

Seminario sulle tecnologie e applicazioni semantiche

The business case:
Scarsi & Co.

Business Scenario: fierce competition

- the legal profession is a typical knowledge intensive industry. Very competitive, it can be distinguished into different subsectors. A segmentation can be done by industries (banking, high tech, manufacturing, real estate, telecommunications, ecc.) or by practice areas (competition and antitrust, corporate and M&A, Intellectual property, labour, litigation, regulatory, tax and so on). Critical are the skills of people involved and at the top of the market is common a strong specialization.

Business scenario: tacit knowledge

- in this framework, processes are still little industrialized and mainly based on the human factor.

Business scenario: explicit knowledge

- at the same time, the stream of new documents is significant and the use of data bases is absolutely pervasive. They can be more or less wide-ranging and sector specific as different document data base vendors are present on the market; for full coverage it is generally necessary to use multiple data bases and vendors.

Business scenario: cost of information retrieval

- an increasing amount of user time can be spent simply for finding information; also cost per time of these resources can be significant.

Business scenario: a possible “revolutionary” approach

- in our vision a big gain in efficiency can be got industrializing processes using emerging information technologies and collaborative tools.

Business process reengineering goals

- to integrate in the same system the access to different document data bases;
- to simplify the coverage of different sectors by the same business practice, if required;
- to simplify the expansion of the business practice to new sectors;
- to reduce the time spent for information retrieval;
- to delegate this task to less experienced people;
- to have a company customizable tool, in which the previous knowledge can be easily imported, new knowledge can be added and also transferred to newly hired or less experienced people.

The starting point

- Scarsi & Co. for its business practice collects and maintains an internal document data base of magazine papers, topic specific site contents, book chapters and internal reports.

A first big step: IntelliLegal

- through an interactive approach
Intellisemantic realized for Scarsi & Co.
Intellilegal, a document search solution for
the legal profession.

References

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