

Top 3 Ways Legal Teams Turn Document Work into Impact

Adobe

Today's speakers



Lisa Fraser
Content Strategist
Adobe



Joe Santiago
Senior Acrobat
Evangelist
Adobe



Lori DeFurio
Principal Solutions
Technologist
Adobe



Danielle Riccitelli
Director, Legal Strategy,
Innovation & Operations
Adobe

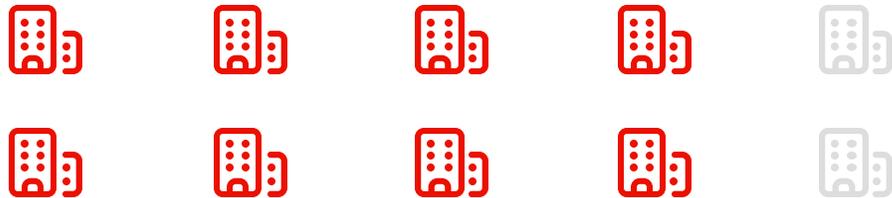
Agenda

- 1 AI and document workflows
- 2 Legal teams and top use cases
- 3 Adobe customer zero: Legal

If AI doesn't get **embedded into core business workflows**, the value doesn't scale

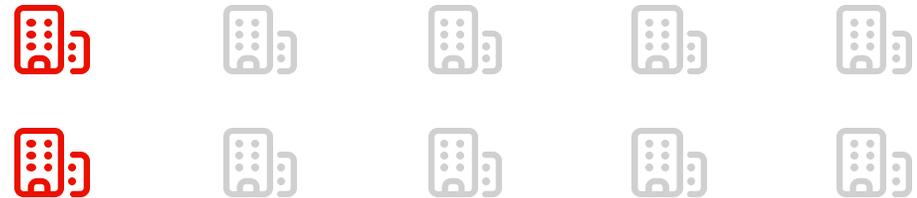
Everyone is using AI

8 / 10 have deployed AI in some form¹



Business value is elusive

Only **2** / 10 report significant bottom-line impact²



Turning insights into actions is hard.

Vast amounts of unstructured information

40%

productivity loss among business professionals due to content sprawl and cognitive overload¹

Communication often misses the mark

58%

of non-creative employees spend up to 29 hours/week creating visual content independently²

Constant context switching slows work and outcomes

State of AI in documents:

Use surges 371% as AI transforms how we work¹

The image shows a woman in an orange shirt and glasses working on a laptop. Overlaid on the scene are several UI elements and data callouts:

- AI Assistant Panel:** A white panel with a red header "AI Assistant" and a close button. It contains a list of suggestions: "Here are some suggestions you can try:", "How much time can you save by using AI?", "How frequently are professionals leveraging AI?", and "How much has AI usage grown in the last year?". There is also a text input field "Ask a question our findings" and a search icon.
- 400+ Professionals:** A white callout box with the text "400+ Professionals".
- 320b PDFs opened or created:** A white callout box with a donut chart icon and the text "320b PDFs opened or created".
- Add comments:** A white button with a comment icon and the text "Add comments".
- Ashley Marie:** A white comment bubble with a profile picture and the text "Ashley Marie" and "This looks awesome!".

Top challenges of legal teams

Efficiency & Productivity

Legal teams struggle with time-consuming manual contract reviews and extracting key information from complex documents.

Collaboration & Communication

Fragmented collaboration and poor version control slow reviews and create risk across legal workflows.

Compliance & Security

Legal teams face challenges identifying compliance risks, maintaining traceability, and securely sharing sensitive data.



Introducing **Adobe** Acrobat Studio

Industry-standard productivity & creativity tools — all-in-one, AI-powered platform
for PDF editing, comprehension, collaboration, and creation



Acrobat Pro



AI Assistant



PDF Spaces



Adobe Express

Adobe's trusted security, safe AI, and integrated workflows



Legal



Finance



HR



Sales



Marketing

Adobe brings **insights and actions** together in one integrated solution.



Control critical information with PDFs

Edit, redact, convert, protect, export, and more — now with conversational AI

Comprehend



Trusted AI insights and summaries—backed by source-linked citations, plus AI-generated podcasts

- PDF
- DOC
- HTML
- VTT

Master Services Agreement (MSA)

Key Insights

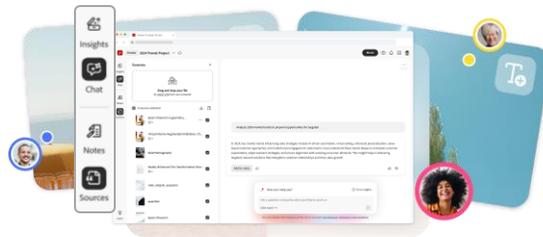
Term	24 months
Value	\$2.4M

2 risks

Collaborate



Unites documents, context, and feedback in one AI-powered workspace



Create



High-impact content across formats that's on-brand, self-served, and scalable—powered by AI, templates, and assets



Solutions for legal teams

Efficiency & Productivity

- AI-powered contract analysis and comparison
- Automated document summarization

Collaboration & Communication

- Centralized collaboration spaces with integrated tools
- Policy distribution with tracking

Compliance & Security

- Attributable AI insights
- Enterprise-grade encryption, permissions, redaction
- Audit-ready documentation tools



Creating a legal brief:
1 hour → under 9 minutes¹
ROI = up to 415% for an enterprise²

You are in control of your data.

- 1 Customer data is not used to train large language models.
- 2 Acrobat AI Assistant and PDF Spaces only look at the documents you tell it to.
- 3 Customer has controls and discretion to enable and disable storing chat history & documents in the cloud.*
- 4 Responses with verifiable citations to specific points in the source documents.
- 5 Enterprise controls to manage who has AI access in the company.**
- 6 Easy to deploy across the enterprise.**

Top 3 use cases for Legal

Adobe

Use case #1

Contracts

Contracts document productivity: Key needs

- 1 Efficient contract review
- 2 Version control and comparison
- 3 Secure redaction

Protect a PDF

Type Password



License Agreement

BACKGROUND

This Licensing Agreement (the "Agreement") is made between the following Licensor of the following _____ the following address: _____

In the Agreement, the Party who is granting the right is referred to as "_____" and the Party who is receiving the right to use the licensed property will be referred to as "_____" The individuals may be known collectively as "_____" and Licensor in this Agreement shall include, _____ affiliates, and subsidiaries.

GRANT OF LICENSE

1. _____ owns the following property (the "Authored Work"): _____
2. In accordance with this Agreement, _____ grants _____ an exclusive license to use the Authored Work.
3. This grant of license only applies to following described geographical area: _____

AI Assistant

Summarize this license agreement

**[DEMO placeholder
Contracts]**

Use case #2

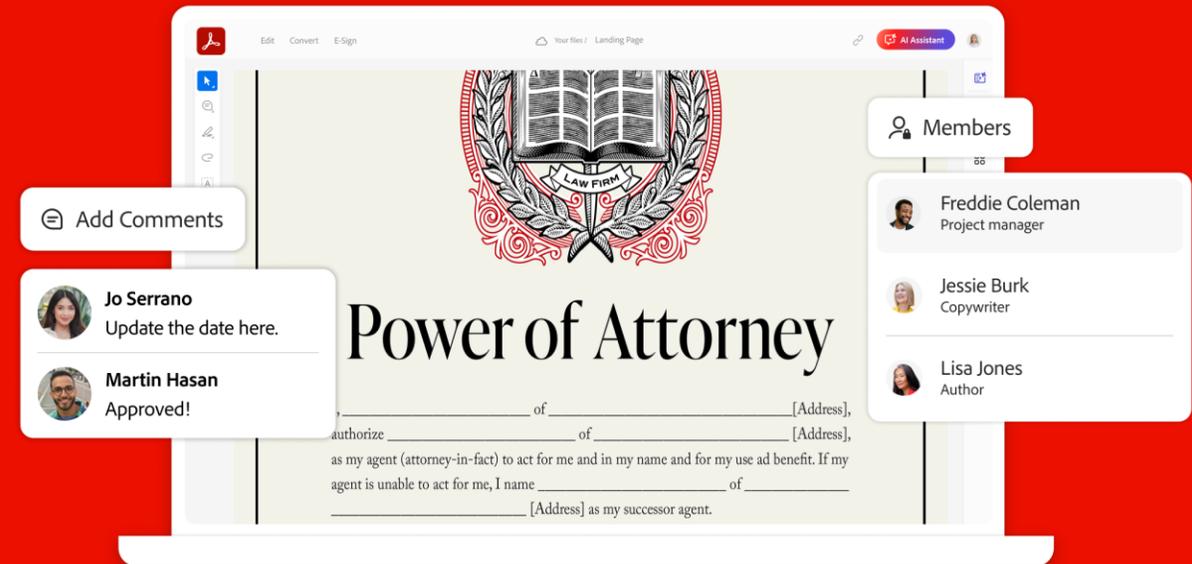
Collaboration

Collaboration productivity: Key needs

1 Centralized workspaces

2 Traceable collaboration

3 Role-based permissions



**[DEMO placeholder
Collab]**

Use case #3

Creation and distribution

Creation and distribution: Key needs

- 1 Audit-ready documentation
- 2 AI-powered insights
- 3 On-brand templates
- 4 Secure distribution

The image shows a digital design interface for creating a website. A callout bubble with a lightning bolt icon says "Create with a template". Another callout bubble with a brand icon says "Apply brand". Below these are three icons: a red square, the letters "Ag", and a scale of justice icon. The main content is a preview of a website for "Raissi, Reedy & Partners". The website has a dark blue header with the firm's name and navigation links: Home, About Us, Our Attorneys. The main content area is titled "Our Firm" and contains several paragraphs of text. Below this is a "Practice Areas" section with a grid of 18 categories. On the right side of the website preview, there are three statistics: "\$9.2B" (with a sub-note: "\$9.2 Billion+ recovered for clients through litigation, settlements, and arbitration across multiple jurisdictions and industries"), "1,500" (with a sub-note: "1,500+ Clients Represented globally, including high-growth startups, and influential public institutions"), and "120,000" (with a sub-note: "120,000+ Contracts Negotiated or reviewed in the past decade, spanning 25 licensing, employment agreements, and multinational transactions"). At the bottom right, there is a "75" (with a sub-note: "75 Countries Served through direct legal representation, cross-border consulting, and strategic international partnerships").

Create with a template

Apply brand

Raissi, Reedy & Partners

Home About Us Our Attorneys

Our Firm

Raissi, Reedy & Partners is a multidisciplinary law firm built on a foundation of legal excellence and strategic insight. From corporate advisory and litigation to personal legal matters and emerging industries, our attorneys are known for delivering sophisticated solutions tailored to the specific needs of our clients. With decades of combined experience across diverse sectors, we serve startups, global enterprises, and individuals with the same dedication to clarity, efficiency, and results.

Our firm thrives at the intersection of law, innovation, and industry. We maintain specialized teams in technology, international law, regulatory compliance, and intellectual property, allowing us to meet the demands of a rapidly evolving legal landscape. Clients trust us not only for our deep legal knowledge but for our ability to anticipate challenges and navigate complexity.

At Raissi, Reedy & Partners, relationships are central to our practice. We believe in building lasting partnerships through transparency, responsiveness, and mutual respect. Our client-first ethos extends beyond casework to include thoughtful planning, proactive counsel, and unwavering advocacy. Every matter we take on is an opportunity to advance our clients' goals while upholding the integrity and independence that define our firm's character.

Practice Areas

Corporate Law	Digital Media & Entertainment	Sports & Entertainment Law
Commercial Litigation	Tax Law	FinTech Compliance
Mergers & Acquisitions	Real Estate Transactions	Tech Startup Advisory
Employment & Labor Law	Family Law	Art & Cultural Property Law
Intellectual Property	Estate Planning & Probate	Aviation & Aerospace Law
Contract Drafting & Negotiation	Personal Injury	International Business Law
Compliance & Regulatory Affairs	Medical Malpractice	Civil Rights Litigation
Bankruptcy & Restructuring	Consumer Protection	Adoption Services

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75
75 Countries Served through direct legal representation, cross-border consulting, and strategic international partnerships.

**[DEMO placeholder
Distribution]**

Reimagining the Business of Law with Acrobat

Adobe Legal & Government Relations —
Customer Zero

Adobe



Adobe Customer Zero



Danielle Riccitelli
Director, Legal Strategy,
Innovation & Operations
Adobe

What Customer Zero means

1 We use Acrobat first

2 On real legal matters

3 Shape what actually delivers value before it reaches customers

Contract POP SECURE SOLUTIONS

01 Products

ITEM #	NAME	DESCRIPTION
LEBW-001	Ultra-Durable Wrap	Extra-thick wrap designed for heavy-duty protection during shipping and storage. Features reinforced bubbles, puncture-resistant, available in various sizes.
EFBW-002	Eco-Friendly Wrap	Extra-thick wrap designed for heavy-duty protection during shipping and storage. Features reinforced bubbles, puncture-resistant, available in various sizes.
ASBW-003	Anti-Static Wrap	Ideal for protecting electronic components, this wrap prevents static build-up. Features anti-static coating, lightweight, available in rolls and sheets.
CBW-004	Colorful Wrap	Add a splash of color to your packaging with wrap available in multiple vibrant colors. Features customizable colors, durable eye-catching.
FBW-005	Perforated Wrap	Conveniently perforated wrap for easy marking and precise packaging. Features pre-cut sections, easy to use, reduces waste.
	Wrap Bags	Pre-made wrap bags for quick and efficient packaging of small items. Features self-sealing, various sizes, reusable.

Orders & Delivery

1.1 ORDER PLACEMENT
Customers can place orders for wrap products through our website or call our customer service team for assistance.

1.2 DELIVERY PROCESS
Once an order is confirmed, our logistics team will prepare the order for shipment. Delivery times may vary based on the destination and shipping options selected. We will notify you via email and text when your order is shipped.

1.3 ORDER TRACKING AND SUPPORT
Throughout the delivery process, our customer support team is available to assist with any inquiries or issues that may arise. Customers can track their orders online and receive updates on the estimated delivery time. In the event of any delays or complications, our team will proactively communicate with the customer to resolve the situation as quickly as possible. We are committed to providing exceptional service and ensuring complete customer satisfaction with every order.

Discrepancies or disputes regarding an invoice, the Customer must notify us within 30 days of receiving the invoice. The Supplier will resolve the dispute by, in good faith, having an adjusted invoice. Both parties agree to work in good faith to speed issue promptly. Failure to resolve payment disputes may result in the Supplier delivering until the outstanding balance is settled.

Signature D.R.

Why we needed to go first

Why Acrobat matters for legal teams

- Legal work is accelerating
- Expectations: speed + accuracy + compliance
- Work types: contracts, investigations, regulatory analysis, and policy
- All of it is document-heavy and high-stakes

The pain point

We were spending more time tracking things down than understanding the issues.



What we do as Customer Zero

How we use Acrobat & Acrobat Studio internally

- 1 Apply them to **real** matters — not test cases
- 2 Test across compliance, employment, policy, and regulatory work
- 3 Identify what truly makes work **faster, clearer, more accurate**
- 4 Adopt it into our workflows when it works

Outcome

We become the proving ground for legal innovation.

Global IP enforcement



Challenge

- Huge volume of country-specific laws
- Manual comparison across regions
- Hours spent collecting → not analyzing



How Acrobat PDF Spaces helped

- Per-country secure workspaces
- AI extraction of key requirements
- Centralized, trusted global roll-up



Impact

- 50% faster assessments
- Clear audit trail
- Scalable global enforcement model

Executive Order intake & impact analysis



Challenge

- Rapid increase in EO volume and velocity
- Manual review couldn't keep up
- Needed fast interpretation across multiple teams



How Acrobat PDF Spaces helped

- Centralized intake & review
- AI summaries and impact highlights
- Reliable, source-linked reporting



Impact

- 60%+ faster review cycles
- Able to keep pace with policy activity
- More timely, actionable insights

AI state-level legislation tracking



Challenge

- 1,000+ AI bills across 50 states
- Similar themes but subtle differences that matter
- Disconnected sources: bill text, Adobe POV, trade letters, task-force reports
- Manual comparison slowed accurate policy guidance



How Acrobat PDF Spaces helped

- Central Space per bill or issue with all supporting documents
- AI summaries highlight similarities/differences across states
- SME collaboration in one shared, trusted workspace



Impact

- Faster multi-state comparison & evaluation
- Clear, 360° view of each policy issue
- Higher-quality, more consistent policy recommendations

Our mission

Adobe Legal & Government Relations should be world-class at using Acrobat.

We model what's possible.
And we become the showcase for legal departments everywhere.

That's Customer Zero.



What this means for customers

What we've learned — and what customers get



Faster insights — less hunting, more deciding



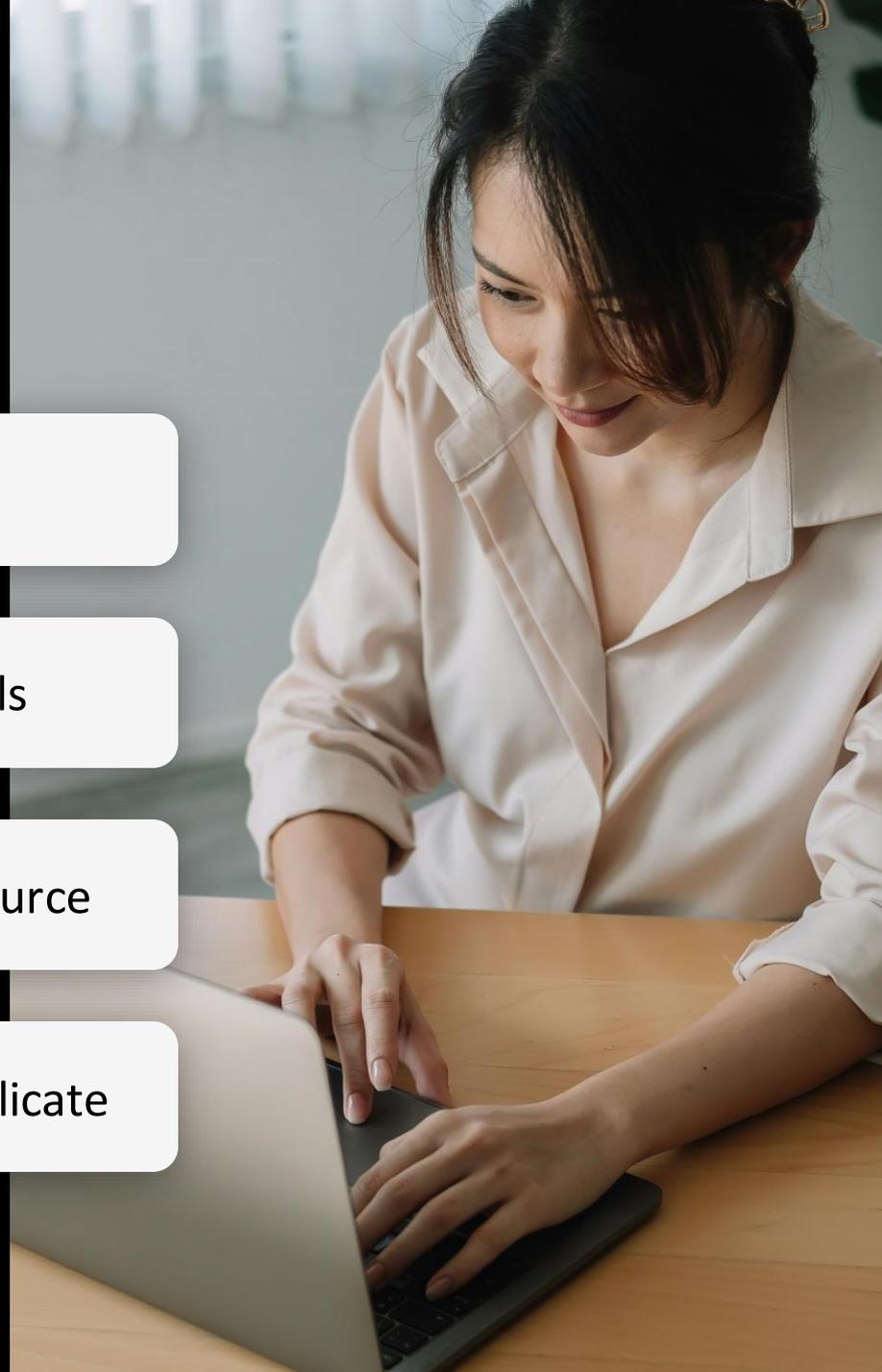
Secure, precise collaboration — shared Spaces with guardrails



Confidence in decisions — everything is linked back to the source



Real workflows, not theories — proven patterns you can replicate



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