

# DEREK SIMMONS

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## **Thomson Reuters Hiring Team**

### **Re: Director, Product Management - Westlaw AI Products**

Thomson Reuters' vision to transform legal research and litigation workflows with Gen AI represents exactly the type of transformative challenge where systematic AI expertise creates exceptional strategic value. Like you, I understand that **AI is the most exciting advancement in human history** — and I've spent 2,500+ hours developing the precise methodologies needed to break down complex legal and organizational workflows into the subparts that state-of-the-art AI can perform optimally.

### **Why Systematic Legal Workflow Analysis Is My Competitive Advantage**

**Real-World Legal Workflow Research:** Through my ATS Decoder research project, I've systematically analyzed complex legal hiring and employment processes, breaking them down into AI-optimizable components while working directly with legal professionals. This research demonstrates exactly the methodology you need for legal research and litigation workflow transformation — I've already proven I can lead customer research with experienced practitioners to understand workflows and refine product concepts.

**Proven AI Product Strategy for Complex Systems:** My 2,500+ hours orchestrating 5+ concurrent AI platforms for enterprise deployment provides the technical depth needed to partner with TR data scientists and engineers bringing new solutions to market quickly. At Star Tribune Media, I generated \$5M+ in AI product revenue by systematically breaking down organizational workflows and implementing cutting-edge AI solutions across complex stakeholder environments.

**Team Leadership for AI-Savvy Professionals:** I've successfully led cross-functional teams of 55+ professionals through systematic AI transformation initiatives, directly paralleling your need to lead a team of AI-savvy lawyers. My Walking Compass research series documents proven methodologies for human-AI collaboration in professional services environments — exactly the leadership approach needed for legal technology innovation.

### **Strategic Value for Westlaw AI Product Development**

**Complex Legal Research Optimization:** My systematic approach to workflow analysis translates directly to improving briefs and motions with sophisticated legal analysis and efficient legal research. The ATS Decoder methodology I developed for analyzing employment law processes demonstrates my ability to understand practitioner workflows and identify opportunities where AI can enhance rather than replace professional expertise.

**Enterprise Client Focus:** My track record supporting enterprise sales teams through AI-enhanced strategies provides direct value for Thomson Reuters' focus on large law firm and corporate legal department clients. I understand how to build AI products that integrate seamlessly with existing professional workflows while maintaining the rigorous quality standards legal professionals require.

**Quality Assurance and Compliance Excellence:** Developing The CW Standard framework for ethical AI implementation demonstrates my deep understanding of the regulatory requirements and quality standards essential for legal technology products. I know how to ensure AI solutions meet the accuracy, transparency, and ethical considerations that legal professionals demand.

### **Vision for Transforming Legal Workflows with AI**

**Market Leadership Through Systematic Innovation:** Thomson Reuters' aggressive AI integration strategy positions you to define the future of legal technology. My cross-industry perspective enables identification of AI applications that create sustainable competitive advantages while maintaining the professional standards and quality assurance essential for legal practice.

**User-Centered Product Development:** My systematic approach to customer research and workflow analysis ensures AI product development that improves actual legal practice efficiency rather than adding complexity. I understand how to translate practitioner needs into technical requirements while partnering effectively with data scientists and engineers.

**Strategic Partnership Excellence:** My proven experience building vendor relationships with AI platform providers like AWS, Cohere, and SAP translates directly to expanding Thomson Reuters' AI partnership ecosystem and bringing cutting-edge AI capabilities to Westlaw product development.

### **Minneapolis-Based Strategic Advantage**

**Local Market Understanding:** Based in Minneapolis with preference for Thomson Reuters' Minneapolis office location, I bring both local market knowledge and enterprise-scale AI expertise to support Westlaw's continued market leadership in legal technology innovation.

**Immediate Availability:** Ready to contribute immediately to Thomson Reuters' transformation of legal research and litigation workflows through systematic AI integration and proven product development methodologies.

The legal technology market is experiencing unprecedented transformation, and Thomson Reuters' vision to utterly transform legal workflows with Gen AI represents an extraordinary strategic opportunity. My combination of systematic legal workflow analysis expertise, proven AI product development success, and demonstrated ability to lead AI-savvy professional teams provides exactly the leadership needed to accelerate Westlaw's AI product innovation.

Rather than traditional legal industry experience, I bring the systematic AI methodology and cross-domain pattern recognition that enables breakthrough innovation in legal technology. My ATS Decoder research

demonstrates this approach in action — analyzing complex legal processes, identifying AI optimization opportunities, and developing systematic solutions that enhance professional effectiveness.

I'd welcome the opportunity to discuss how my systematic approach to complex workflow analysis and proven AI product development expertise can contribute to Thomson Reuters' continued leadership in transforming legal research and litigation workflows.

**Derek Simmons**

*Founder, Claude Wisdom Strategies*

*Creator, The CW Standard Framework*

*Pioneer, ATS Decoder Legal Workflow Research*