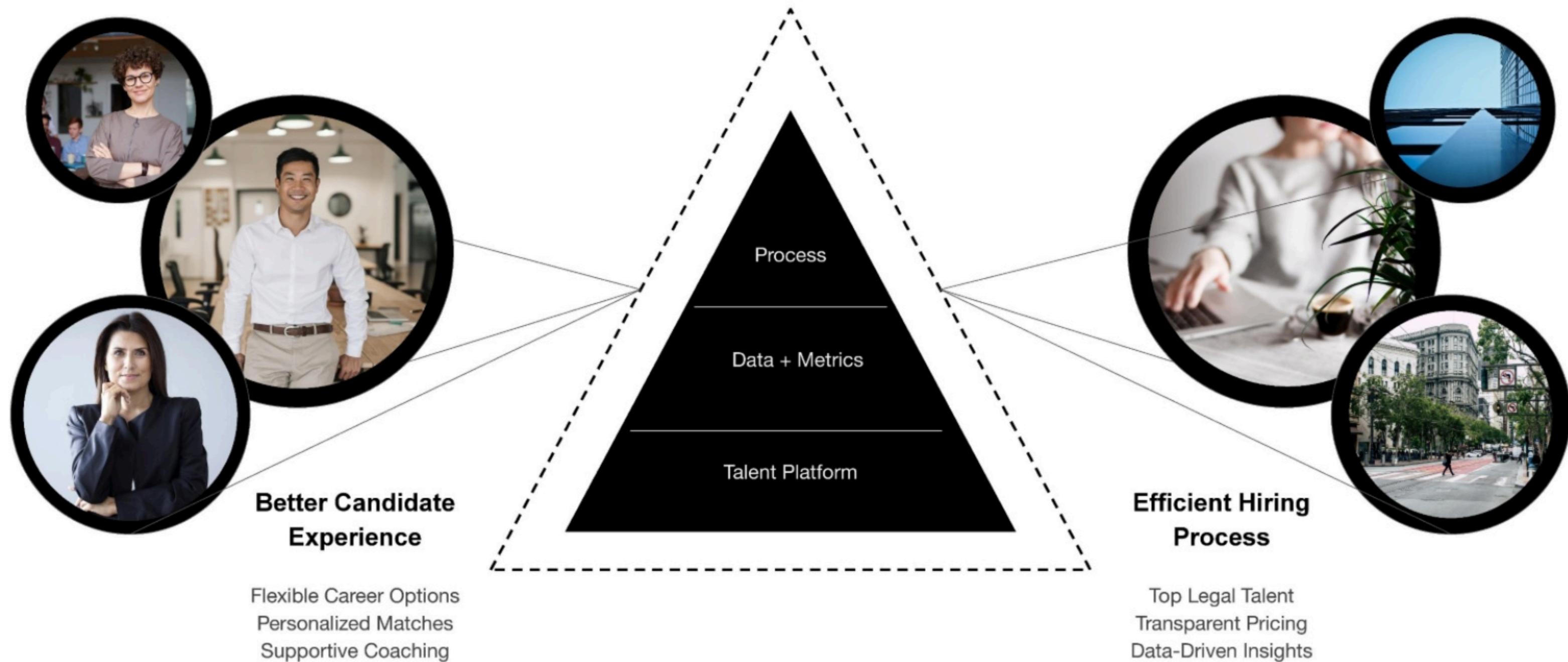
Create a Legal.io Profile to get notified of relevant opportunities



Post jobs to the Legal.io talent network

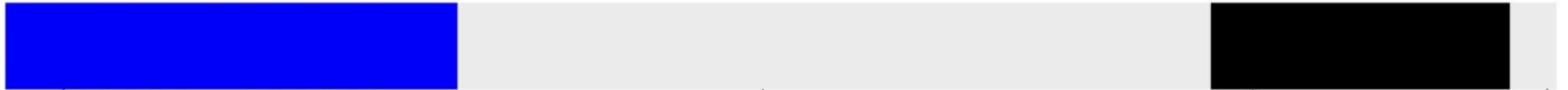
Discover jobs from Legal.io and third party sources

OUR DIFFERENCE



LEGAL.IO IS WELL-POSITIONED IN A LARGE AND ESSENTIAL MARKET

\$10.2B TAM



\$3B US Legal Staffing + Recruitment

15% Staffing | 85% Recruitment

Digital players only account for 3% of spend.

\$100B Enterprise legal spend in US,
\$5B immediately addressable

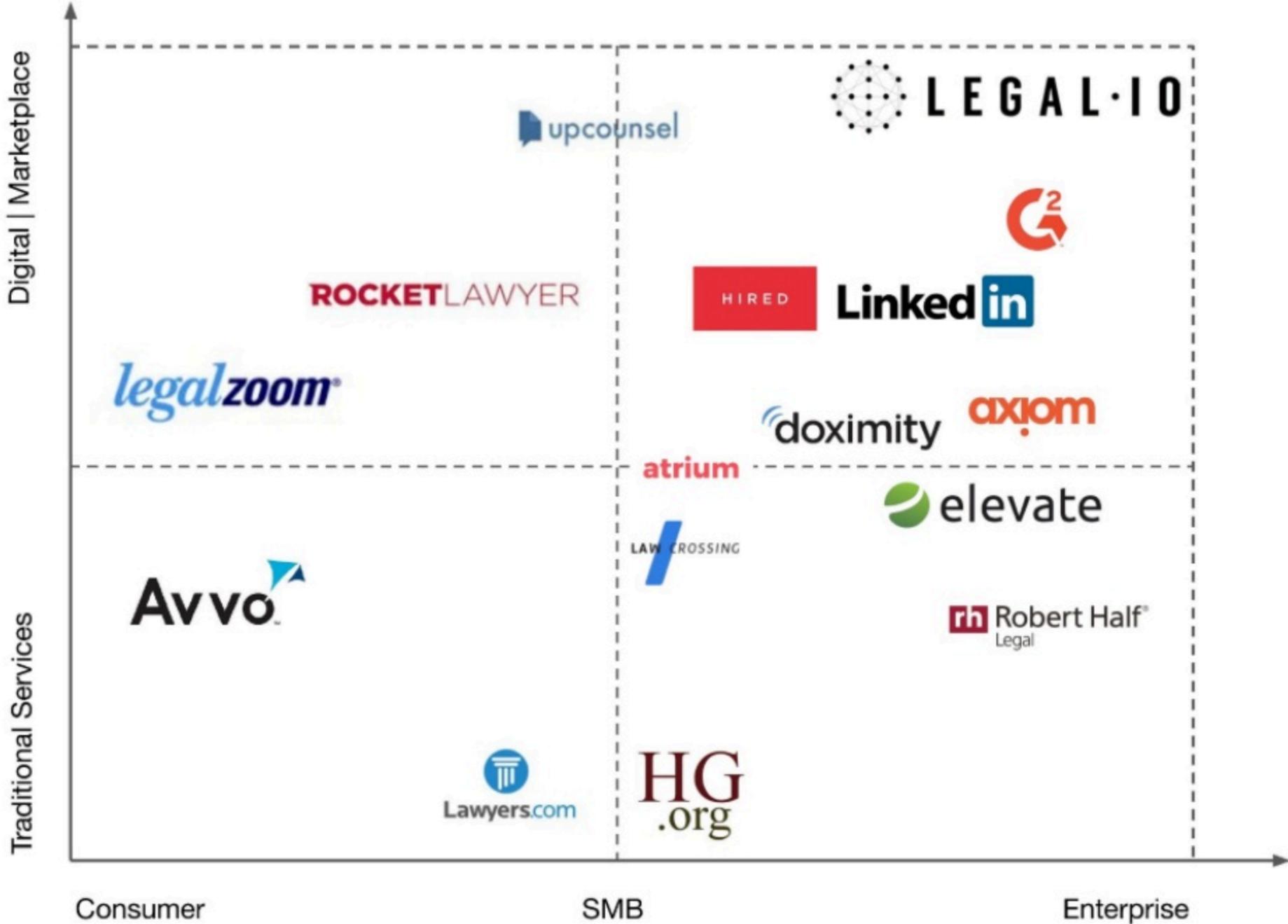
\$250M in marketing spend by legal tech vendors

\$2B in enterprise marketing spend by AmLaw 100

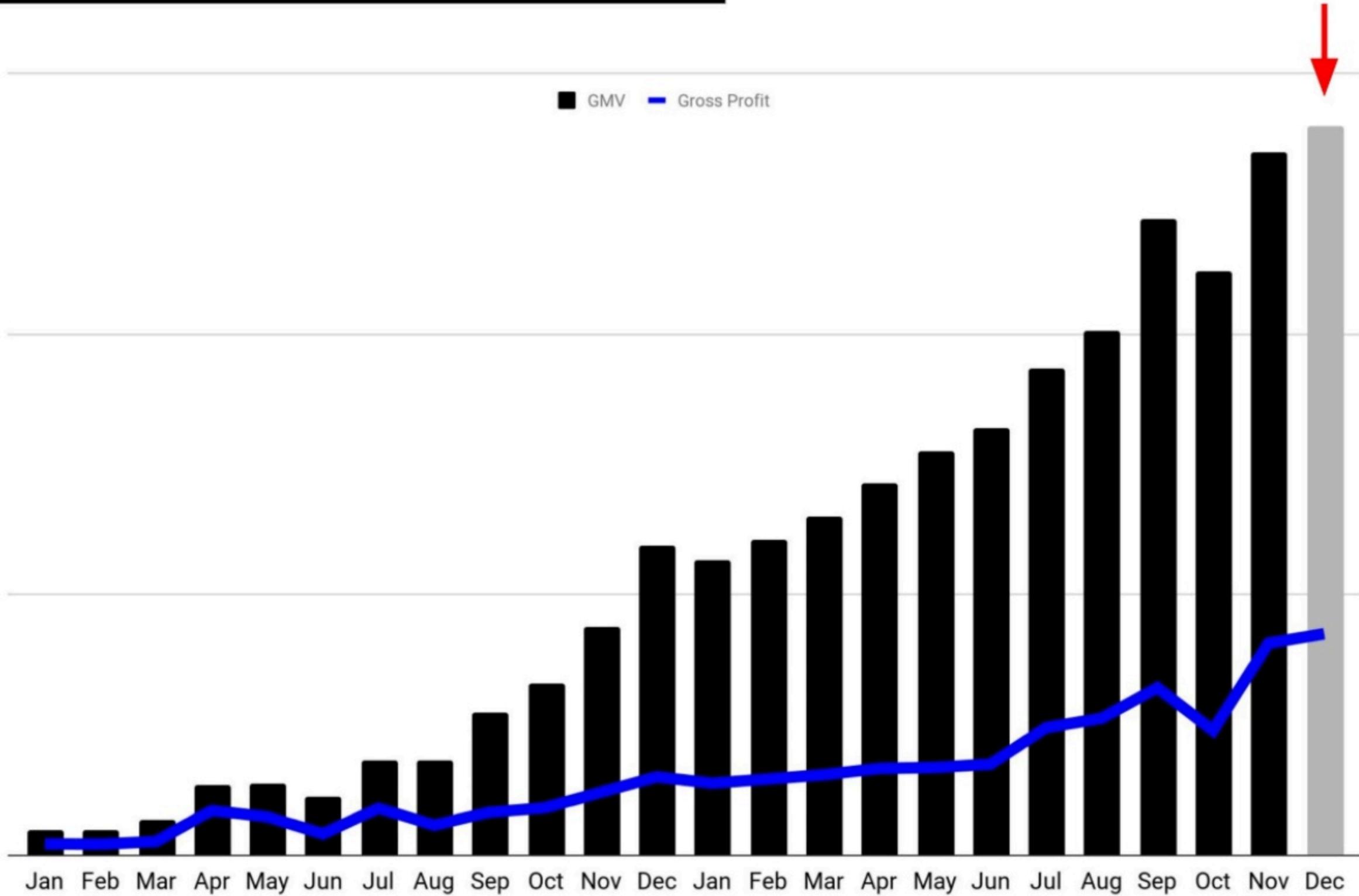
COMPETITIVE LANDSCAPE

Legal.io is the only company deploying a market-network strategy to capture enterprise legal spend.

We combine elements of marketplaces and networks to help our customers make better legal buying decisions.



SALES METRICS: REVENUES AND PROFIT

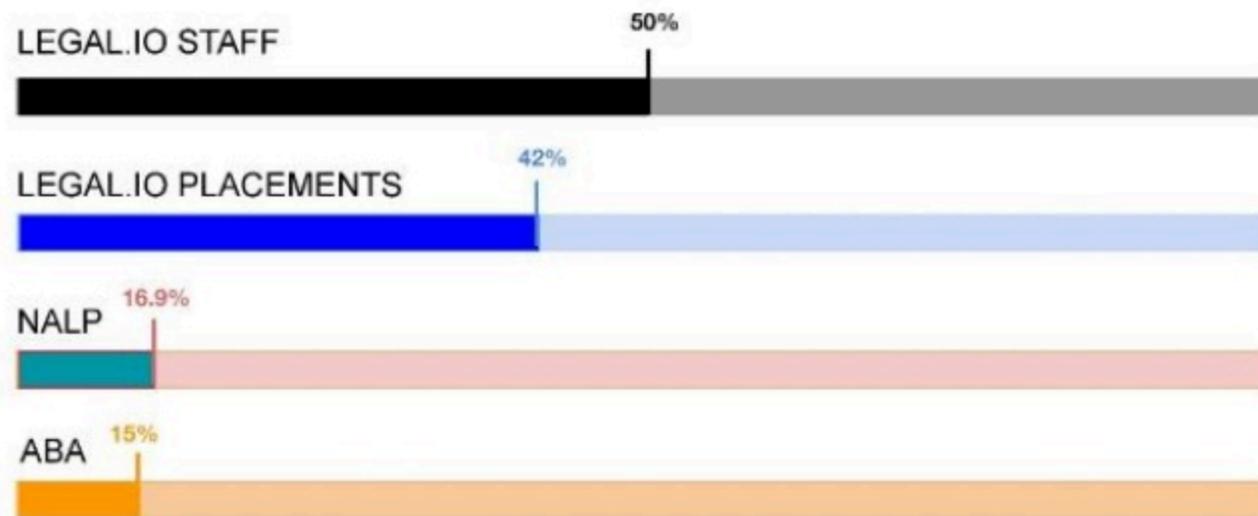


NETWORK: DIVERSITY + INCLUSION



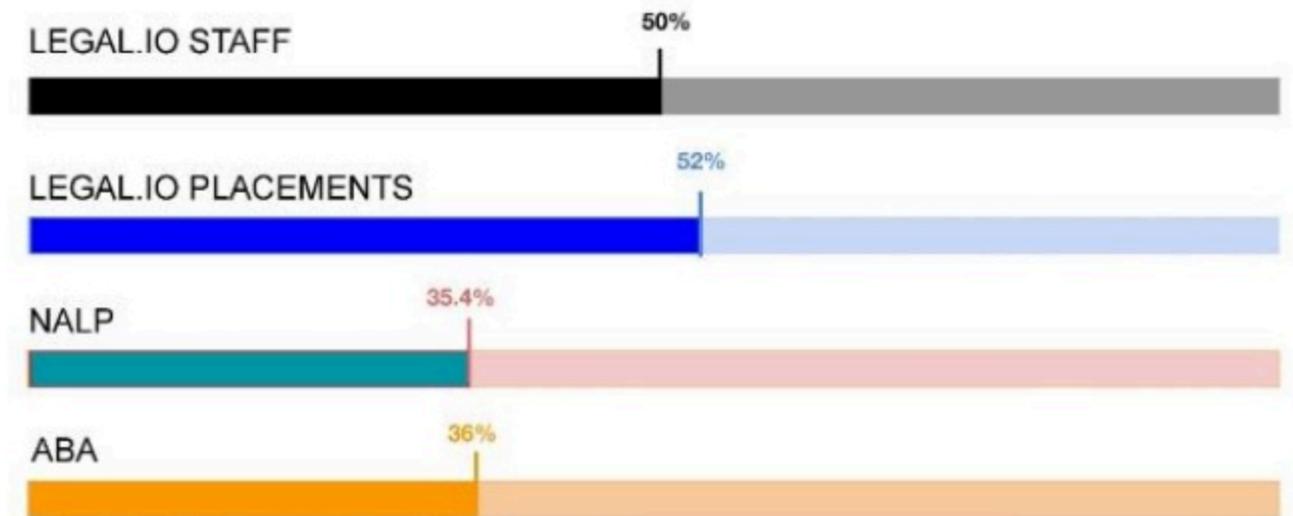
Race / Ethnicity

Minority



Gender

Women



NALP: Total population of lawyers at US-based law firms as measured by the National Association for Law Placement. NALP defines racial and ethnic minorities as African American, Asian, or Hispanic.

ABA: Total population of US lawyers as measured by the 2019 ABA National Lawyer Population Survey. The ABA defines racial / ethnic minorities as Hispanic, African American, Asian, Native American and mixed race.