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Technology Pitch Assignment

There may be times in your career where you are tasked with reviewing a new software and informing the partners/stakeholders on whether that software will be a good fit for the firm. This assignment emulates going to a conference, being inundated by options at an exhibition hall, and reporting back to them on a technology you think would benefit the firm.

Below you will find a list of software that you are tasked to review and pitch. Each of you have been assigned a fictional legal team/firm. Review the options below, choose one that you think would be good for your team/firm to adopt, and then record a pitch about the software.

NOTE: This assignment does have pre-built right answers. What matters for you grade is your pitch. You'll find that even when others don't agree with you, they will respect a well-executed pitch.

Tech Show Software Options

HOTSHOT

PAGEVAULT

PADCASTER

netdocuments

TrustBooks.

TRIALPAD

SiteLock.

vTestify
better evidence

eBREVIA
intelligent contract analytics

{LawGeex}

Requirements

The tech pitch must:

- be a video file or a ppt file with embedded video;
- be no more than 10 minutes long;
- discuss the features of the software, including price;
- cover the strengths and weaknesses of the software, including benefits over traditional methods if any; and
- explain why you believe this is a good investment for your firm.

Resources

- Software Evaluation Criteria
- Checklist for Evaluating Tech Tools, Apps, Software, and Hardware
- Software Evaluation: Tutorial-based Assessment
- 10 tips on how to make slides that communicate your idea, from TED's in-house expert
- 4 Steps to Implement Technology at Your Law Firm (Without Wasting Time and Money)

Rubric

	1-2	3-4	5
Presentation	Submission is not a video file or ppt file with embedded video, slides are filled with errors, slides are disorganized, and/or severely over time.	Presentation is hesitant and unrehearsed, slides are cluttered, presenter reads from slides or paper, and/or moderately over time.	Presentation slides are well-organized and easy to follow, presenter is clear and comes across as knowledgable, and is within time.
Tone	N/A	Presentation is informative but not persuasive.	Presentation is persuasive and sells adoption of the software.
	1-4	5-8	9-10
Features	Incompletely describes features.	Generally describes most features.	Describes all features and how they work.
Strengths & Weaknesses	Describe strengths and/or weakness but not both or describes neither.	Describes strengths and weaknesses generally and may had failed to address them in context of firm adoption or	Thoroughly describes strengths and weakness such that strengths are enticing, and explanations are given for why weakness should not be a concern
Reasoning	Provides little to no reasoning for firm adoption of tech.	Provides solid reasoning for firm adoption.	Provides convincing well-supported reasoning for adoption of the tech.