

# WHY SOFTWARE HASN'T REVOLUTIONIZED LAW

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# THREE BIG PROBLEMS

1. Three Companies Control Case Law
2. Software Can't Give Legal Advice
3. Productivity↑ Revenue↓

# CASE LAW ISN'T AVAILABLE

- Imagine if Nokia, Palm and BlackBerry were the only phone companies
- No app economy, no iPhone, no Android and we'd all be using Palm Pilots

# CASE LAW ISN'T AVAILABLE

- Courts distribute case law to three companies\*:
  1. Westlaw
  2. QuickLaw
  3. CanLII

\*Details: <http://www.cameronhuff.com/blog/ontario-case-law-private/index.html>

# SOFTWARE CAN'T OFFER LEGAL ADVICE

- Only lawyers can offer legal advice\*
- Tech companies can't make software that sells legal advice to customers

\*Or can they? LegalZoom has been fighting this for years: <https://www.law.stanford.edu/news/latest-legal-victory-has-legalzoom-poised-for-growth>

# SOFTWARE CAN'T GIVE LEGAL ADVICE

- Companies can't sell to the consumers of legal services
- At best, German model of lawyers advising online publicly: [frag-einen-anwalt.de](http://frag-einen-anwalt.de)
- Techies forced to sell to lawyers but...

# PRODUCTIVITY↑ REVENUE↓

- Bay St. colleague wrote a program to automate a common time-consuming task
- No interest from firm
- Billable hour means productivity↑ revenue↓

# PRODUCTIVITY↑ REVENUE↓

- Lawyers don't buy much software because they don't see the need
- Companies can't sell to the lawyers and they can't sell to the consumers
- No wonder the software revolution is happening in other industries



# SOLUTIONS

1. Make case database available via torrent/FTP/AMI  
+ no licensing restrictions
2. Ease regulation of who can provide legal advice
3. Allow non-lawyers to buy into firms (ABS)