



LegalTech

PUBLISHING

IN PARTNERSHIP
WITH

ABOVE
THE LAW

LEGAL OPERATIONS: CONTRACT, AUTOMATION & ENGAGEMENT MANAGEMENT BUYERS GUIDE: 2021 EDITION



CONTRACT LIFECYCLE
MANAGEMENT



ENGAGEMENT
MANAGEMENT



COLLABORATION
& AUTOMATION



BUSINESS PROCESS
MANAGEMENT

joinder

Joinder Manages Deadlines, Tasks, Records, and Communications in One Place and Brings Outside Counsel Matters and In-House Projects to an In-House System of Record

“Work product, records deadlines, and tasks have long been controlled by outside law firms. Joinder flips that script and puts control firmly in the hands of legal departments.”

Don Keller
Joinder CEO

Company Name Brand
Joinder, Inc.

Product Name Brand
Joinder

Development and Updates in Progress

- Automatically file documents by file type in preset folder settings that are driven by matter type or project.
- Outlook sidebar integration will soon transfer email and attachments to the platform.
- Joinder is developing an algorithm to identify whether a document is signed.
- In addition to manual security controls, the platform will soon support programmatic policy controls for ethical walls.

Organizing and Tracking Work Product

Corporate legal departments pay for outside legal work and own it but, historically, do not have access to it during a project and after its completion. The Joinder platform, designed by corporate lawyers, gives in-house counsel control of

all projects and provides a system of record for their in-house and outside counsel engagements—all in one place.

Joinder works across organizations and combines task and document management, communications, and data storage into a single platform and a single calendar view of all tasks in order to support faster decision-making and better outcomes.

Outside counsel are invited to Joinder by a corporate legal department's subscription to create a system of record for their work product. Law firms can also subscribe to Joinder in order to use the platform for the benefit of their corporate clients. More information on that follows in the Joinder Use Cases section.

Ready. Set. Go Organize.

It's easy to get started with Joinder. There are no implementation requirements and minimal training is necessary. Whether a corporate legal department or a law firm, subscribers can use the product

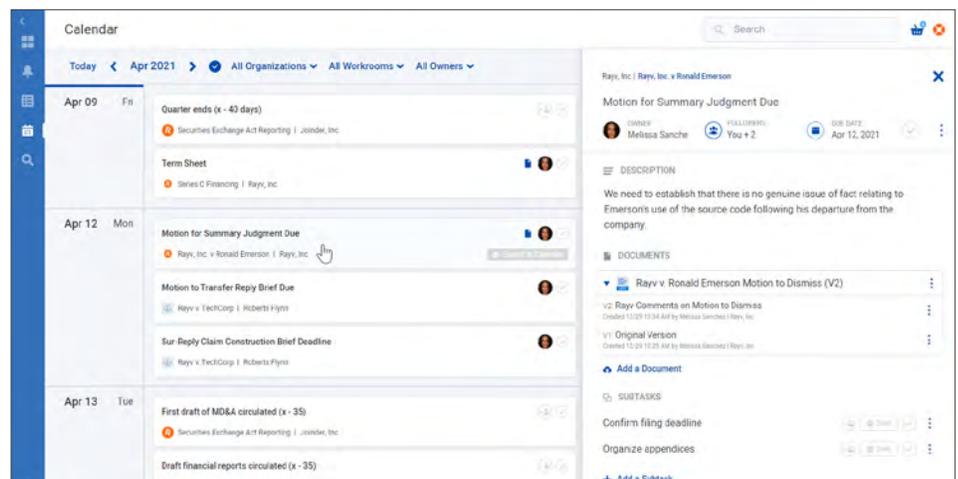


Figure 1: Joinder's calendar view is a meta-view showing the critical dates and deadlines for all matters stored in workrooms. Filter views by an organization, workroom, and project owner to see who is doing the work and get notified of progress in selected tasks.

“Joinder is a better platform for legal engagement, built by a team that understands how lawyers and legal departments work together.”

Mitch Zuklie

Orrick Chairman and CEO

“The Joinder platform, designed by corporate lawyers, gives in-house counsel control of all projects and provides a system of record for their outside counsel engagements— all in one place.”

incrementally and begin with one or more projects for in-house or outside counsel engagements. Joinder brings all projects with deadlines together in a meta-calendar view for top-level oversight of activity. See *Figure 1 on the previous page*.

Equal to the Task

In the meta-calendar view, select a task to start guiding activities from a pop-up sidebar. Think of a task as a channel in a social media network with a robust commenting and document management system. Tasks have owners and followers who can be notified of updates via email and they can receive desktop notifications when logged in to Joinder.

Tasks include access to reference links and related documents with version control as well as check-in and out functionality. Law firms using Joinder invite in-house counsel and other stakeholders to a task and receive updates in their Outlook or Google calendar. You can also export events in iCalendar file format (ICS).

Joinder organizes matters and projects in task-centric workrooms. The platform uses a classification of folder structures that is based on practice areas, project types, and best practices in order to accomplish tasks, produce work product, and record the associated effort. The platform supports automatic document classification with automatic filing on the roadmap. See *Figure 2*.

Searching—Powerful Yet Simple

All content in Joinder is available for full text search. When you upload a new document, Joinder applies optical

character recognition (OCR) and extracts the full text of files for searching. The platform further determines document types and effective dates. The company is beta testing an algorithm to identify if a document is signed.

Search is strategic for Joinder to make documents and work product available to clients. Use keyword search strategies and order results by a relevance algorithm such as most relevant, by date, or most recent. Apply filters to results by file type, date range, owner, effective date range, workroom client, and workroom. To support an easy workflow, you can download and email documents right from the search results page. See *Figure 3 on the next page*.

Templates, Projects, and Reporting

When you create a workroom, select from numerous templates for a matter or project that comprise checklists, guidance, forms, and documents to jump-start specific client tasks. Joinder includes templates for planning and conducting board meetings, onboarding outside counsel, drafting and filing compliance records, checklists for contract review, and more. You can customize existing templates and create new ones to set outside counsel requirements with no coding required.

Joinder can export all the activities in a workroom in Excel format for accountability and reporting purposes.

Security and Tech Platform

Security in Joinder includes hierarchical, object-level access permissions assigned

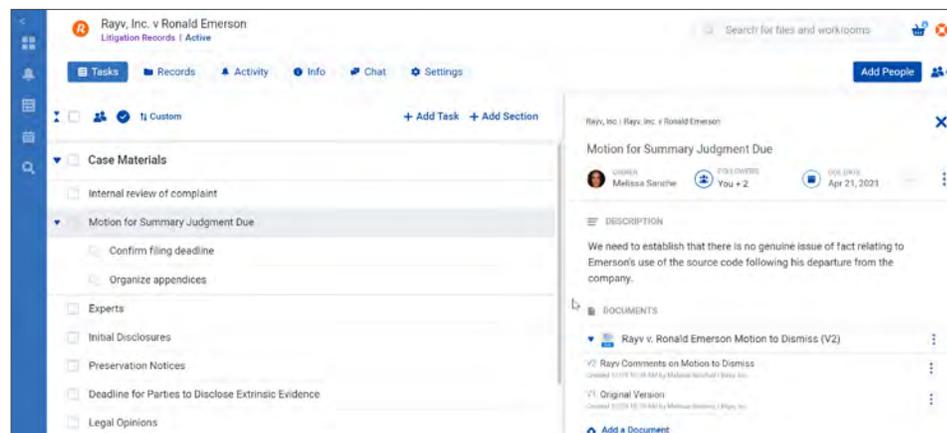


Figure 2: Joinder organizes matters and projects in workrooms that are designed to accomplish tasks and produce work products in order to satisfy client requirements or a litigation strategy.

by user or role to workrooms, tasks, folders, documents, and more. There are also controls to limit access to workrooms and policies for programmatic ethical walls are forthcoming. While in a workroom, you can see who else is online and in the room. Reminders prompt you when sharing information and protect you from oversharing data. The platform completed an SOC-2 Type 1 certification for secure design and processes.

The Joinder platform is available from Amazon Web Services (AWS) in a multitenant architecture.

Pricing

Joinder prices its subscriptions in two packages. The Team package is \$99 per month per legal professional and the Enterprise package is \$199 per month per legal professional with an annual minimum. Pricing is based on concurrent users with reporting tools to track adoption and usage. Subscribers can invite unlimited users from other departments, such as the sales group or finance department and their law firms, at no additional charge.

Use Cases

Orrick uses the Joinder platform as a record system for more than 1,000 clients and uses it to develop portions of their service offerings into products. For example, the law firm's Privacy in a Box product guides clients to create and manage global data privacy programs. Juniper Networks started using Joinder for a single project where they could see all deadlines and tasks in the meta-calendar view. Otherwise, they had to ask the firm for status reports which added to billable time. With Joinder, they can realize the status and get essential documents without asking their outside law firms to find and deliver them. Juniper has since instructed all of their litigation firms to use Joinder for all Juniper cases.

Who is Joinder?

Joinder is based in Menlo Park, California and it was the first product **incubated at Orrick Labs** and the first to spin out in February 2021. The company **launched** its namesake solutions-based engagement platform on April 13, 2021. CEO Don Keller, a former Orrick and Venture Law Group (VLG) partner, and Chief Product Officer

Jim Brock, also a former VLG partner, led Joinder from where it began as an electronic filing system for Orrick's corporate clients to a system that can manage tasks, deadlines, and projects all in one place. Orrick remains a minority stockholder with no representation on the board. In January 2021, Joinder raised an undisclosed amount of capital in a pre-seed funding round from Illuminate Ventures and others. The company has approximately twenty employees.

Why Buy Joinder?

- Joinder is a legal-specific platform designed by corporate lawyers for in-house counsel.
- The platform combines project deadlines, tasks, and records in one place.
- Joinder has limited implementation requirements and works across organizations.
- Joinder provides practice area guidance for customers and a unique view of all project deadlines in one calendar.

Try Joinder Today

[Start your trial for free](#), or [schedule a demo](#).

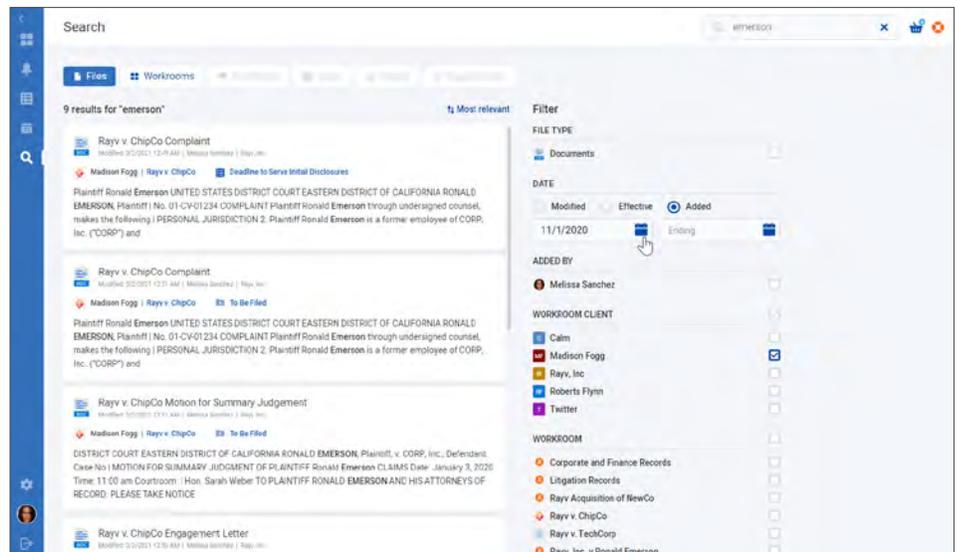


Figure 3: Joinder's search interface packs in legal-specific features to put information at your fingertips and share it in one click. A filter is included to find effective dates and, coming soon, to see whether a document is signed.

Thank you for reading, let's keep in touch!

We appreciate the time you spent researching solutions for your law firm. New products, feature updates, and announcements happen throughout the year. So, to help you stay informed we have expanded Legal Tech Publishing's Buyers Guide Series to include an eBook for nearly every product category. Subscribe to receive notifications when a new guide is released. Follow us on the channels below for updates and special virtual events.



Subscribe to our Vimeo Channel



Follow us on Twitter



Like us on Facebook



Follow us on LinkedIn



This buyers guide is supported by vendor sponsorships. The products and services selected for the guide are done at the author's discretion. Reviews are also written to reflect the opinion of the author. Each product or service must first be selected for the guide, then invited for inclusion before sponsorship is requested. Additionally, emerging technologies who do not have funding to pay for sponsorship are included based on the level of value they offer to law firms. All sponsorship proceeds go towards the costs associated with the production and distribution of the guide.

legaltechpublishing.com