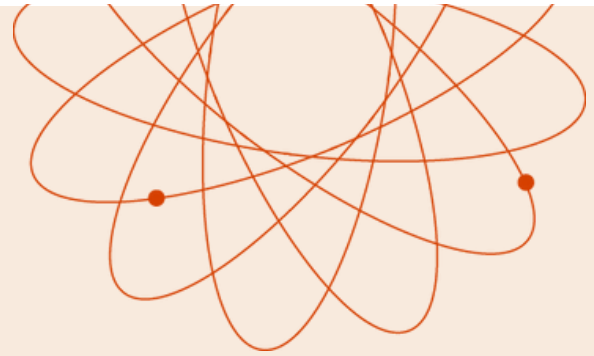


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## Tell Your Value Story

One slide story example:  
The business view



### Example one slide story: The business view

Business objective	Legal department outcomes
1. Develop new products driven by AI	<ul style="list-style-type: none"><li>• EU AI guide deployed</li><li>• AI legal specialist hired to support roll out of road map through 2025</li><li>• AI risk mapping tool implemented for proactive horizon scanning</li></ul>
2. Revenue growth target 12%	<ul style="list-style-type: none"><li>• Legal Front Door implemented to facilitate strategic opportunities</li><li>• NDA creation now 15 minutes (vs 3 weeks) and usage increased x3 to 40% in month 1</li><li>• Strategy team is faster into trials and better IP protection</li><li>• 90% of legal team trained on product pipeline, increased understanding of business</li></ul>
3. Reduce expenses	<ul style="list-style-type: none"><li>• Legal spend 0.3% of revenue in 2024, in line with \$4bn revenue</li><li>• Overall budget met by reducing law firm costs, moving to predictable billing model and eliminating all internal and external NDA creation costs</li><li>• Litigation avoided on 89% of new disputes</li></ul>
4. Innovate service delivery	<ul style="list-style-type: none"><li>• Automated 100% of NDA creation, now self-serve tool</li><li>• Stakeholder survey to map upcoming needs, shift to proactive support in 2025</li><li>• Partnering with alternative vendor for ongoing AI risk scanning</li></ul>

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## Value Alignment Toolkit

[Access toolkit](#)

