



2011  
LONDON

# Global LPO Conference

Buyers and Vendors Meet

March 2-3, 2011

The Waldorf Hilton Hotel,  
London, The UK

*organized & promoted by*

**KPO CONSULTANTS**



CONSULTANTS TO THE LPO INDUSTRY

## Global LPO Conference

Around the world, stirred by the recession, global law firm partners and general counsel have realized that the time has come for them to source legal work through different ways. Many of these changes are driven by the growing need for most clients to secure more legal services at less cost. As that need has become more pressing, offshoring becomes correspondingly stronger.

A common platform is required to educate global lawyers and general counsel to help them understanding the complexities involved in offshoring legal work. In the year 2010, this very required platform was gifted by KPO Consultants through Global LPO Conference 2010, India to the industry insiders enabling them to discuss the burning issues in the legal process outsourcing industry and to find the solutions for the smooth functioning of the business.

**After the paramount success of Global LPO Conference 2010**, India which witnessed evolution of multiple business partnerships and contracts among and within the LPO industry, KPO Consultants decided to highlight the perspective of buyers based in UK and Europe. The company has taken a step ahead by announcing the next endeavor- **"The Global LPO Conference 2011 - London – Buyers and Vendors Meet in The UK"** to be held on March 02 and 03, 2011 at the Hotel Marriott Grosvenor Square, London with a new zeal and to make sure that the Legal World is ready to learn about transforming the law.

## Who All Are Attending?

Nearly 100-150 key executives with extensive interests in the legal outsourcing industry from across the world are attending the Global LPO Conference 2011, London. At one end of the spectrum are the buyers from top law firms/companies in the UK, Europe, the US, and other countries having off-shoring requirements. These include Law Firm Partners, General Counsel (in-house and outside), Associate General Counsel, Chief Legal Officer/Chief Litigation Counsel, Company Secretary/Senior Counsel, Legal Counsel/Director/Officer, Senior Solicitors/Attorneys, and Head of Legal Services/Head of Legal Business and Affairs.

At the other end of the spectrum are the senior most executives of leading LPOs from countries such as India, Philippines, South Africa, Israel, Argentina, Northern Ireland, The Netherlands, Kenya, Mauritius, etc. Their areas of expertise encompass Paralegal and Legal Support Services including Legal Transcription, Document Review and Coding, Contract

Management and Legal Research, Case Law Summarization, Deposition and Medical Summary, e-Discovery, Patent Drafting and Comprehensive Transaction Management.

The Conference also invites key representatives from Global Outsourcing Companies, Government Departments and several Associations such as the Bar Council of England and Wales, Law Society of England and Wales, Faculty of Advocates, Society of Indian Law Firms, Institute of Legal Executives, Law Centres Federation, Law Society of Scotland, Society for Computer & Law, Law Society of Kenya, Board of Investment-Mauritius, BPO Association of South Africa, National Outsourcing Association of UK, Scottish Law Agents Society, European Outsourcing Association, to name a few.

Participation in the Conference is limited to the "C" level executives only.





## Primary Advantages – Buyers

- Learn from the experiences of co-industry buyers
- Meet and interact with LPO vendor executives on a one-to-one basis - industry analysis
- Enjoy networking opportunities, events, display sample projects, and access to best practices and real time case-studies
- Learn about the current and future scenario of the LPO industry; gather insights about on-shoring, near-shoring, and off-shoring; and evaluate the kind of work to outsource
- Overcome apprehensions of legal off-shoring – cost, training, quality, security, ethics, agreements, and control
- Gain an international perspective - An in-depth look at India, South Africa, the Philippines and other LPO centres
- Aim to frame your own business case study to represent to your Board of Management
- Select the right vendor and if needed, enter into binding contracts for offshoring

## Proposed Subjects of Discussion\*

- The state of the LPO market: current trends, viability and adoption rates
- LPO business models: determining which makes most sense for your business needs and goals
- Establishing the most effective LPO strategies for legal departments
- Determining the hallmarks of a successful outsourcing initiative - selecting services to outsource
- Preserving quality of service and work product in LPO
- Mitigating risk through effective contract provisions and addressing confidentiality and security provisions
- How LPO can increase competitiveness of companies or firms
- The practice of information retention an E-discovery exchange
- Is the performance or quality of the outsourced service at par with the expected standards of management and consumers?
- Forecasting the next choices of the LPO market
- Other key issues

\*subject to change

## Key Speakers



### Orijit Das

Board Member, Association of Corporate Counsel; Advisor, Legal Services Board, UK and Senior Legal Counsel & Vice President Europe, Genpact



### Peter Brudenall

Partner, Hunton & Williams' Global Technology and Outsourcing Group



### John Wotton

Consultant, Allen & Overy and Vice President, The Law Society, England and Wales



### Nigel Kissack

Head, Pinsent Masons' Dispute Resolution and Litigation team



### Richard Reade

UK General Counsel, ISS World



### Alison Hook

Head of the International Department of the Law Society, England and Wales



### Deepak Malhotra

Senior Vice President and General Counsel, Constellation Brands, Europe and Australia



### Bruce Macmillan

General Counsel, Legal Services Board, England and Wales



### Mark Ford

Director, Knowledge Centre Clifford Chance LLP



## Main Highlights

- **One-on-One Meeting:** An opportunity for event participants to know each other and discuss about their business requirements/offerings. The buyers can assess solutions and services that are available to help them achieve their business objectives. The Conference will serve as a platform for pre-scheduled business meetings between qualified buyers and vendors. The meetings last thirty minutes and give each buyer an opportunity to establish critical contact with potential LPO service provider. The invite is sent to only the top most executives of law departments and law firms, capable of offshoring and to the vendors with cutting edge infrastructure to meet buyer demands in foreign markets
- **Workshops:** These workshops are designed as a forum to encourage a dialogue about the burning issues in the global legal industry. Each workshop would last for about 60-90 minutes. Renowned leaders from the industry and subject experts would be chosen as the faculty for these workshops. It is going to be a highly educative session for all the delegates. It will also include debatable Q&A sessions
- **Virtual Exhibits:** Selected vendors would be allotted their display zones virtually at our Virtual Conference Platform. Thus exhibitors in the Virtual Conference are able to meet prospects and showcase their real time capabilities virtually
- **Virtual Conference:** Without having to travel, participate virtually and keep yourself updated with the happenings at Physical Conference in London, through the Virtual Global LPO Conference. You will be able to watch webcasts, see speakers, ask questions, discuss experiences, and much more
- **Pilot Projects:** The Conference offers the participating buyers an opportunity to examine the work capabilities of several LPO vendors even before the Conference starts. By issuing Pilot Projects before the Conference, buyers have the opportunity to not only explore multiple vendors at once, but also to cross-examine their work methodology, and project outcome. This helps them save time, resources, and money, which eventually leads to a much-informed business decision
- **Case Studies:** It is always better to learn from the experiences of other rather than experiencing ourselves first. Learn and question senior executives who have faced and solved similar challenges through stage-setting analytical papers, best practices and case-studies



## Registration Fee Details

Standard Registration fee is GBP 1095 (10.3% service tax extra), however attractive early bird discounts are also available. Please see details below

Options	Pay Before January 15, 2011	Pay Before February 15, 2011	Pay After February 15, 2011
<b>Master Pass</b> - Cost of course material, Conference participation, access to exhibits, all educational sessions, informal networking sessions, lunch and refreshment	GBP 895 + 10.3% Taxes (GBP 987.7)	GBP 995 + 10.3% Taxes (GBP 1095.5)	GBP 1095 + 10.3% Taxes (GBP 1207.8)
<b>Single Day Pass</b> - Cost of course material, Conference participation, access to exhibits, all educational sessions, informal networking sessions, lunch and refreshment	GBP 595 + 10.3% Taxes (GBP 656.3)	GBP 695 + 10.3% Taxes (GBP 766.6)	GBP 795 + 10.3% Taxes (GBP 876.9)
<b>Master Pass after Group Discount**</b> - Cost of course material, Conference participation, access to exhibits, all educational sessions, informal networking sessions, lunch and refreshment	GBP 785 + 10.3% Taxes (GBP 865.9)	GBP 885 + 10.3% Taxes (GBP 976.2)	GBP 985 + 10.3% Taxes (GBP 1086.4)
<b>Virtual Global LPO Conference Pass</b> - Cost of Attending all presentations, panel discussions, Q&A sessions, accessing exhibit halls, private chat facility, networking with peers, selected one-on-one meetings.	GBP 295 + 10.3% Taxes (GBP 325.4)	GBP 395 + 10.3% Taxes (GBP 435.7)	GBP 495 + 10.3% Taxes (GBP 546.0)

\*\*Special group discount of 10% for 3 or more participants from the same company/firm

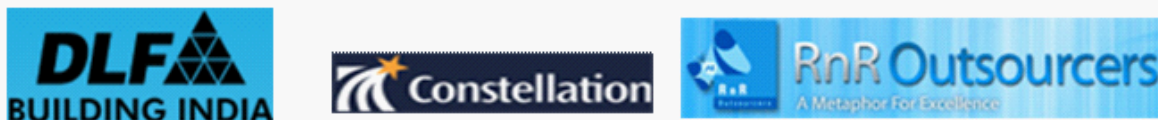
## Previous Conference Partners



**Bodhi Global**  
THE HUB OF LEGAL PROCESS OUTSOURCING



# Previous Conference Delegate Companies



# About KPO Consultants

## (The Organizers)

KPO Consultants is the pioneer consulting company which provides business solutions exclusively to the LPO industry. We at KPO Consultants have been honing our skills in the LPO industry almost since its inception. We have consulted a number of firms/companies in India, Africa, Kenya, Mauritius, the Philippines, the UK and US to successfully develop their legal outsourcing capabilities. We have unparalleled experience of both functional and legal industry expertise as well as breadth of geographical reach. To combine with this, we have a team of intellectual experts which is highly result-oriented and passionate at heart and is driven by the challenges that matter most to our clients.

This is a unique event conceptualized and organized by the team at KPO Consultants aiming to bring buyers and vendors on one common platform to create new synergies.

### For more registration/sponsorship/queries, you may contact:

#### India

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