



AI-Powered Revenue Strategies for Legal Practices

Singapore



Disclaimer:

**Some of the images used in this presentation are AI generated.
Any resemblance to anyone living or dead is purely unintentional,
coincidental...and probably just creepy!**



Suhas P S

Regional Senior Consultant Data and AI
ASEAN & India



18+ years in business development and client advisory roles
9+ years in AI solution advisory
3+ Years in AI Presales
Helped **100+** customers adopt AI / GenAI across ASEAN & India
Multiple Certifications in AI

"The key to success with AI is not just having the right data, but also asking the right questions."



A QUICK POLL

Before we dive in...What is your current relationship status with AI?

(we're not judging...right now...just curious)



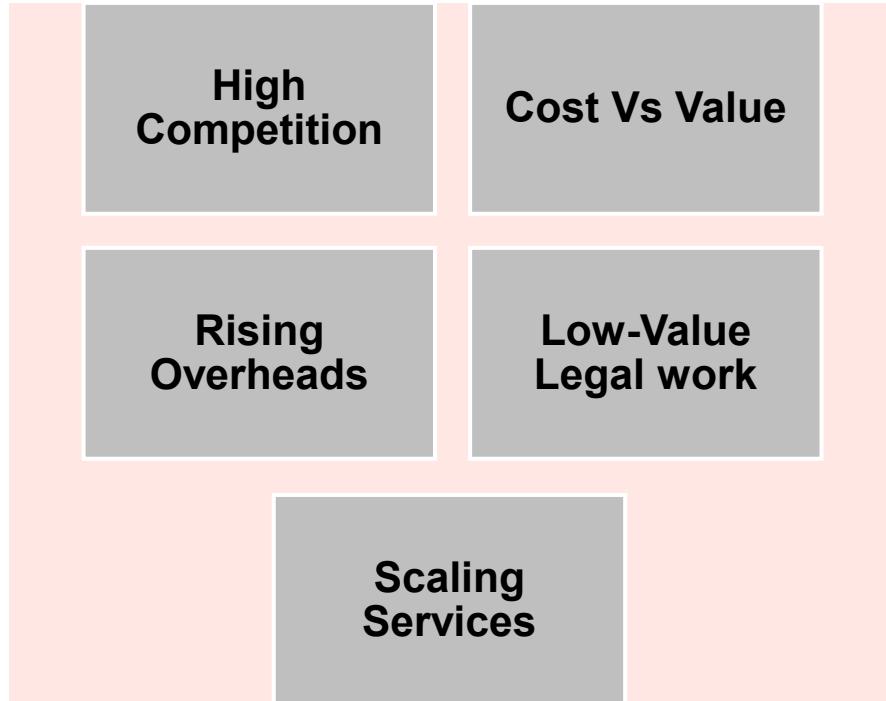
A QUICK POLL

If Your Firm Could Fix **ONE** Revenue Pain Point Today...What would that be?

(No promises yet...still just curious)



Key Factors Influencing Revenue in Law Firms



Client's Expectations Vs Reality

Expectations / Decision Factors

- High Legal Fees
- Delays in Legal Reviews
- Inconsistent Quality
- Risk of missed compliance
- Difficulty obtaining specialized legal help (for SMEs)

- Faster Turnaround
- Transparent Pricing
- Value
- Flexibility

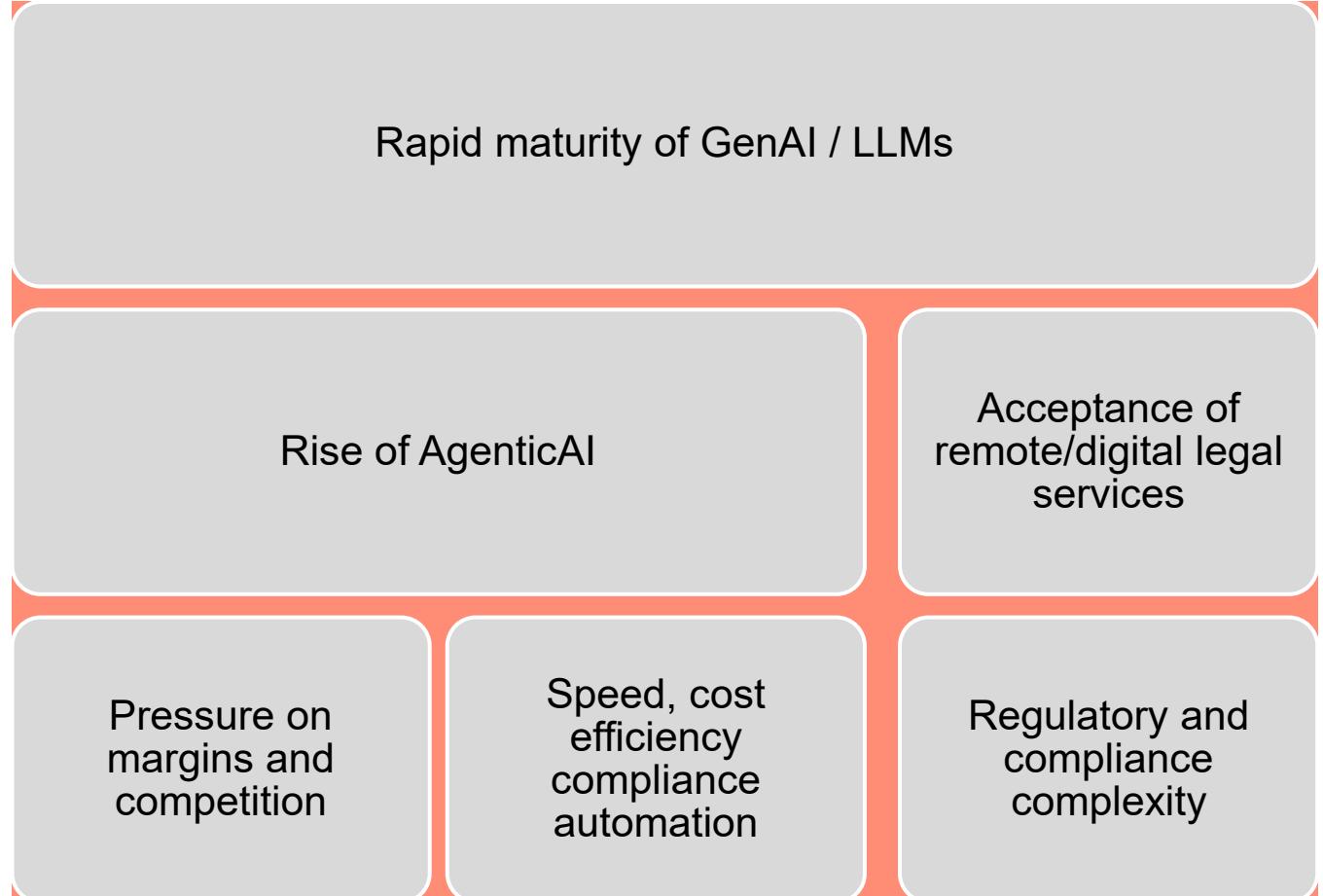
Client Fears / Pain Points



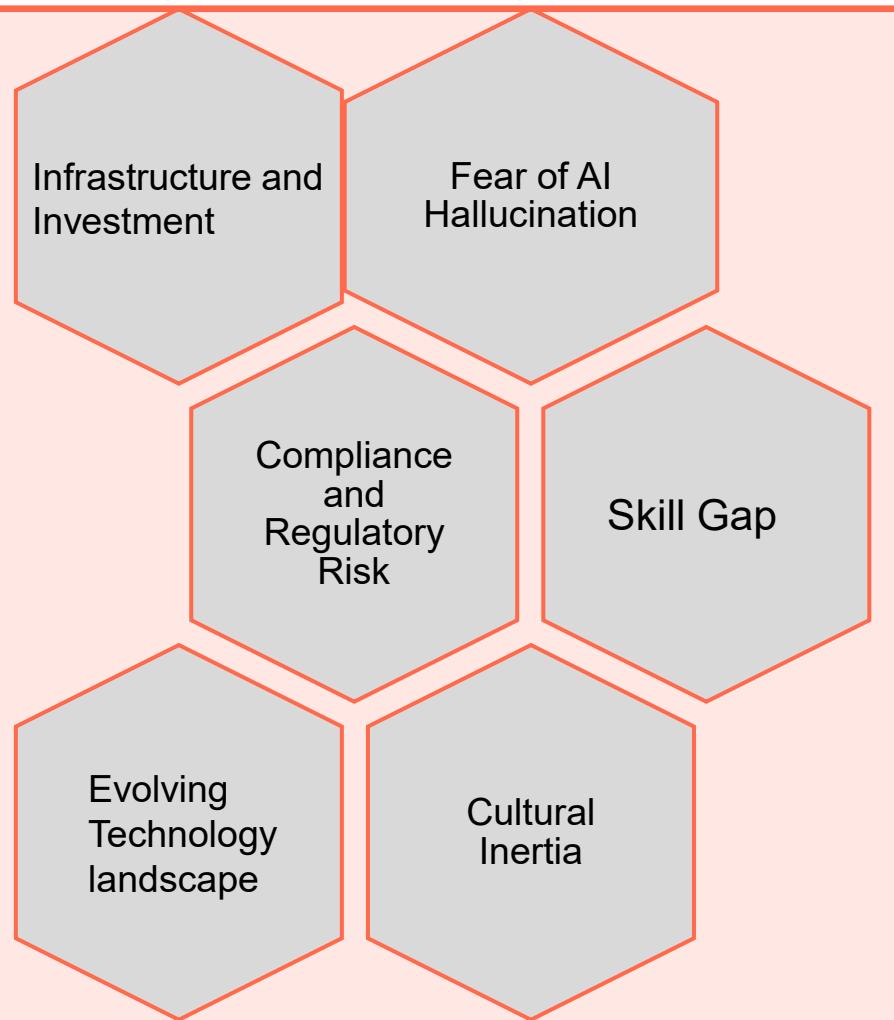
The Opportunity...



The Time is right...



The look before the leap...



Roadmap to success

“Think Big...Start small...”

A phased approach to AI adoption and scaling

Build Internal Tools

Internal Contract Review Assistant

Legal Research Assistant

Multi-agent Case Preparation Assistant

Compliance Checklist Auto-generator...

More billable capacity, faster turnaround, better quality

Launch Service - SaaS

Contract Review Portal

Due Diligence Assistant

Agentic Contract negotiation assistant

Automated Litigation Preparation Agent

Legal Helpdesk / 24X7 Client chat Portal

Build Custom Solutions to Differentiate

Evidentiary Management System

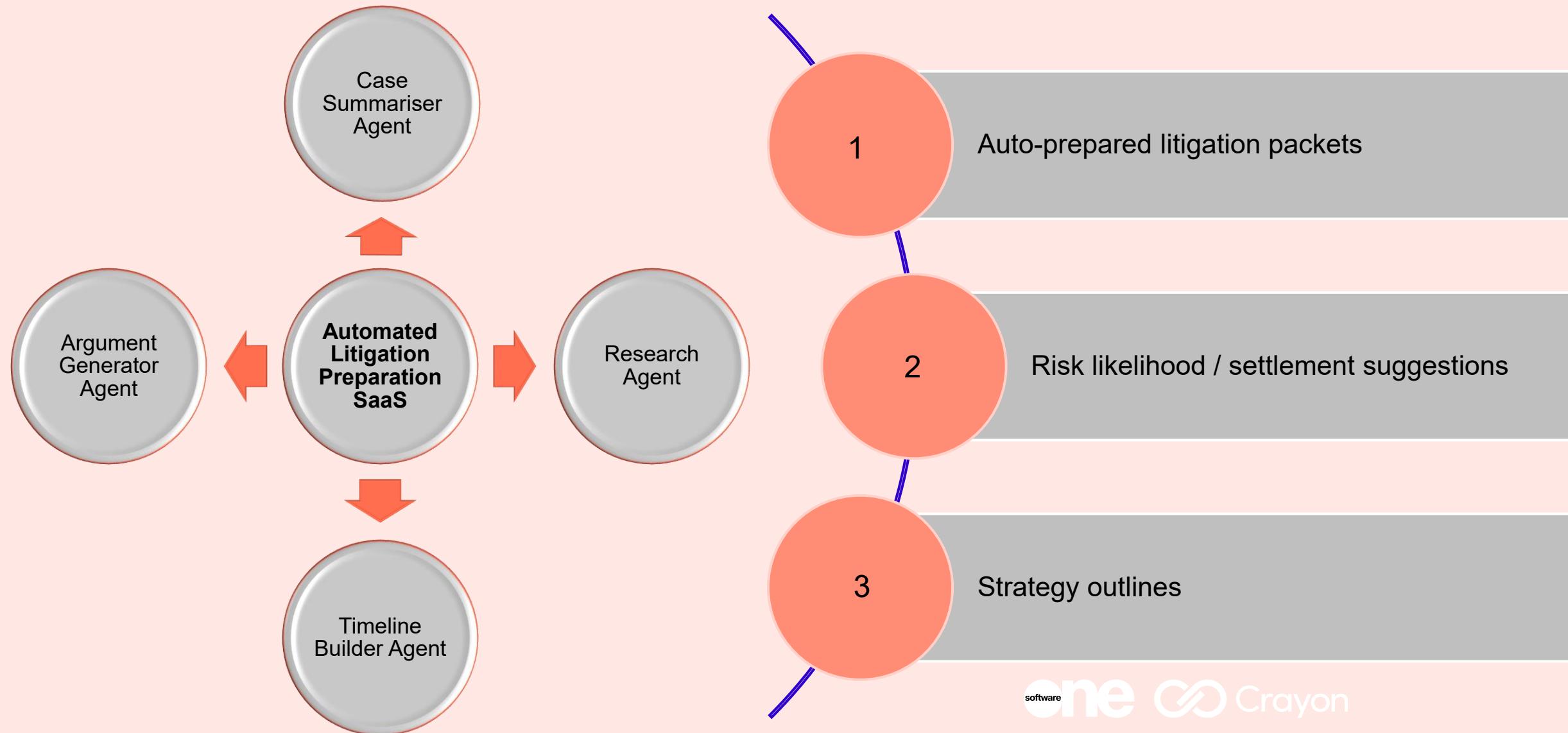
Sector-specific Agentic Advisors

AI-based Early Warning & Risk Intelligence Platform

AI-Enhanced cross border transaction navigator

Premium pricing, sector leadership, strategic clients

Responsible AI - Guardrails - Data Security - Governance - Human in the Loop



Agentic AI Case Preparation Assistant

What is it?

A multi-agent litigation prep system that automates 70–80% of groundwork—summaries, evidence mapping, research, timelines, and strategy insights—so lawyers focus on high-value analysis and client work.

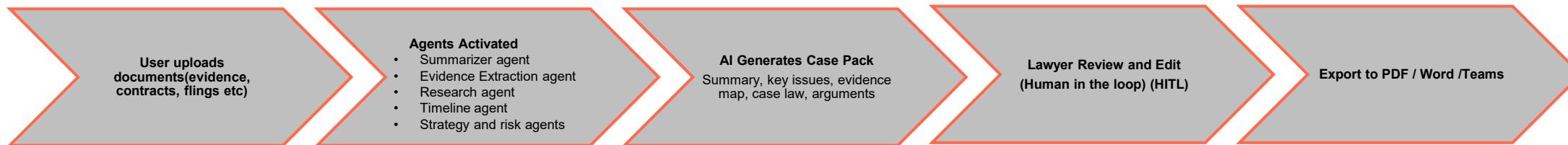
Revenue Model?

Internal: Faster Prep -> more capacity, higher billables, reduced junior labour

External:

- Subscription SaaS for clients
- Per-case 'AI prep pack' fee
- White label for smaller firms
- Premium AI-enhanced litigation services

Workflow



Azure Tech to back you up.

- Azure OpenAI Service
- Azure AI Studio
- Azure Cognitive Search
- Azure Document Intelligence
- Azure Functions and Logic Apps
- Azure Blobs + Cosmos / SQL
- Azure Key vault, Purview, Monitor

Sector-Specific Agentic AI advisor

What is it?

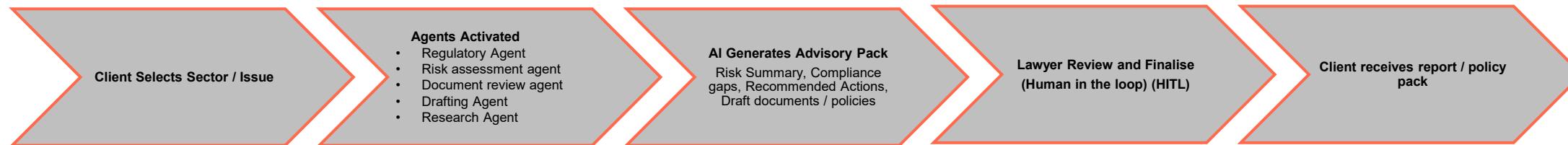
A domain-trained, multi-agent AI advisory system that provides specialised legal insight for industries such as Financial Services, Healthcare, Maritime, Tech, Real Estate, Energy, etc.

It delivers tailored guidance, compliance checks, risk assessments, and draft documents based on sector-specific laws, regulations, and best practices.

Revenue Model?

- Subscription SaaS
- Premium Reports
- Retainers
- SME Packages
- White-labeling

Workflow



Azure Tech Stack

- | | |
|---|---|
| <ul style="list-style-type: none">• Azure OpenAI Service• Azure AI Studio• Azure Cognitive Search• Azure Document Intelligence | <ul style="list-style-type: none">• Azure Functions and Logic Apps• Azure Key vault, Purview, Monitor• Microsoft Fabric / PowerBI |
|---|---|

AI-Augmented Due Diligence (M&A, Real Estate, Corporate)

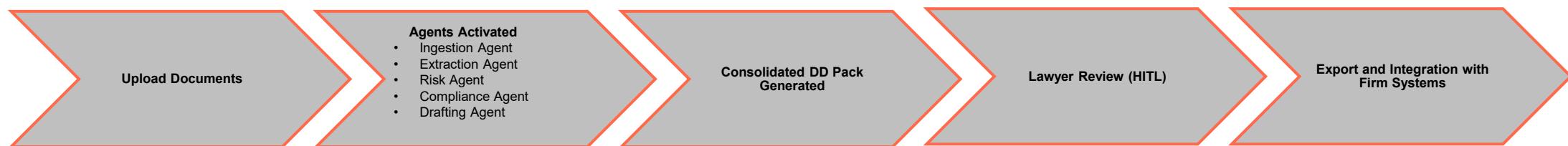
What is it?

A multi-agent AI system that accelerates due-diligence by automatically analysing documents, extracting risks, validating evidence, mapping inconsistencies, and generating structured DD reports—reducing effort by 60–80% and improving accuracy, speed, and deal confidence.

Revenue Model?

- Per-deal fees
- Subscription DD Platform
- Premium “AI-enhanced DD” advisory pack
- White-label DD Tool
- Faster Turnaround = higher deal throughput + more billables

Workflow



Azure Tech to back to you up.

- Azure OpenAI Service
- Azure AI Studio
- Azure Cognitive Search
- Azure Document Intelligence
- Azure Functions + Event grid
- Azure App Service
- Azure Blob storage
- Azure ComosDB / SQL
- Azure Key vault
- Microsoft Purview
- Azure Monitor / App insights

DEMO – Swap to demo screen

The Best Strategy...albeit a simple one....

That guarantees 100% success...

Start Now!!

Start Today!!





“All this sounds great...

Now tell me how can you and Microsoft help me?”



United to help our clients win

80k+

Clients worldwide

13k+

Employees who are experts in their fields

15k+

Certifications on a wide range of technology solutions



Combined global market coverage with presence across **69** countries

30+

Years of expertise in software & cloud advisory

7.5k

Software vendor relationships

2030

Net zero ambition

CAPABILITIES AND EXPERTISE

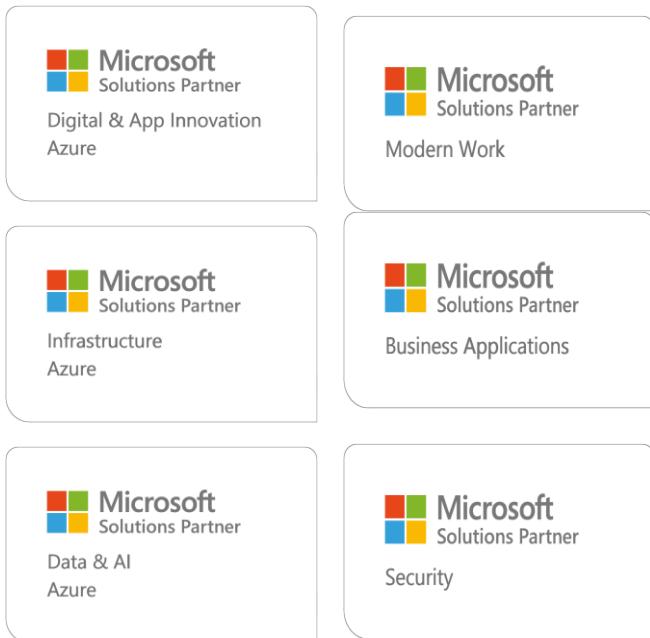
Top-tier partnership with Microsoft to power client success

All 6 Microsoft Solution Partner designations



One of few
Microsoft Jumpstart Partner
for M365 Copilot*

Microsoft
FastTrack
Partner



Azure Expert MSP



Partner of the Year



2025 Partner of the Year

Winner
Colombia
Hong Kong SAR
Puerto Rico
Secure Productivity Award
Finalist
Scale Solutions Award

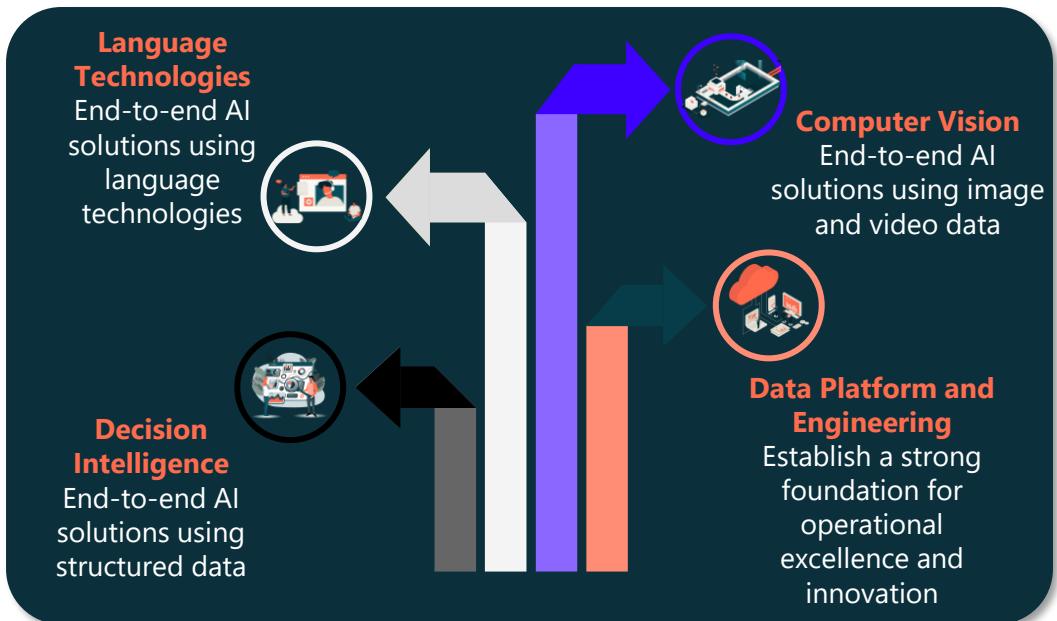
Security

Member of
Microsoft Intelligent
Security Association

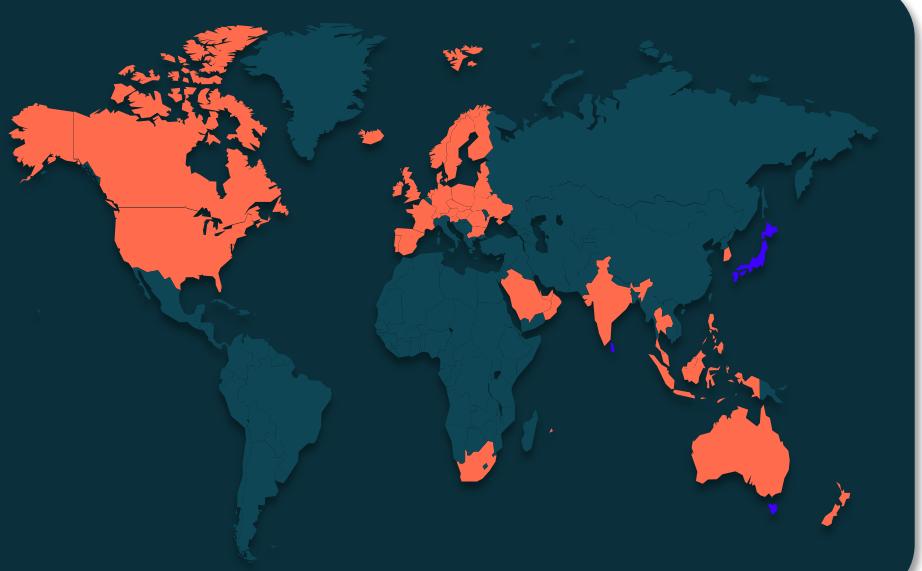
Microsoft
2025 Partner of the Year

Winner
Malaysia
Sri Lanka
Bulgaria

Our Data and AI CoE - WIP



- ✓ **200+** dedicated AI resources globally across 5 regions and Centre of Excellences (CoEs)
- ✓ **11 plus years** of data and AI services with **500+** applied AI projects delivered
- ✓ **10,000 enterprise customers** across all industries and segments
- ✓ **47 countries, 5 AI CoE locations** established to serve the increasing global demand



- ✓ **Strategic partnerships** within all layers of data & AI from infrastructure to vision and NLP frameworks
- ✓ **Enterprise ML expertise** 2500+ models running with our MLOps framework for enterprise data science
- ✓ **Globally recognised AI expert** Microsoft AI & Machine Learning Advanced Specialisation Partner and AWS AI Competency Partner
- ✓ **Specialised Language Technology Team**, 100+ projects delivered with 35+ GenAI projects completed



aws



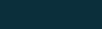
Azure DevOps



Azure Data



Factory



Azure Machine Learning



mlflow



Hugging Face

Google Cloud

NVIDIA

PyTorch

databricks

TensorFlow

Informatica

pandas

snowflake

kubernetes

Apache Airflow

AI SINGAPORE

OUR CAPABILITIES

Focused Industry Solutions for

FSI

Manufacturing

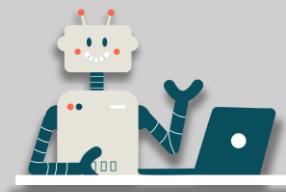
Media &
Entertainment

Education

Custom Solutions Experience in

Retail, Telco, Industry 4.0 (Engineering, Energy, Construction & Real Estate, Oil & Gas, Mining, etc)

AI / GenAI – Custom Build



- AI workshops
- Assessments
- POCs/MVPs
- Productionisation

Delivery timelines: Custom projects: >2 months

Fixed Bid, Consulting Engagements

Off-the-shelf (customizable)

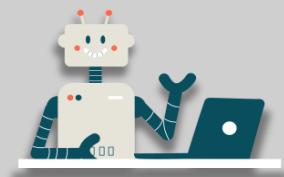


- Invoice processing
- Fine Tuned Query Engines (Domain Specific)
- Intelligent Document Processing

Delivery timeline: 2-4 Weeks approx.
(+2 weeks for customization)

Managed Services, Monthly Subscription

'Day 2' Offerings



- Machine Learning Operations
- Continuous fine-tuning
- Model Optimisation

Managed Services, Consulting Engagements

software

Crayon Agentic Platform

User interface

Multipurpose GenAI UI/UX Q&A experience

Orchestrator agents

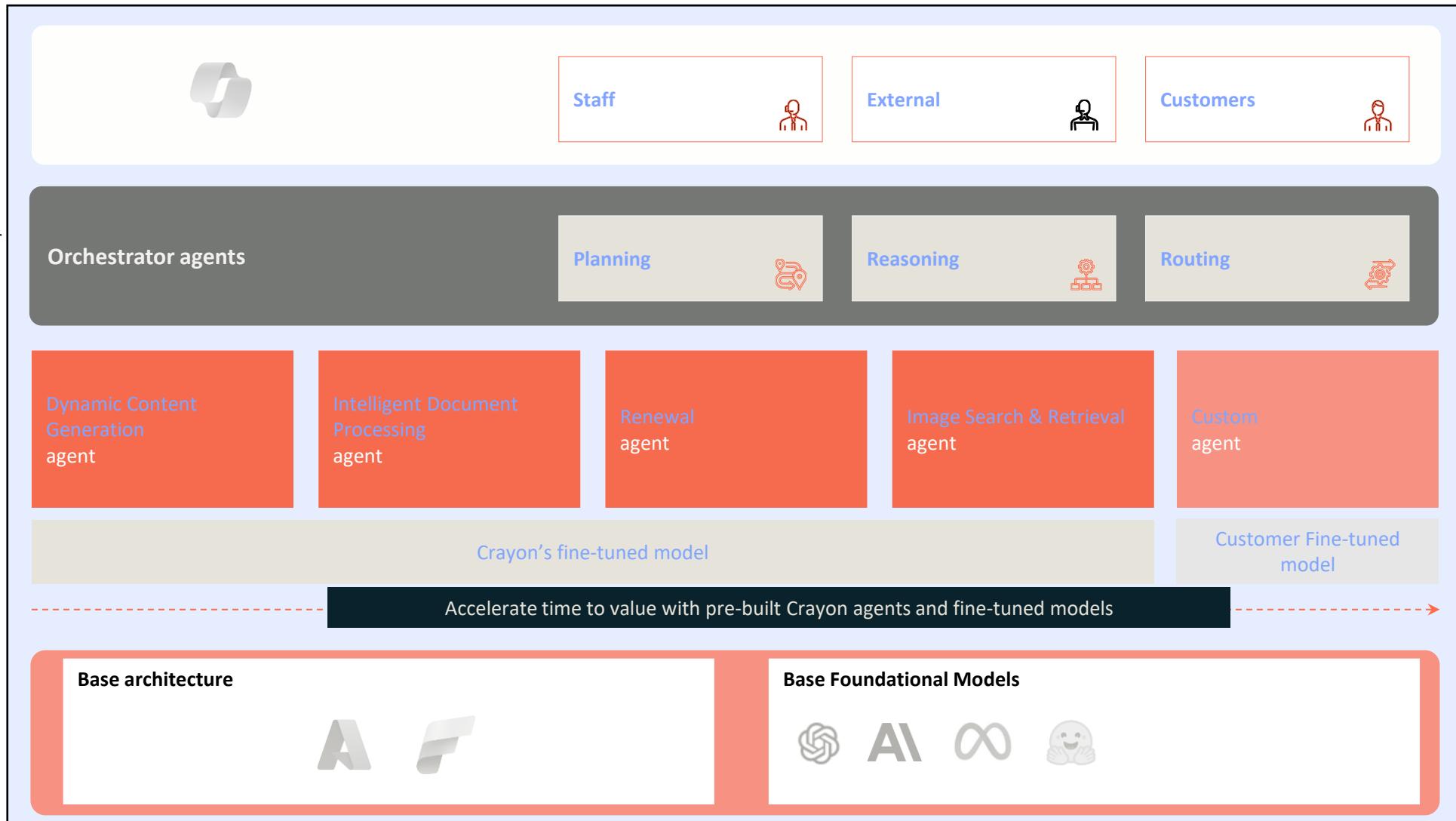
AI orchestrator agent manages the order how a set of agents are executed to achieve complex customer use cases

AI agents

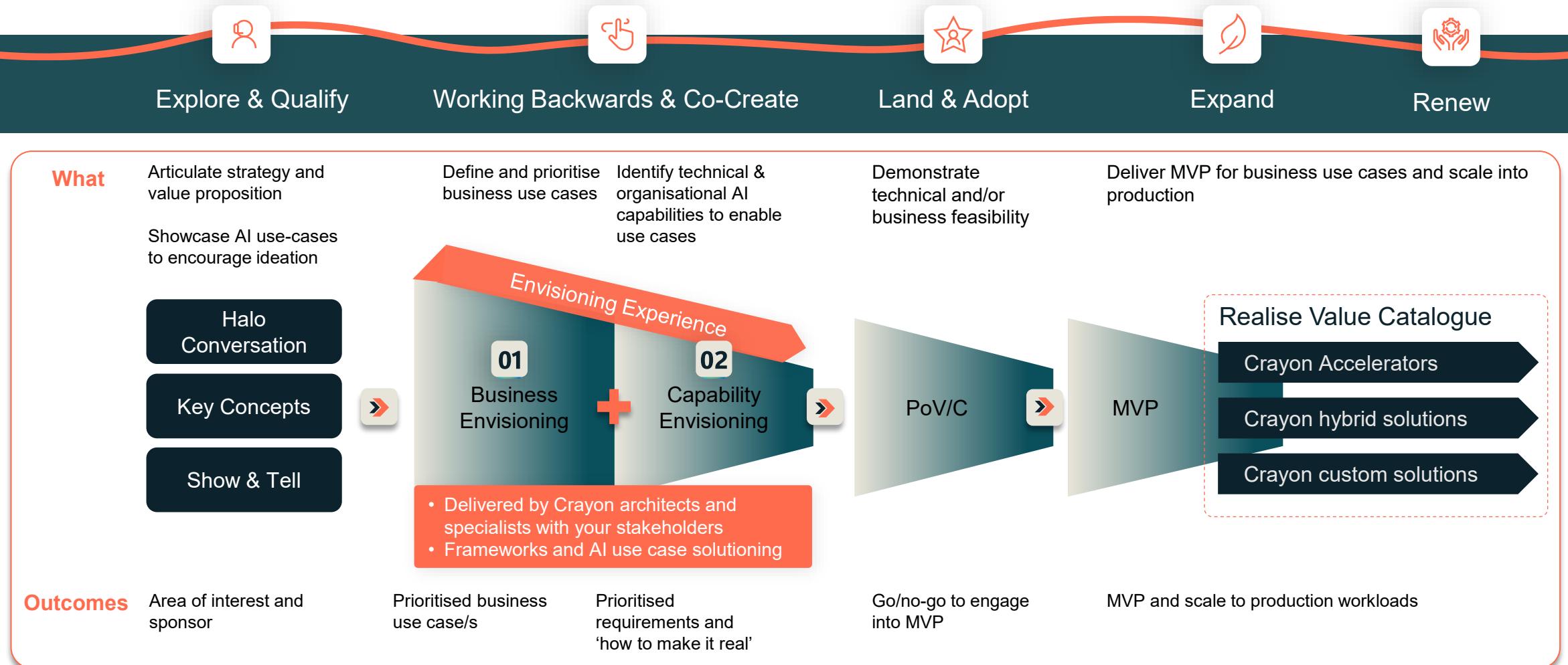
Autonomous AI-driven execution of expert tasks that are human trained and designed.

GenAI platform

Click and deploy agents using any platform and resources for current and future use cases



Crayon's Fastrack to business success with AI



Microsoft and DISG launch Agentic AI Accelerator to help 300 Singapore businesses in AI transformation as part of the Enterprise Compute Initiative

01 Aug 2025 • 5 min read



Azure Accelerate Program

Supported Scenarios

Core Migrate and Modernize

Migrate Windows Server, SQL Server, Linux and opensource databases to Azure Virtual Machines, AzureSQL, Azure PostgreSQL, Azure CosmosDB, Azure MySQL

Modernize existing applications to Azure

Migrate and Modernize VMware

Azure VMware Solution (AVS)

Migrate SAP

SAP RISE, SAP Native to Azure, SAP Grow

Migrate to Virtual Desktop Infrastructure (VDI)

Azure Virtual Desktop

Core Migrate and Modernize with Microsoft Defender for Cloud

Secure Azure environment with Microsoft Defender for Cloud
Migrate Windows Server, SQL Server, Linux and open source databases to Azure Virtual Machines, AzureSQL, Azure PostgreSQL, Azure CosmosDB, Azure MySQL

Data Platform

Microsoft Fabric, Azure Databricks

AI Apps, Agents, and Developer

Azure AI Foundry & Platform (Agents and Models), Azure Kubernetes Service (AKS), Azure App Service, Azure Open AI, Azure AI Services, Developer (GitHub Enterprise, GitHub Advanced Security, GitHub Copilot, GitHub Actions, GitHub Code spaces etc.), plus complementary products

Azure Accelerate Program

Benefits

Expert help

Get access to experts from Microsoft and/or partners to plan and implement a solution in Azure.

Partners are certified to perform work relevant to the scenario and holds either Azure Expert MSP or Azure Specialization.

Partner funding

Microsoft funding to perform specific milestones in the project, including setting up a proof of value or implementing your solution in Azure.

Azure credits*

Microsoft will provide Azure usage credits to help offset dual run costs during your transition period, upon completion of the first project milestone.

Technical skilling*

Free or discounted Azure courses so your organization can learn. Includes Azure certification preparation.

Azure Access

Azure sandbox testing environment enabling customers to setup an initial Azure workload and execute proof of value or hackathon engagements.

* Subject to approval by Microsoft on a case-to-case basis

Sign up for an AI workshop

What You Get:

AI fundamentals for law, Agentic AI workflows, RAG for legal research, contract automation, compliance automation, client-facing AI products, and opportunity discovery.

Participants will map their own use cases, evaluate feasibility, design pilot projects, and leave with a roadmap to safely integrate AI into their firm.

- Sample Agenda:
- Welcome and context setting
- State of AI in 2025: Trends in AI in Legal industry
- Deep Dive: RAG for Legal – Beyond the basics
- Agentic AI – From single models to autonomous Multi-agent system (with HMTL)
- Building Production ready systems
- Use Case Discovery Workshop
- Prioritisation and Technical / Commercial Feasibility Mapping
- Blueprinting High-Value Use Cases
- Team Hackathon, Team Presentations
- Roadmap and next steps

Pricing: Please reach out to a Crayon representative for more details

Engagement



5-6 Hour - 1 Day

Users



10-20 Business/Technical Stakeholders

Outcome



- AI capabilities
- AI readiness assessment
- AI Strategy Roadmap
- Potential Phase wise use cases discovery
- Use Case Prioritisation etc...

Disclaimer: The workshop can be customized to a customer's specific ask and there could be extra charges for the same

[Include Quiz](#)

It's time for a quick quiz!

**There might be a prize with your name
on it!**

The background of the slide is a photograph of a winding road at night. The road curves through a forested area, with long exposure light trails from cars creating vibrant streaks of red, yellow, green, and blue along the curve. The sky is dark, and the overall atmosphere is mysterious and dynamic.

Insert QR code for feedback

Thank you

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