



Success in Action -- Bringing Our Build, Buy, Partner Strategy to Life



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Colleagues,

Earlier this year, we set out on an ambitious journey to be the world's #1 content-driven, AI-powered technology company. We've made tremendous progress in a relatively short time, particularly in our build, buy, and partner strategy for AI. Let me share a few exciting highlights.

Build: New Product Launch

Our latest [Future of Professionals](#) research revealed that 82% of legal professionals believe Generative AI can be applied to legal work. Yet, hallucinations made trusting results difficult. Now, we have a solution. I'm thrilled to announce that, on November 15, we're launching a generative AI research tool powered by Westlaw Precision to the market. To see this new feature – built using both sophisticated large-language models (LLMs) and TR's content – join our November 16 All Hands meeting to watch a demo.

This new AI tool is built on our market-leading content, our long history and expertise in AI, as well as lessons learned from the success of Casetext's CoCounsel Legal Research Memo skill. Customers will harness the power of a generative AI solution designed for lawyers to answer hard legal research questions. This new generative AI tool can search, interpret, and synthesize statutes, cases, and regulations at super-human speed, helping customers save hours on their legal research allowing them to focus on higher-value work.

This marks the first generative AI tool TR is offering customers. And there's more to come.

We're committed to using AI to redefine how professionals work across all segments. In addition to this legal product launch, we're currently testing generative AI functionally with beta releases in Practical Law, Checkpoint, Legal Document Review, and Drafting with Microsoft Copilot, and expanding the capabilities of CoCounsel. We're collecting feedback and insights, and we're on schedule for commercial launch in the first half of 2024.

Buy: Welcoming Casetext Colleagues

Since closing the acquisition in August, we've dug deeply into collaborations with our new [Casetext](#) colleagues to explore and maximize the potential of our combined expertise. In a very short amount of time, we've made great strides in our integration efforts across sales, marketing, and product teams. We have an incredible opportunity to learn from one another and reimagine the ways in which we can help transform the way customers work and the work they do, in the process, be a part of accelerating CoCounsel's growth trajectory and transforming the professions we serve.

Please join me in continued efforts to welcome Casetext colleagues to TR!

Partner: Ongoing Efforts

Across TR, our partnership opportunities are significant. For next year, meaningful investment in this new technology will see us continue to build infrastructure, people, and processes to scale our Gen AI efforts across the globe. We see incremental potential in the markets we serve and believe that we can reach customers in new markets through locally qualified partners that understand how AI can serve customers in their region. I anticipate we'll have much more to share on progress as we move into 2024.

The Power of One TR

What we've accomplished throughout the past few months is remarkable. Colleagues came together quickly and committed to learning, failing, and innovating together to achieve a shared vision. We listened — to our customers' feedback *and* to one another. Teams worked locally, globally, and cross-functionally in powerful new ways.

And with each step taken, we're proving to ourselves – and to our customers and to the market – that we can and will lead in the era of generative AI.

No matter your role, November 15 marks a big milestone for all of us. This is a once-in-a-generation time for our business and for each of us, and I can't wait to see what we continue to build together here at TR.

David