



Karli

Your Digital Legal Assistant



AI Powered by

Kyanite

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www.kyanite.ai

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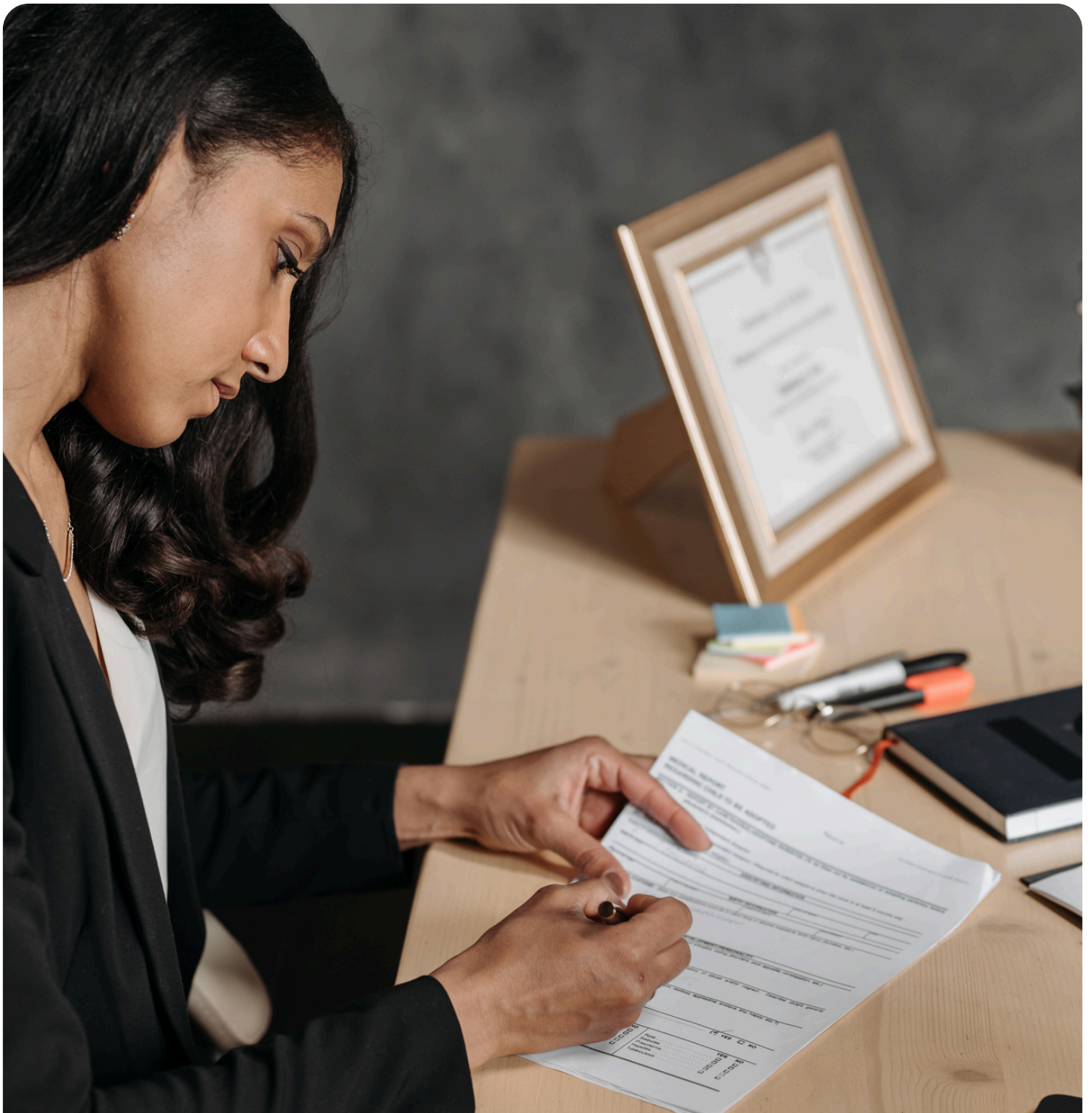
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Introduction

Law firms today face significant obstacles, from excessive non-chargeable administrative tasks and inefficient client onboarding to complex compliance challenges and handling high volumes of client enquiries.

Kyanite introduces Karli, an intelligent Digital Legal Assistant specifically designed to automate routine tasks, streamline onboarding, manage risk assessments, and efficiently handle client enquiries. By leveraging AI-powered automation and seamless integration with existing systems, Karli enables Fee Earners to focus on delivering quality legal services, improving productivity, ensuring compliance, and increasing firm revenue.



The Biggest Obstacles for Lawyers Today

The Burden of Non-Chargeable Administrative Tasks

A substantial portion of a lawyer's day is consumed by administrative duties that do not directly generate revenue. Tasks such as document preparation, data entry, and internal communications, while essential, divert time and attention from billable work. This shift not only reduces productivity but also hampers the ability to focus on client-centric activities. A survey highlighted that over two-thirds of partners and fee earners are spending more time on administrative tasks than they did five years ago, with nearly half feeling that their workload is too heavy, stifling innovation within the legal sector.



Inefficient Client Onboarding Processes

The initial phase of client engagement is critical, yet many law firms struggle with prolonged and disjointed onboarding procedures. On average, client onboarding can take up to 24 days from instruction, delaying the commencement of billable work and impacting cash flow. This inefficiency not only frustrates clients but also poses a risk of losing potential business. Moreover, a fragmented onboarding process, involving multiple systems and manual data entry, increases the likelihood of errors and compliance issues. Research indicates that firms risk losing up to 20% of potential revenue if onboarding is not completed in a timely and effective manner.

Complex Risk Management and Compliance Challenges

Navigating the intricate web of regulatory requirements is an ongoing challenge for legal professionals. Ensuring compliance involves meticulous processes, including thorough client due diligence and continuous monitoring. However, reliance on multiple, non-integrated systems can lead to data inconsistencies and oversight, increasing the risk of compliance breaches. Such breaches carry severe financial penalties.

For instance, the Solicitors Regulation Authority (SRA) has significantly increased its enforcement actions in recent years, with fines against law firms rising six-fold over the past five years—from six fines in 2017/18 to 37 in 2021/22. The total value of these fines also tripled, from £87,000 to £299,925 during the same period. Notably, in 2022, a prominent law firm was fined £232,500 for anti-money laundering failures, underscoring the substantial financial risks associated with non-compliance.

Managing Enquiries in a Digital Age

The influx of client enquiries through various digital channels requires prompt and organised responses. Without a streamlined system, managing these enquiries can become chaotic, leading to missed opportunities and diminished client satisfaction. Implementing integrated digital solutions is essential to handle enquiries efficiently and maintain a competitive edge.

Addressing these obstacles necessitates the adoption of integrated technological solutions that streamline administrative tasks, expedite client onboarding, enhance compliance management, and efficiently handle client enquiries. By embracing such innovations, law firms can improve productivity, reduce operational costs, and deliver superior client experiences.





Karli

Your Digital Legal Assistant

Speak to Karli. Digital Legal Assistant

Karli is the additional paralegal which intelligently automates the mundane tasks, freeing modern lawyers to focus on core skills.



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Kyanite



Overview – What We Do

Kyanite is our technology platform designed to develop a range of AI agents, referred to as Digital Legal Assistants, which can intelligently automate various processes within a law firm.

Our goal when launching Kyanite and Karli was to create solutions that address the non-legal tasks lawyers undertake on a daily basis.

We believe legal procedures should be carried out by qualified lawyers, and that law firms will benefit most from using AI to allow their Fee Earners to focus on delivering legal services to their clients.

The initial version of Kyanite and Karli has focused on helping law firms better manage incoming enquiries, onboarding, and the completion of the initial risk assessment process. All of these routines are time-consuming and often involve senior Fee Earners in tasks that distract them from their core objective — working on client-focused legal activities.

Transforming Law Firms with Karli

Karli is our Digital Legal Assistant, designed to work alongside a lawyer to help them complete their administrative, repetitive and mundane daily tasks.

Karli communicates both internally with Fee Earners and externally with Clients and prospective clients using a natural conversational language to gather information and to perform tasks based on the information it has gathered.

Karli integrates and communicates with all of a firm's key systems, updating and using data to make decisions and to move a process through the required stages.

Karli is an "ever learning" solution that uses the information it gathers to constantly improve and add more value to the Fee Earners it works alongside.

Karli in Action: Simplifying Legal Workflows

Experience the power of Karli, your AI-powered Digital Legal Assistant, designed to revolutionise the way law firms operate.

With an intuitive and user-friendly dashboard, Karli enables legal professionals to streamline daily operations, automate time-consuming administrative tasks, and efficiently manage caseloads.

From tracking key deadlines to organising tasks and optimising workflows, Karli ensures that Fee Earners can focus on delivering high-quality legal services while the AI handles the admin—all in one smart, seamless platform.



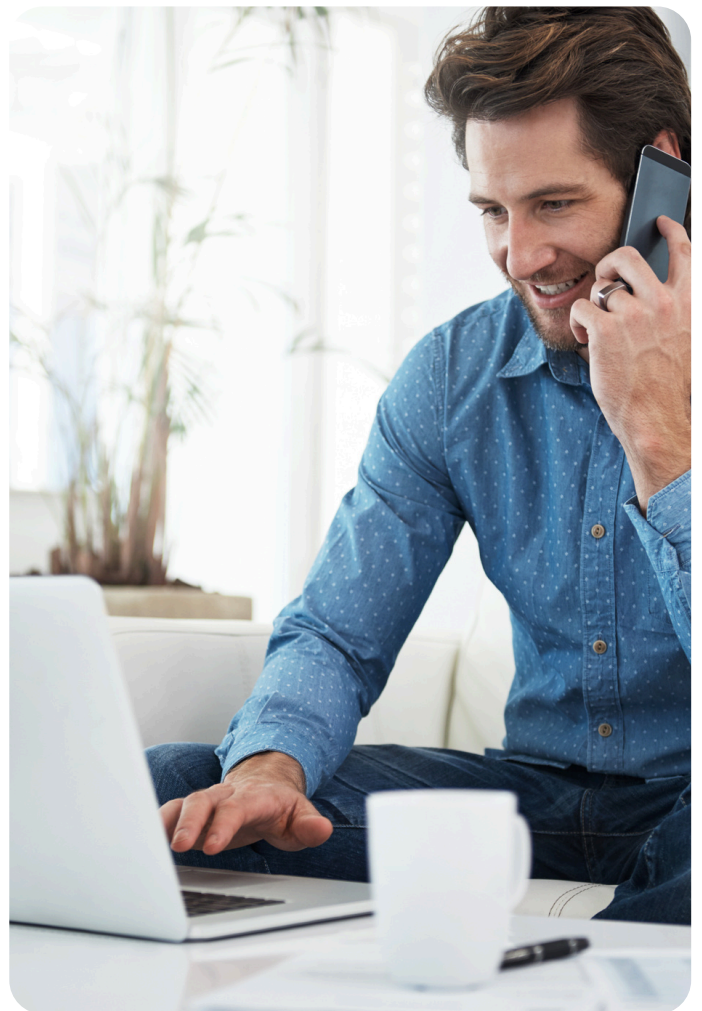
Karli 4

Enquiry Management

Law firms often struggle to promptly handle enquiries received via website, email, post, or in person. Routing these enquiries correctly is time-consuming, and delays can result in lost chargeable work.

Karli solves this by intelligently intercepting, assessing viability, and triaging incoming enquiries. If an enquiry is viable, Karli guides the enquirer through onboarding and creates a case directly in the firm's core systems.

By ensuring every enquiry is effectively acted upon and converted where possible, Karli helps firms effortlessly increase revenue.



Karli 4

Onboarding

Onboarding new clients or files is often time-consuming, pulling Fee Earners away from chargeable tasks due to repetitive data entry, internal emails for information, and manual follow-ups on client care letters and AML checks.

Karli streamlines the entire onboarding journey from enquiry to case creation. It naturally gathers information by communicating with Fee Earners and clients, checks internal systems for conflicts, integrates with AML and KYC providers, and tracks responses. If a task deviates from standard procedures or requires specific input, Karli pauses and requests Fee Earner confirmation before proceeding.

By providing a compliant, cost-effective, and efficient onboarding process, Karli significantly reduces time, effort, and operational costs for law firms.



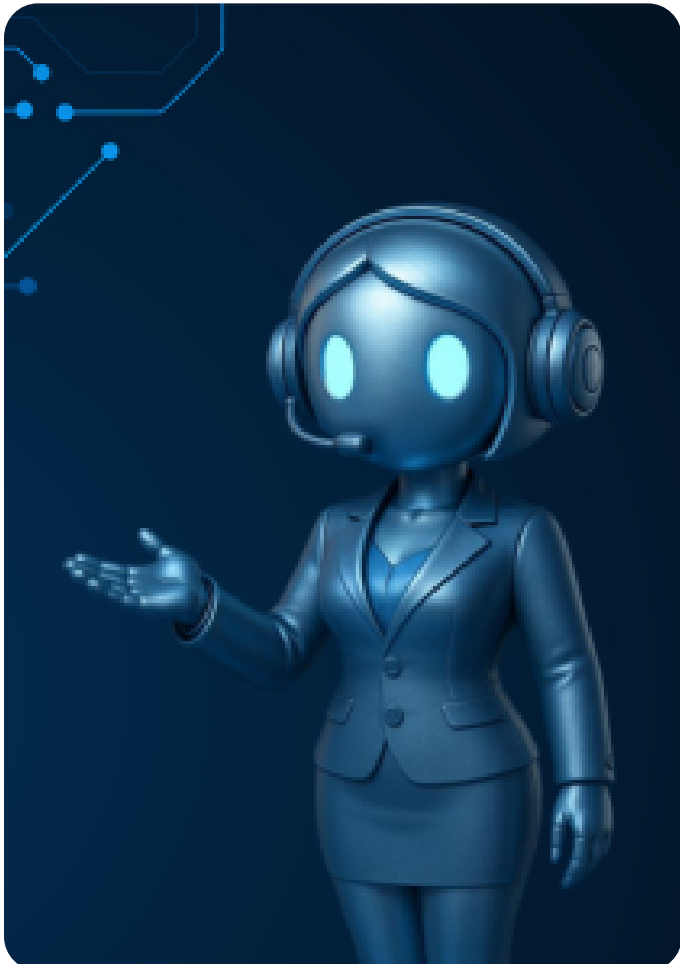


Karli 4 Risk Management

Many firms struggle to efficiently complete compliant risk assessments, often relying on lengthy Word documents and duplicating data already captured elsewhere. Fee Earners frequently determine risk levels based on instinct rather than structured analysis.

Karli automates this by gathering essential information during enquiry and onboarding, continuously updating an electronic risk assessment. Once complete, Karli intelligently scores the case as high, medium, or low risk, immediately alerting senior management to high-risk matters.

With Karli 4 Risk Management, Fee Earners no longer need to manually collect data or complete lengthy forms.



AI Legal Innovation

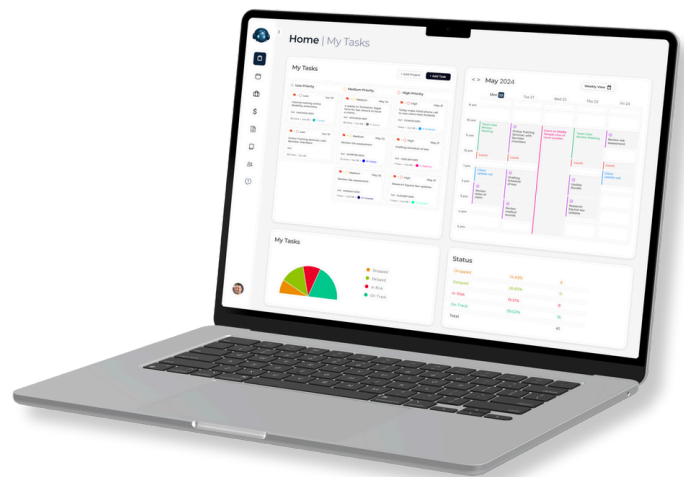
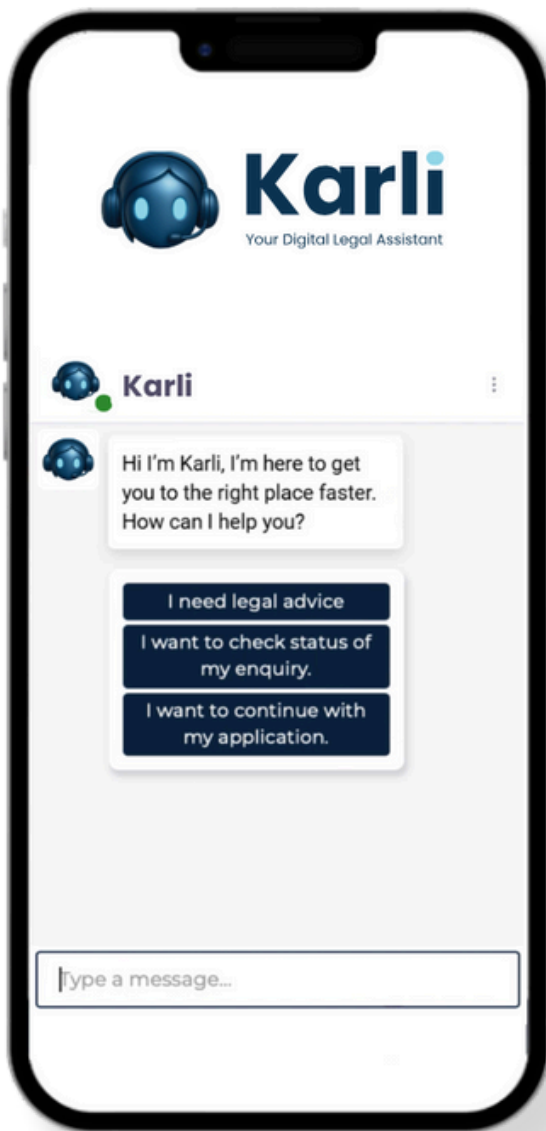
The Karli platform includes:

- **Robotics & Automation** – Streamline repetitive legal tasks.
- **Workflow Optimisation** – Structured, efficient case management.
- **NLP & Large Language Models (LLMs)** – Advanced document handling and communication.
- **Learning AI Models & Validation Controls** – Ensured accuracy and compliance.
- **API Connectors** – Integration with legal case management systems.
- **OCR & Intelligent Document Processing** – Automated data extraction and analysis.
- **Call Transcription** – Convert audio to searchable text.
- **Interactive Dashboards & Task Management** – Keep Fee Earners organised.

Karli in Action

Experience firsthand how Karli streamlines client interactions, saving valuable time, enhancing service quality, and providing instant risk assessments by just requesting a demo with the information on the last page.

With Karli handling routine processes intelligently and accurately, fee earners can concentrate on delivering exceptional legal services and nurturing stronger client relationships.



Who We Are

Our dream was to find a solution that could eliminate administrative and repetitive tasks, seamlessly update and retrieve information from multiple systems, and allow her to focus on providing quality legal advice to her clients.

After extensive research, we were determined that there was no available technology that met our requirements and that the best way to achieve our vision was to design and build the solution ourselves. We then assembled a team of experts to help realise our dream, and after two years of development, we successfully launched Kyanite and Karli.



"We've created a comprehensive AI platform and a series of AI agents, or as we call them, digital legal assistants. Our digital legal assistants are trained to handle a variety of tasks, freeing lawyers to focus on what they do best, practicing law and generating revenue."

Paul Morris
CTO



Have Questions? Click here to Contact Us for More Information



0333 240 8156



info@kyanite.ai



Unit 1, Parsonage Business
Park, Parsonage Way,
Horsham, RH12 4AL

Prepared by Elle Garner

WWW.KYANITE.AI/CONTACT