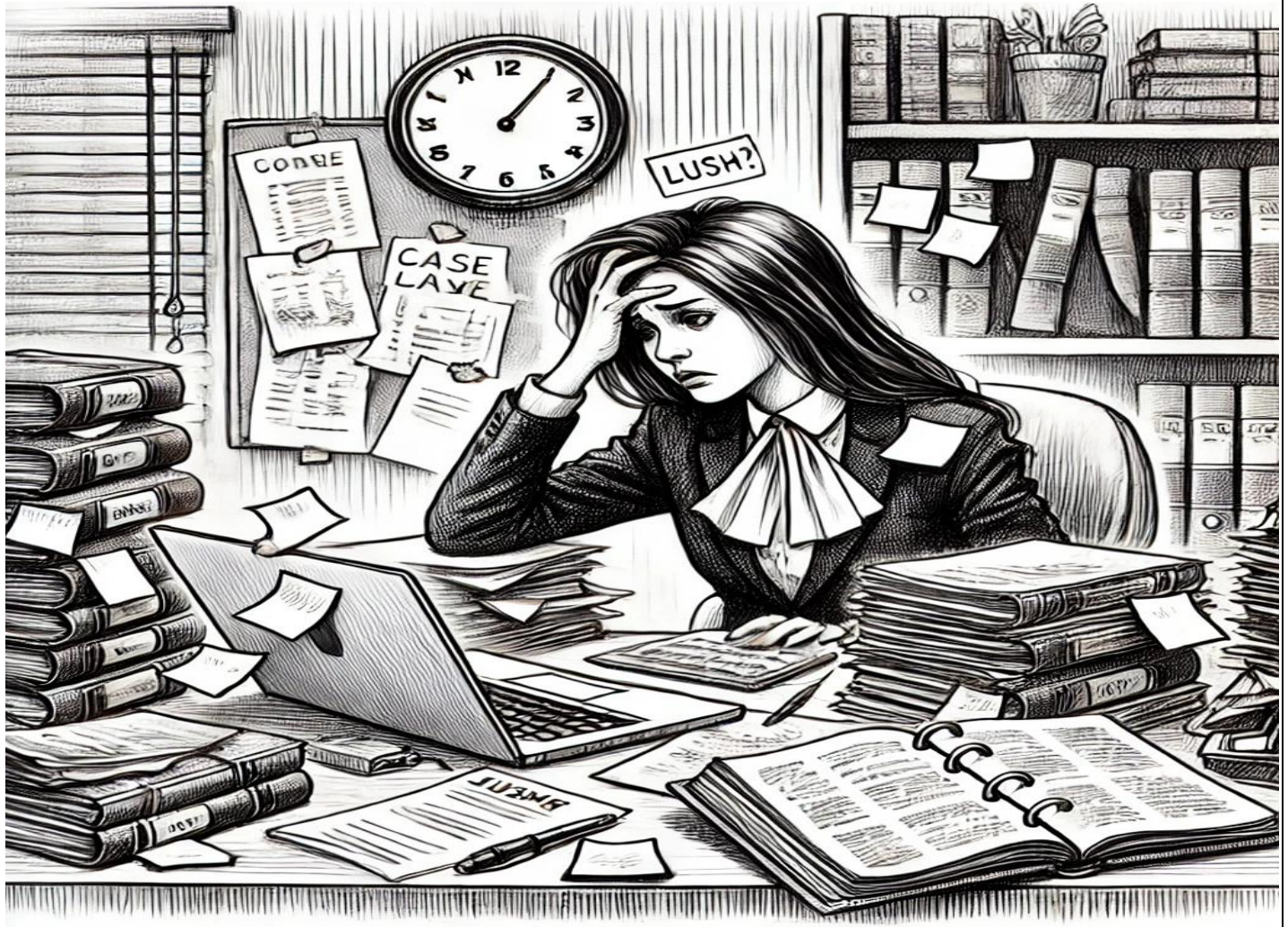


## Step 6 (Full Life Cycle) Worksheet

Sketch of How the End User Currently Solves Their Problem (or Doesn't)



## Full Life Cycle Use Case Worksheet

Stage #	Action	Who is involved	When	Where	How	Misc.
1	User experiences delays, outdated info, or missed updates during legal research or compliance. This triggers a need for better tools.	Legal professionals, junior associates, office managers	When inefficiencies or errors occur	Law offices or remote	Based on frustration, missed deadlines, or client pressure	May stem from audits or internal review
2	They find out about tools through newsletters, LinkedIn, bar events, forums, or peer referrals.	Lawyers, peers, tech-savvy colleagues	While browsing or actively searching	Online, legal events	Social media, CLE sessions, email newsletters	Strong peer influence
3	Compare tools by price, usability, coverage, and workflow fit.	Lawyers, partners, procurement officers	During evaluation (1–2 weeks)	Office or remote	Websites, demos, reviews, comparison tables	Free trials or vendor calls
4	Request a demo or sign up for a free trial.	Lawyers, IT, admin staff	After narrowing options	Online	SaaS signup or email	Ease of access is critical
5	Purchase via credit card or firm procurement process.	Lawyer or finance/admin contact	After trial or approval	Online or billing portal	Invoice, subscription plan	Requires clear terms and privacy policies
6	Minimal setup: login credentials and user roles.	Lawyer, assistant, IT	Immediately after purchase	Office or remote	Guided onboarding, help center	Quick setup improves adoption
7	Use AI tools to search laws, get alerts, analyze case law, and draft briefs.	Lawyers, paralegals	Daily or weekly	Work computer or tablet	Web dashboard, search bar	Time-saving and strategic value
8	Measure value by tracking time saved, improved accuracy, and faster client responses.	Lawyers, managers	After 1–2 months	Meetings or reviews	Compare before/after workload	ROI becomes visible
9	Add users or licenses as value is proven.	Partners, admin team	Quarterly or renewal period	Online or with rep	Admin dashboard or email	Triggered by internal success
10	Share via referrals, LinkedIn, bar events, or conferences.	Users, firm leaders	After successful usage	Online or in-person events	Word of mouth, reviews	Legal network amplification



## Sketch of How End User Will Use Your Product



## Reflection on Full Life Cycle Use Case

1. Looking at these worksheets now, where do you see the gaps in your understanding?
  - There's still uncertainty about how legal professionals actually evaluate and compare AI legal tools during their decision process.
  - We also lack detailed insight into the firm-level procurement process and who exactly approves tech purchases.
  - There may be differences between solo lawyers and law firms in adoption behaviors that we haven't captured yet.
  
2. How do you intend to fill those knowledge gaps?
  - Maybe conduct interviews with 3–5 lawyers in Cyprus from different firm sizes (solo, small firm, corporate).
  - Explore user reviews and case studies of similar legal tech tools to map real-life comparison and onboarding processes.
  
3. Which stages of the Full Life Cycle Use Case are you most concerned about as posing risks to the adoption of a new solution?
  - **Stage 3 (Analysis of Options):** Legal professionals may be overwhelmed by or skeptical of new AI tools, especially if they don't fully trust the accuracy or compliance of the results.
  - **Stage 8 (Value Determination):** It may take time for users to clearly see the ROI unless value is made immediately obvious (e.g., time savings, better client outcomes).