

## WORKFLOW SELECTION

# Law Firm AI Opportunity Map

A non-numeric framework for choosing where evidence gathering should start.

**The ratings are working hypotheses for independent firms, not benchmarks. Your firm's own numbers overrule them.**

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## Three practical tests

| Test             | Question                                                                        | Why it matters                                                        |
|------------------|---------------------------------------------------------------------------------|-----------------------------------------------------------------------|
| Repetition       | Does the work happen often in a recognisable shape?                             | Enough examples are needed to observe a pattern and repeat a measure. |
| Measurability    | Can the firm count volume, lawyer time, turnaround, corrections and write-offs? | A change cannot be judged without a before and after.                 |
| Supervision cost | Can a qualified person check the output without recreating the work?            | Expensive checking can remove the apparent gain.                      |

## Working map

| Workflow                                                                     | Repetition      | Measurability   | Checking burden       | Working reading                                                   |
|------------------------------------------------------------------------------|-----------------|-----------------|-----------------------|-------------------------------------------------------------------|
| Client and matter intake                                                     | High            | High            | Usually limited       | Structured and countable, though value per item may be modest     |
| First-pass review of customer contracts where the firm acts for the supplier | High hypothesis | High hypothesis | Potentially limited   | ClickoAI's first research focus; test against the firm's playbook |
| Due diligence triage                                                         | Lumpy           | Medium          | Material              | Bursts complicate the baseline and sampled checking needs care    |
| Disclosure and chronologies                                                  | Medium to high  | Medium          | Potentially high      | Verification may erase the gain on high-stakes work               |
| Private-client document production                                           | High            | High            | Limited but important | Precedent-driven and countable, with long-tail consequences       |
| Client status updates                                                        | High            | Medium          | Usually limited       | Easy to check, but commercial value may be harder to isolate      |

## Use your own evidence

| Candidate workflow | Monthly volume | Can five numbers be sourced? | Person responsible | Checking burden | Keep or discard |
|--------------------|----------------|------------------------------|--------------------|-----------------|-----------------|
|                    |                |                              |                    |                 |                 |
|                    |                |                              |                    |                 |                 |

### How to choose

- One strong candidate: measure it before viewing products.
- Several candidates: choose the one with the clearest responsibility and sign-off.
- No clear candidate: work on process or safeguards before spending.
- If checking is as expensive as doing, discard the workflow as a first pilot candidate.

**The map suggests where measurement may be practical. It cannot tell you what your firm's numbers are.**

### Next step

Take the Contract-Workflow Readiness Score at [clickoai.com/readiness](https://clickoai.com/readiness) or download the Baseline Kit at [clickoai.com/resources](https://clickoai.com/resources).