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# Gartner Top Legal and Compliance Tech Predictions for 2022 and Beyond



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**Zack Hutto**

Director, Advisory



**Chris Audet**

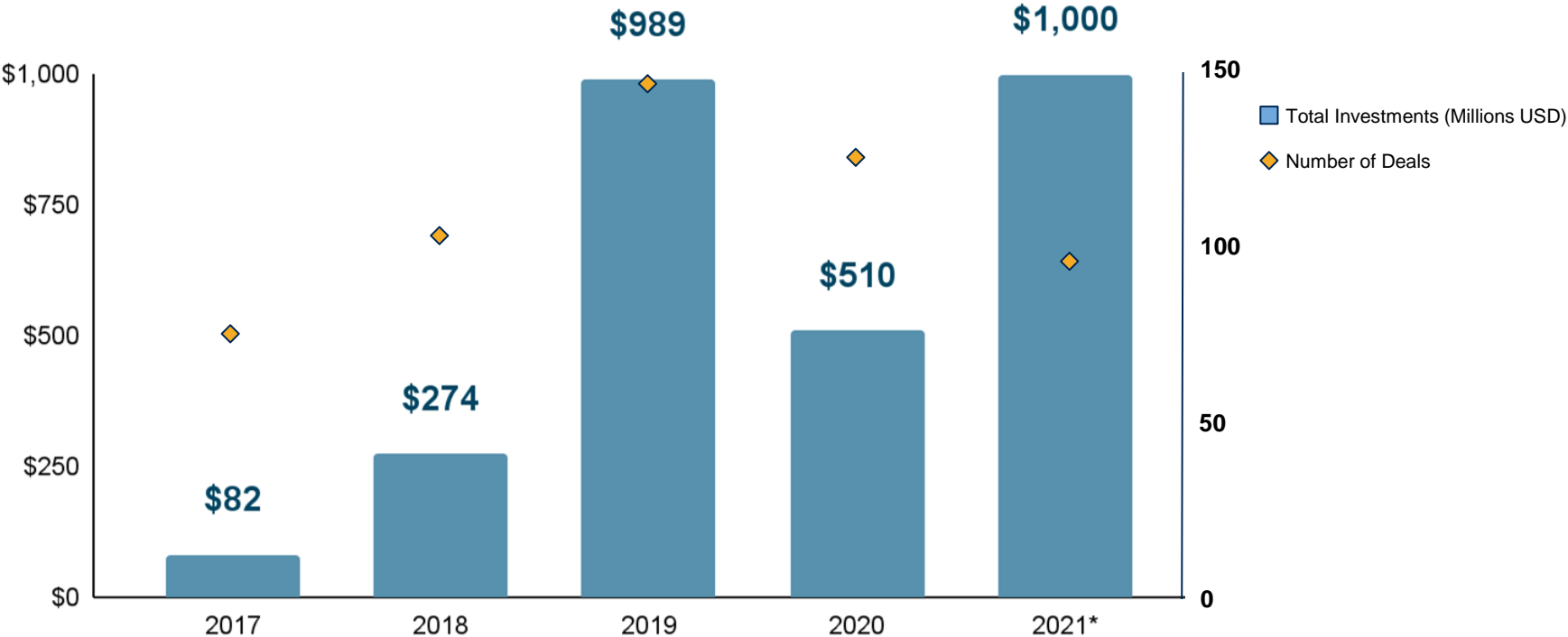
Sr Director, Research, KI Leader



By 2025, large  
**organizations will  
require** relationships with  
**4+ legal tech vendors**  
to fulfill their requirements.

# Record Legal Tech Investments

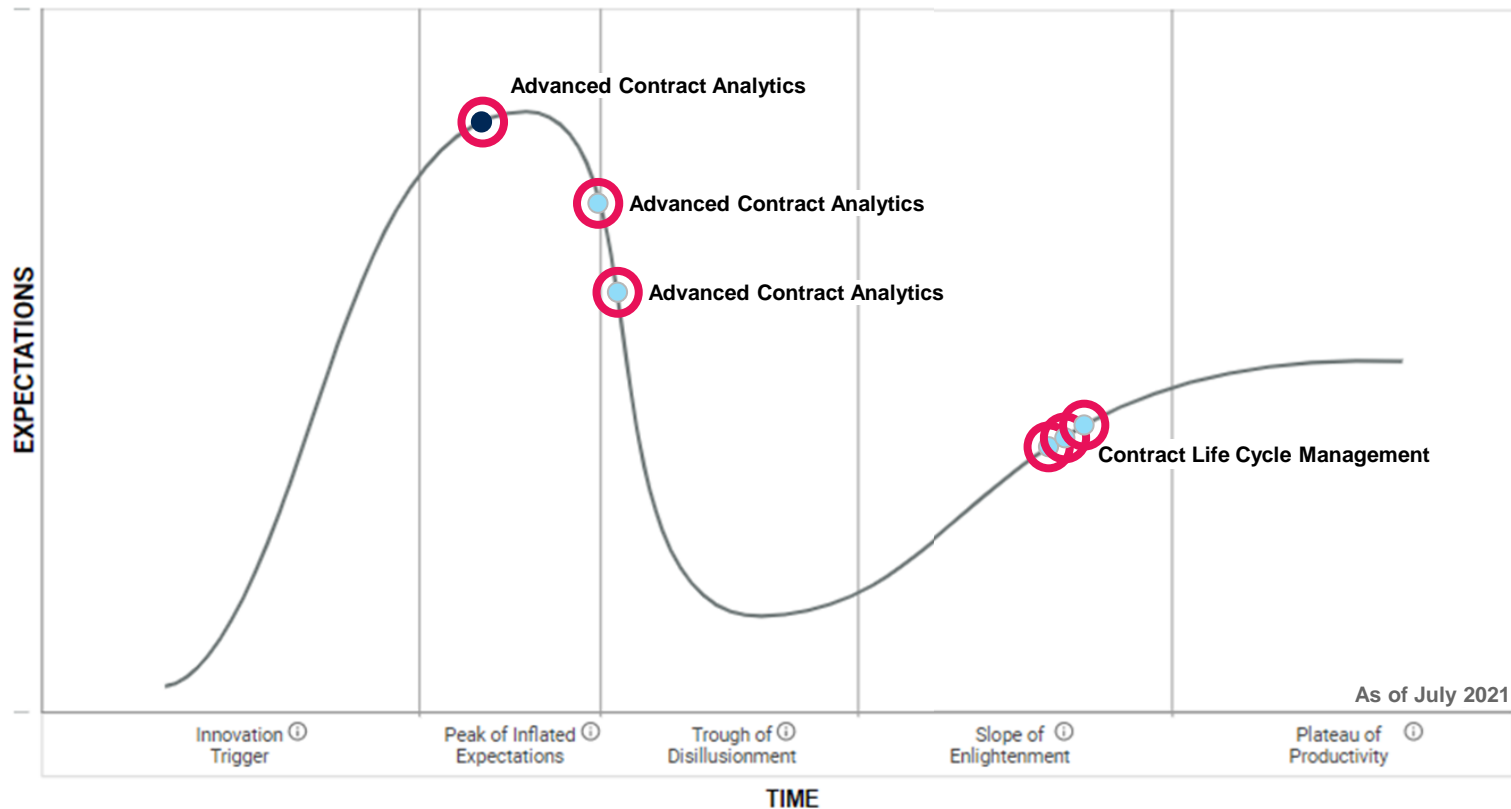
## Venture Funding in Legal Tech



Source: Crunchbase News  
\* 2021 figures reflect year to date investments as of 30 September

By 2025, 100% of the  
**leading CLM solutions**  
**will include** native  
support for **scanning**  
**and interpreting**  
**content** in contracts.

# Progress in Contract Technologies



# A Complex Contract Solution Landscape

Solution Type	Sample Vendors
"Express" Solutions	Cobblestone (Insight Express), ContractWorks, ContractSafe, Juro, Thomson Reuters
CSP Solutions and Extensions	Corridor, Hyland, M-Files, Microsoft, OpenText, Optimus BT
New Entrants/Startups	Aavenir, LinkSquares, Malbek, Outlaw, Parley Pro
Buy-Side CLM Solutions	Coupa, Ivalua, SAP Ariba, Synertrade, Workday
Sell-Side CLM Solutions	Conga, DocuSign, PandaDoc
Enterprise CLM Solutions	See Gartner's Magic Quadrant for CLM
Advanced Contract Analytics Solutions	Authordocs, BlackBoiler, Cortical.io, DocJuris, Legalgeex, LegalSifter
	AppOrchid, Brightleaf, Della, DocuSign, Kira, LinkSquares, ThoughtTrace

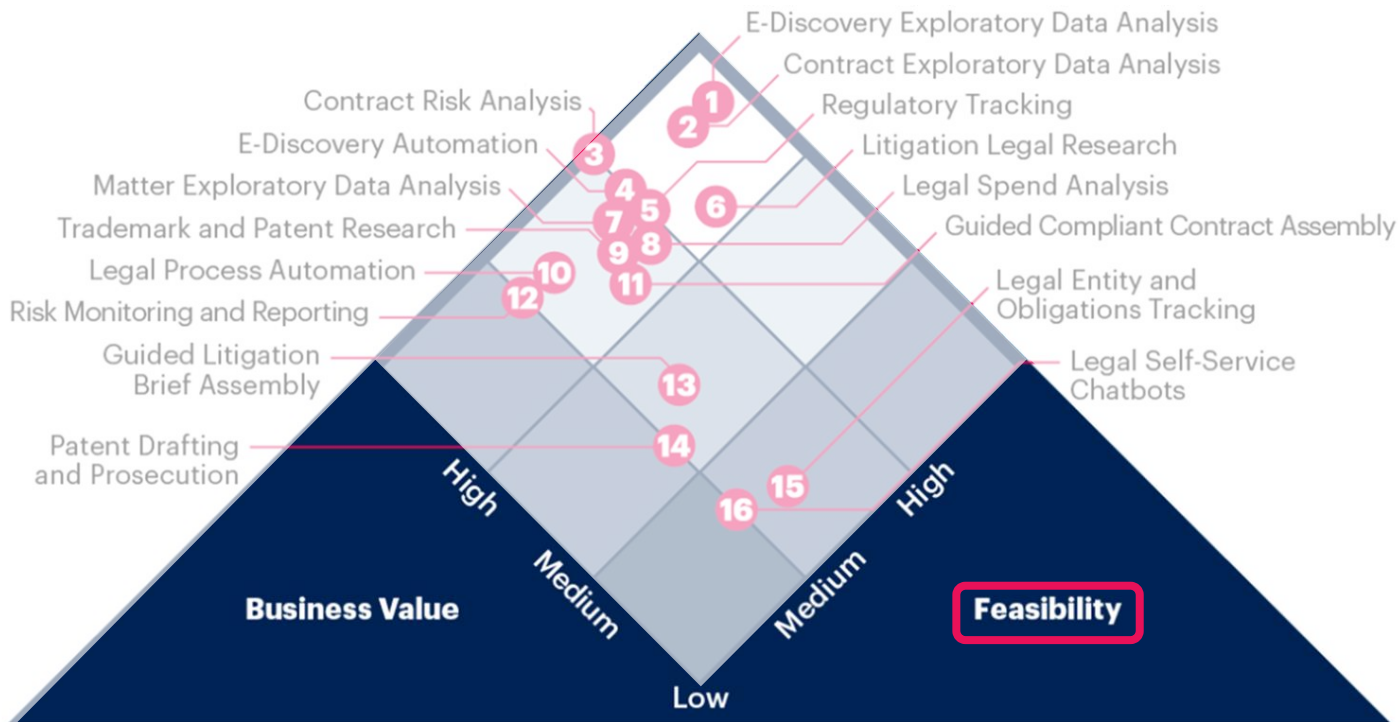
**Magic Quadrant for Contract Life Cycle Management**



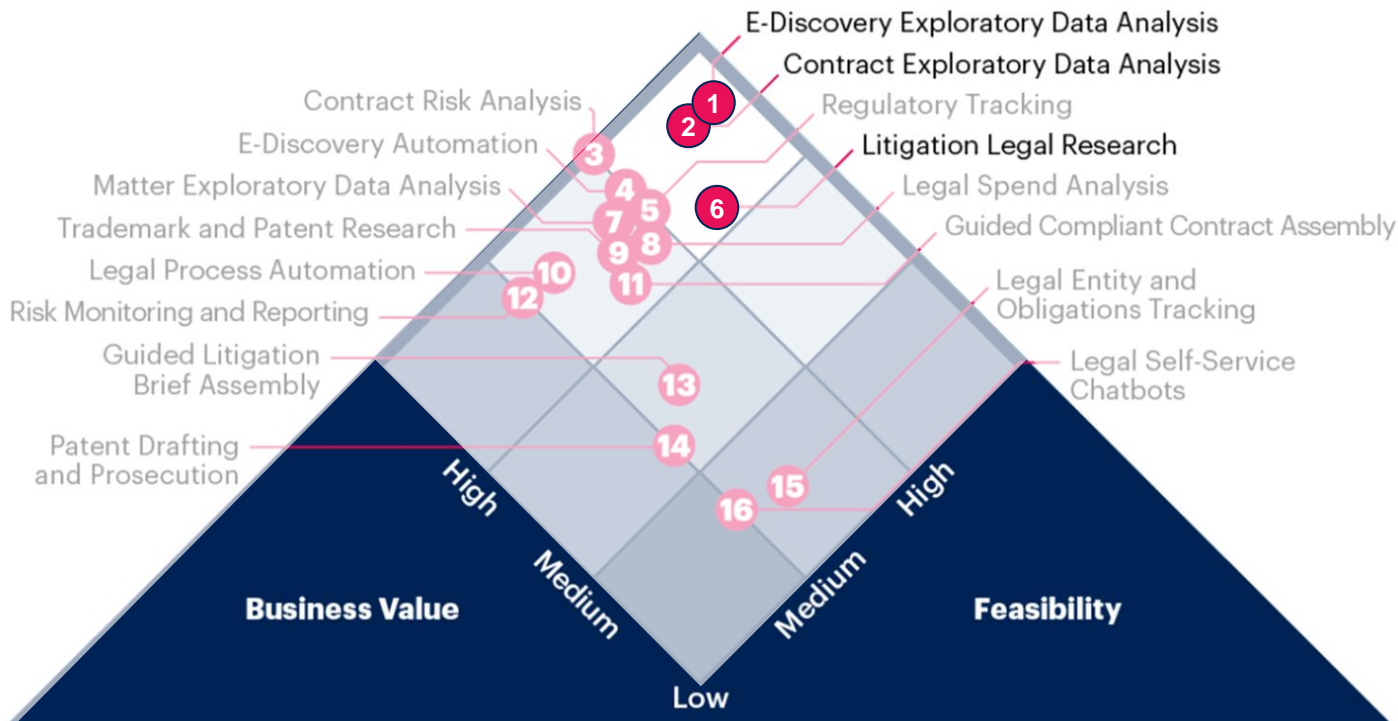


By 2025, “**human-in-the-loop**” solutions that combine staffing and software **will comprise 30%** of all new automation offerings.

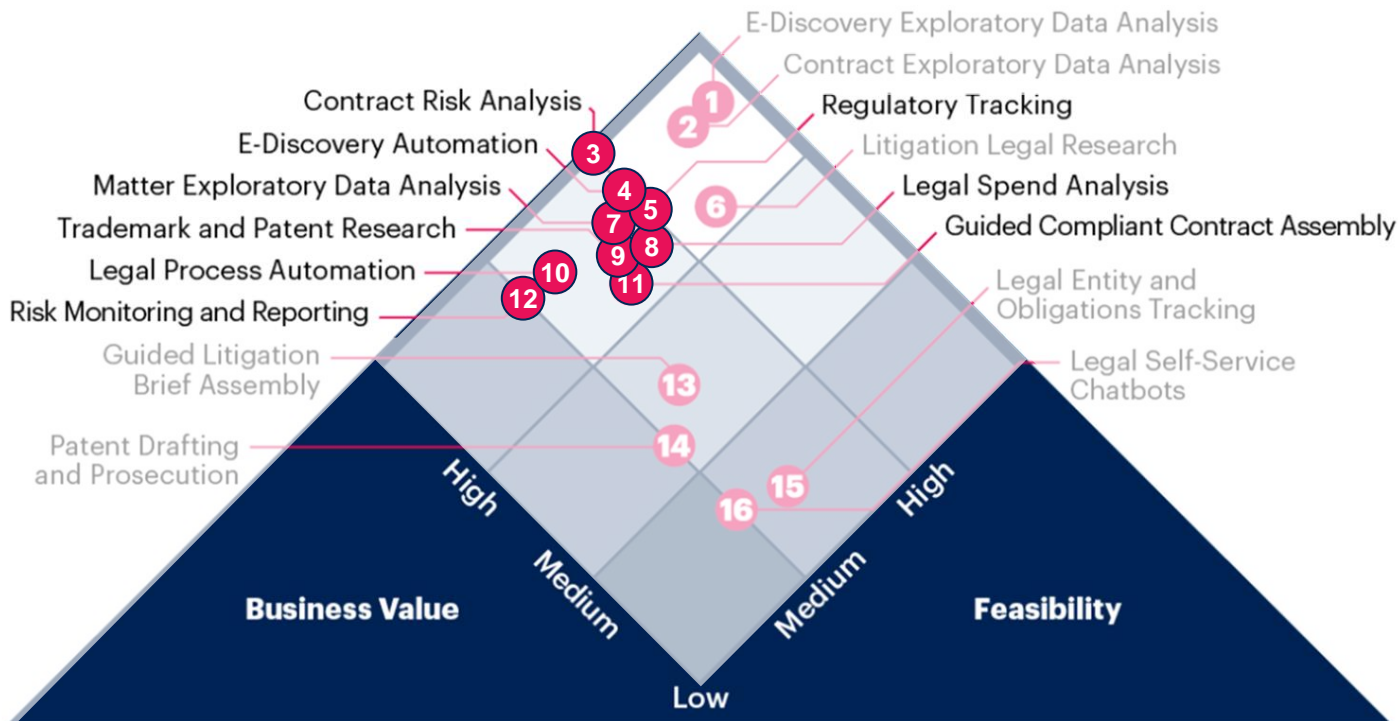
# Limitations of AI for Legal Departments



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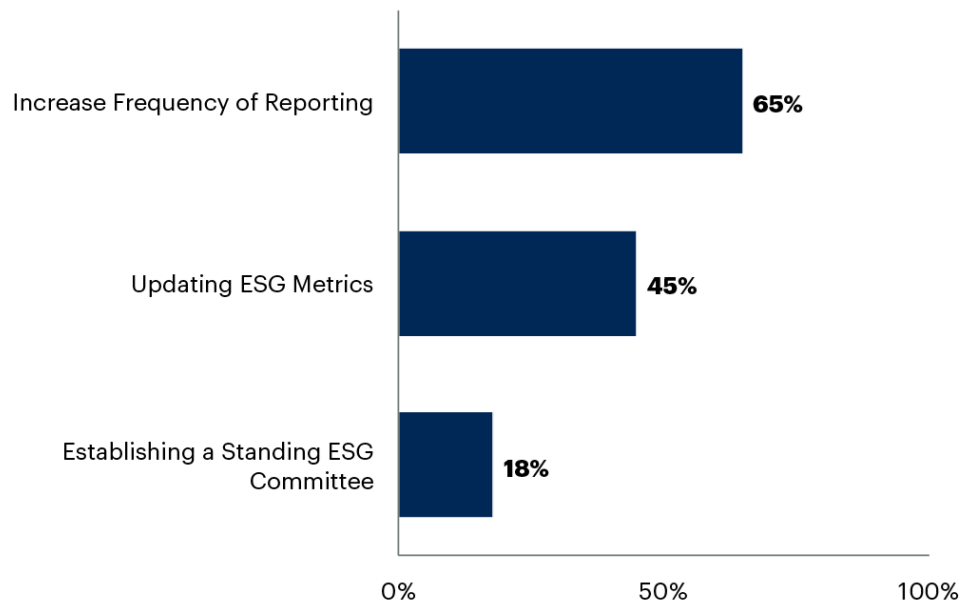


By 2025, legal and compliance oversight of **ESG strategy and disclosures will drive new investments in TPRM** solutions at 50% of organizations.

# Mounting Pressures for ESG Reporting from Legal

## Planned Changes to Board Oversight of ESG in 2021

Percentage of General Counsel Reporting



n = 60

Source: Gartner

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# Top Risk Terrains Supported by TPRM Solutions:

Percentage of the Risk Supported by Vendor



Source: Gartner Market Guide for Third-Party Risk management Solutions Vendor Survey (September 2021)

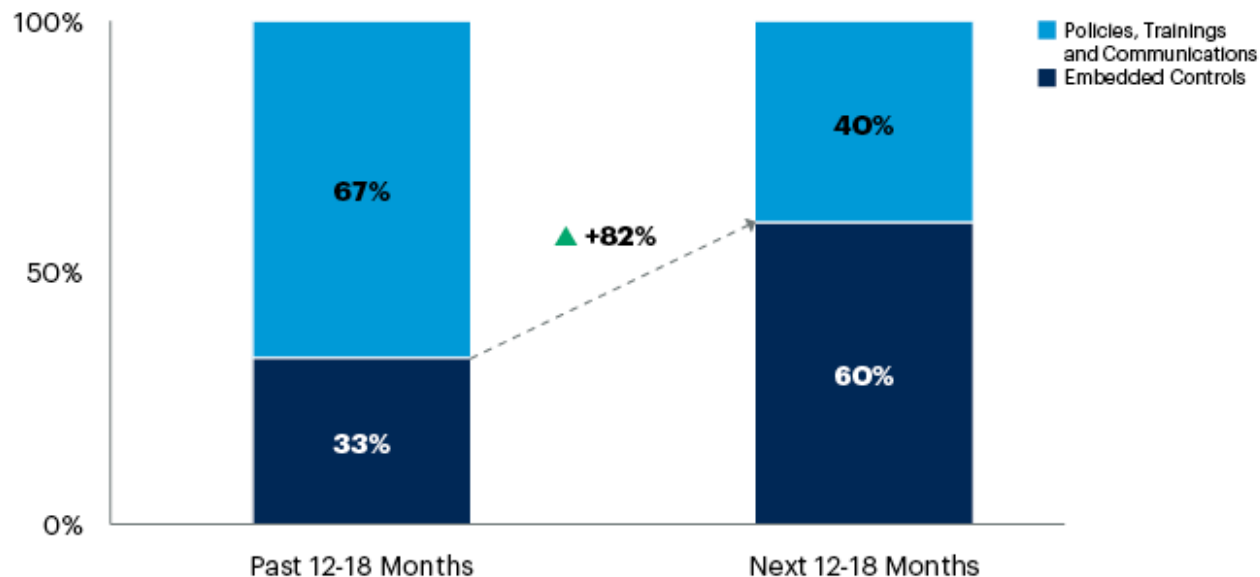
By 2025, compliance  
**departments will  
reduce compliance  
training by 50%** in  
favor of embedded  
workflow-based controls.



# Turning to Embedded Controls

## Compliance Leaders' Past and Future Allocation of Control

Average Allocation



n = 59

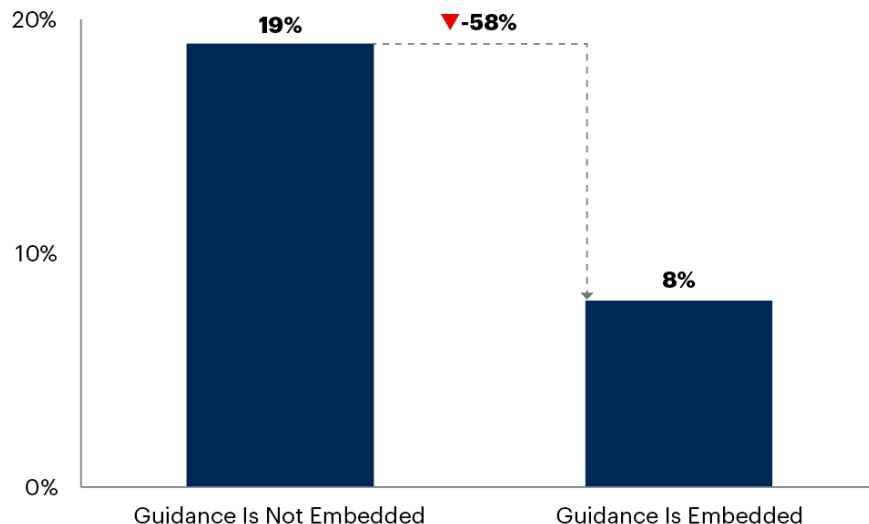
Source: 2021 Gartner Compliance Control Survey for Legal and Compliance Leaders

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# Embedded Controls Reduce Risk

## Effect of Embedding on Risk

Percentage of Employees Missing at Least One Compliance Obligation



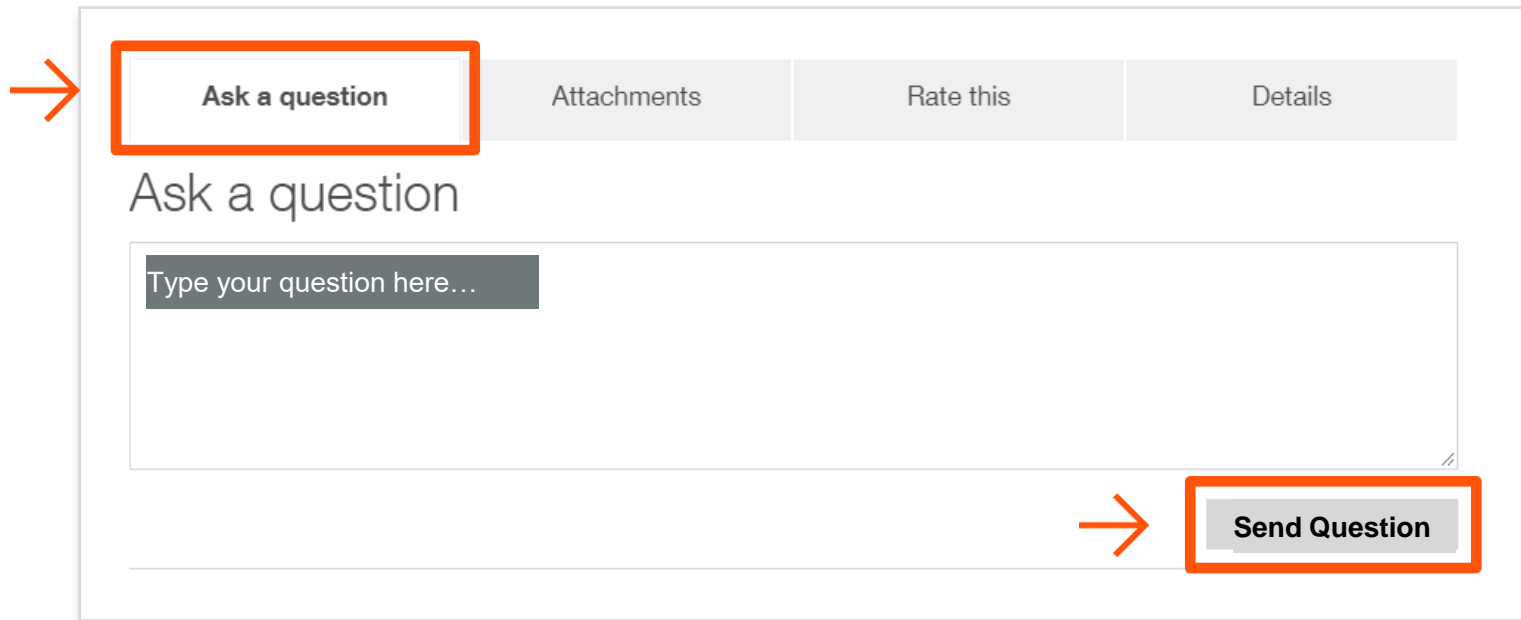
n = 755

Source: 2021 Gartner Compliance Control Survey for Legal and Compliance Leaders

Note: This model is based on whether employees missed one or more compliance obligations in their task and whether or not they agreed that compliance guidance was seamlessly embedded into the workflow of their task.

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# Ask your questions



The screenshot shows a web interface for asking questions. At the top, there are four tabs: 'Ask a question', 'Attachments', 'Rate this', and 'Details'. The 'Ask a question' tab is highlighted with an orange border and an orange arrow points to it from the left. Below the tabs, the text 'Ask a question' is displayed. Underneath is a large text input area with a placeholder 'Type your question here...'. At the bottom right of the form, there is a 'Send Question' button, which is also highlighted with an orange border and an orange arrow points to it from the left.

# 2022 Top Priorities for Legal, Compliance & Privacy Leaders

Benchmark your top 2022 priorities against peers across legal and compliance

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# 2022 Legal, Compliance & Privacy Hot Spots

Learn about trends in emerging risk areas that legal and compliance departments are focused on

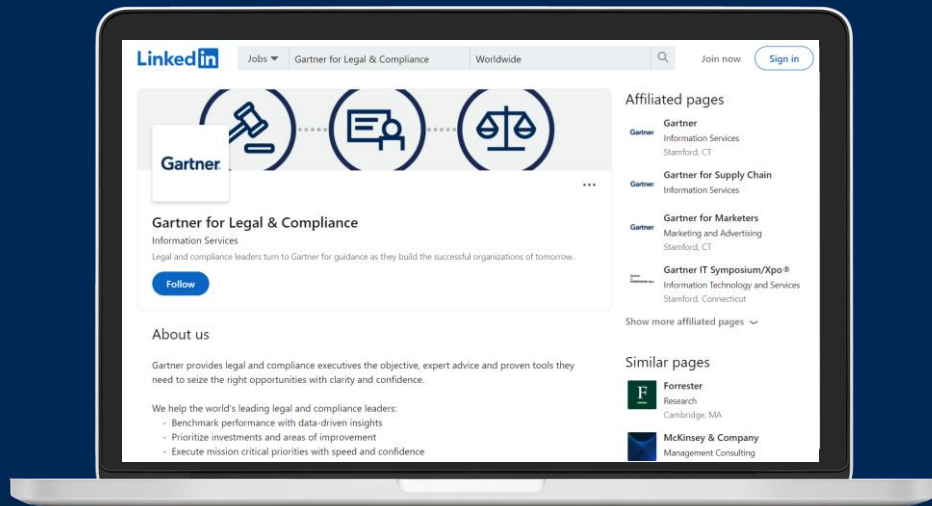
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