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AI doesn't replace lawyers.

It lets them practice law.

60% of attorney time goes to tasks that don't require a law degree. AI changes that equation — without replacing the judgment that matters.

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THE CHALLENGE

Attorneys billing $400–$800/hr spend 60% of their time on tasks that don't require a law degree.

Document review. Contract extraction. Research synthesis. First-pass drafting. This is clerical work dressed up in legal language — necessary, but it doesn't leverage what made these professionals valuable: their judgment, their strategic thinking, their ability to navigate ambiguity for clients facing real consequences.

> ***"AI doesn't replace the need to understand case law; it accelerates the path to that understanding."***
>
> — Salvatore Magnone, co-founder, Machine61

60%

of attorney time spent on non-legal tasks

$400–$800/hr billing rate

The bottom line: AI isn't about replacing attorneys. It's about making them 3× more productive on work that actually requires legal training.

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WHERE THE ROI SITS

The numbers firms are reporting.

40–70%

Reduction in due diligence timeline

AI-assisted M&A document review

7×

Faster contract analysis

vs. manual associate review

60%

Attorney time reclaimed

Redirected to high-value strategy

HIGH-ROI USE CASES

Where firms are seeing real results

01 Document review & due diligence

A single M&A transaction can generate 50,000–200,000 documents. AI-assisted review cuts timelines by 40–70% while improving consistency. Senior attorneys shift from spot-checking to focusing on exceptions that actually matter to the deal.

40–70% faster timelines

02 Contract analysis at scale

Extracting key terms, flagging non-standard clauses, identifying risk across hundreds of vendor agreements. A task that consumed 15–20 hours of associate time now takes 2–3 hours of attorney oversight. The role shifts from reading to advising.

15–20 hrs → 2–3 hrs

03 Legal research acceleration

Summarizing holdings, identifying precedents, synthesizing jurisdictional differences. AI doesn't replace the attorney's analysis — it compresses the time to reach it. Cognitive load of information gathering decreases; capacity for analysis increases.

04 Multi-jurisdictional practice

Firms operating across multiple jurisdictions use AI to surface regulatory differences systematically. A 50-state survey that once took 6 hours is now an initial framework in minutes — the attorney validates and refines, not builds from scratch.

6-hour survey → minutes

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THE HIDDEN PRODUCTIVITY TAX

The cognitive focus problem

Large firm practice involves constant context-switching. Attorneys move between client matters, administrative tasks, communication, and billable work dozens of times per day.

Research shows that returning to deep work after an interruption takes 15–25 minutes. Multiply that across a dozen transitions per day and you've lost hours of productive capacity that never shows up in time entries — but absolutely shows up in attorney burnout and client results.

AI tools that handle first-pass work — document triage, research summaries, initial drafts — reduce the number of low-value tasks requiring attorney attention. Fewer interruptions. More sustained focus. Better work.

15–25

MINUTES

lost per context switch back to deep work

12×

avg daily context switches for senior attorneys

Fewer low-value interruptions = more sustained attorney focus = better client outcomes.

GETTING STARTED

4 questions before you deploy

1 **Is your data clean, accessible, and trusted?**

AI systems are only as good as the information they work with. If your document management is fragmented, your matter data inconsistent, or your institutional knowledge locked in email threads — that's the first problem to solve.

2 **Is governance in place?**

Client confidentiality, ethical rules on supervision, data residency — define your guardrails before you deploy. A 50-attorney regional practice has different requirements than a 500-attorney multi-jurisdictional firm.

3 **Is your team AI-ready?**

This isn't just about technical skills. It's about workflow integration, change management, and realistic expectations. Attorneys who understand what AI can and cannot do will use it effectively. Those who expect magic will disengage.

4 **Do you have a high-ROI roadmap?**

Document review and contract analysis offer the fastest path to measurable results. Start there — expand once you've demonstrated value and built confidence in the system.

Measure what matters: time saved, error rates, attorney satisfaction, client feedback.

The goal isn't to use AI — it's to practice law better.

MAKING IT STICK

Measure what matters

The goal isn't to use AI — it's to practice law better. Track the metrics that connect technology to outcomes.

Time saved

Hours per matter type. Before and after. Measured, not estimated.

Error rates

Missed clauses, inconsistent holdings, document gaps. Track them.

Attorney satisfaction

Are your attorneys spending more time on work that energizes them?

Client feedback

Speed, quality, responsiveness. These are the downstream metrics.

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"The question isn't whether AI will reshape legal practice.
It's whether your firm will lead that shift."

Ready to assess your firm's AI readiness?

DOOR3 specializes in AI integration for insurance, legal, and manufacturing.
We start with your highest-ROI opportunities and build from there.

Contact us