



# Cowen Café

*Keys to Successful Sandboxing and Implementation of  
New Legal Technologies*

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## ■ General Framework

*What change is needed and why? What problem is being solved?*

*How do people work now and how is what I am proposing make this better?*

*What are the value propositions based on user need?*

*What are the necessary touchpoints during a pilot/beyond (and how will they be made) to make this successful?*

*How do we sustain efforts?*

*How are we monitoring and evaluating?*

## Case Study: A Recent Example

- Identification of need and scope of challenge
- Determination of required approach
- Diligence on process
- Engagement of leaders in the respective practice areas
- Collection of feedback: methods, type, use
- Drip campaign
- Expanding adoption
- Evaluating impact