

Thank you for your interest in attending SOLID West 2019. 16 speakers will give TED-style talks around the intersection of innovation, advanced technology and the business of law. They share what they are doing, how they are doing it, and the business impact it has. Our speakers are general counsel and leadership from Shell, Esterline, AIG, Smiths Group, EY and more. In addition to our talks we have sprint panels with legal Chiefs of Staff and Chief innovation Officers participating.

Our TED style talks are followed by facilitated table talks, sprint panels, and town hall discussions, whereby participants discuss what they know now that they did not know before the session started and how to apply these lessons to their own organizations. SOLID provides participants with maximum interaction with peers and colleagues in a round table, workshop environment to assess current challenges and design concrete solutions.  
  
We have received several requests for a Business Justification letter from some of your peers and colleagues. For your convenience we created a template to help justify costs associated with attending SOLID West. You may use this document in its entirety or as a guide. We hope this will help you to show the value participating in SOLID West provides not just to you as an individual, but to your department and to your entire organization.

Request to Participate in 2019 SOLID West

Dear

The 2019 Summit on Legal Innovation and Disruption (SOLID) West, takes place on February 27 and 28, 2019 in San Francisco. SOLID is the only place that encourages conversation and cooperation between corporate legal departments. law firms, legal software companies and service providers while seated at the same table discussing innovation, collaboration, and the changing business of law.  The summit offers high quality content from experienced industry practitioners. Therefore, I would like to request approval to attend, as I believe it will further develop my professional skills and build knowledge around shared best practices and new technology innovations. I would like to request approval to attend, as I believe it will further develop my professional skills, and build knowledge around shared best practices and new technology innovation

The Summit offers comprehensive, cutting-edge educational TED style talks, presented by leading industry speakers showcasing new and innovative technologies, processes and use cases. The Summit covers a range of legal operations, innovation, and technology subject areas and emerging concepts facing our organization. SOLID focuses on the intersection of technology and the business of law and the everchanging landscape of law department business models.

If I attend, I’ll receive:

* Over 8 hours of learning across five tracks of sessions. This year’s program includes discussions and talk tracks touching on several important topics for us: *outside counsel management, budgeting, contracts management, leadership, artificial intelligence and machine learning, data analytics, alternative service providers, knowledge management, GDPR, technology roadmaps, co-creation and new law department business models.*
* *Access to 175 corporate counsel and legal operations executives, partners and law firm leadership*
* I’ll also have the chance to understand the latest trends from industry leaders and guest speakers including executives from Shell, Ford, GM, Pfizer, Mylan, Applied Materials, Genentech, Smiths Group, Mastercard, Salesforce and more.
* Over 10 hours of high-level networking. Throughout the course of the program there’s time dedicated to networking, plus special events, so I’ll have a chance to raise our profile and develop our relationships and contacts.
* Access to key sponsors representing service companies, law companies and technology companies. I’ll have access to new product information and get 1-to-1 face time with key legal industry players.

**Costs:**The attendee pass includes all the meals and social events day of the conference.  The approximate investment for my attendance is as follows

|  |  |  |
| --- | --- | --- |
| Travel Costs | $XXX |  |
| Accommodation | $XXX |  |
| Attendee Pass | $XXX |  |
| **Total Cost to Attend** | **$XXX** |  |

**Payback: Our ROI**

I believe the insights learned by attending 2019 Summit On Legal Innovation and Disruption East, and being with 175 corporate counsel, law firm partners, and senior law firm leadership discussing how they can better work together along with service providers can help us better optimize our legal operations. By learning from others in the community, we can make progress faster on initiatives than we would on our own and avoid the same mistakes as others. The cost of sending an attendee seems a small price to pay for actionable intelligence to help improve our legal operations function, our legal department, and our business.

When I return from the summit, I will compile a short presentation covering speakers presentation notes, useful vendor product information, new contacts made, and a proposal for implementing new ideas that will benefit our team.

Thank you for your consideration.