



EBOOK

Do Even More With Even Less

From outsource to insource.
Bringing the control back in-house.



From outsource to insource

Bringing the control back in-house

In-house legal teams have always been asked to do the same thing - do more with less. Deliver high value, high quality outcomes, without being appropriately resourced.

For years, the answer was simple: turn on the outsourcing tap. When capacity ran out, overflow was sent to external counsel — a safety valve to relieve the pressure.

In-House legal teams are feeling the squeeze:

- Rising legal workloads
- Higher business expectations
- Increasing legal complexity
- Flatlining team sizes

Need an NDA reviewed by tomorrow? Outsource it.
Stuck juggling contracts for three departments at once?
Outsource one, or even two.

It wasn't ideal, but it worked, as long as the budget allowed.

But today, that fallback is failing.

- Legal budgets are under the microscope.
- Every external brief is questioned.
- Business leaders expect in-house teams to do more, faster, and with fewer external costs.

The outsourcing tap still exists, but turning it on now comes with friction: approval processes, cost justifications, delays and plenty of questions. And all the while, the volume and complexity of work continue to rise.

The result? Overstretched legal teams, slower turnaround times, and growing internal frustration.

It's clear: the old model of outsourcing overflow work just isn't sustainable.

Unlocking capacity, creating impact

How modern legal teams move faster AND bring more work back in-house

The modern General Counsel doesn't want to just manage legal risk; they want to enable the business.

That means moving faster, clearing the path for commercial teams, and saying "yes" more often (without compromising compliance or quality).

The goal isn't just to do more with less; it's to free up time, create space, and have a bigger impact.

But with shrinking teams and rising volumes, achieving that means rethinking how document-heavy workflows through the organisation.

48%* of legal departments face cost-cutting mandates

* The ACC 2024 In-House Trends Report. [Download here.](#)

To do that, legal teams need to:

- **Unclog the pipeline of routine work** — NDAs, employment contracts, leases, photo release forms.
- **Scale their expertise across the team** — so the right work is done by the right people, at the right time.
- **Avoid becoming a pocket of innovation** — by choosing tools that scale across the organisation, integrate with existing systems, and empower the legal team to self-manage

Introducing Smarter Drafter Pro

Never miss a deadline again.

Smarter Drafter Pro is a no-code automation platform designed for in-house legal teams, ensuring you stay ahead of deadlines and deliver with confidence every time. Empower your team to respond faster and more accurately, meeting expectations with efficiency and precision.

From shareholder agreements to detailed commercial contracts, Smarter Drafter Pro handles the complexity of automating legal documents, with the lawyer in complete control.

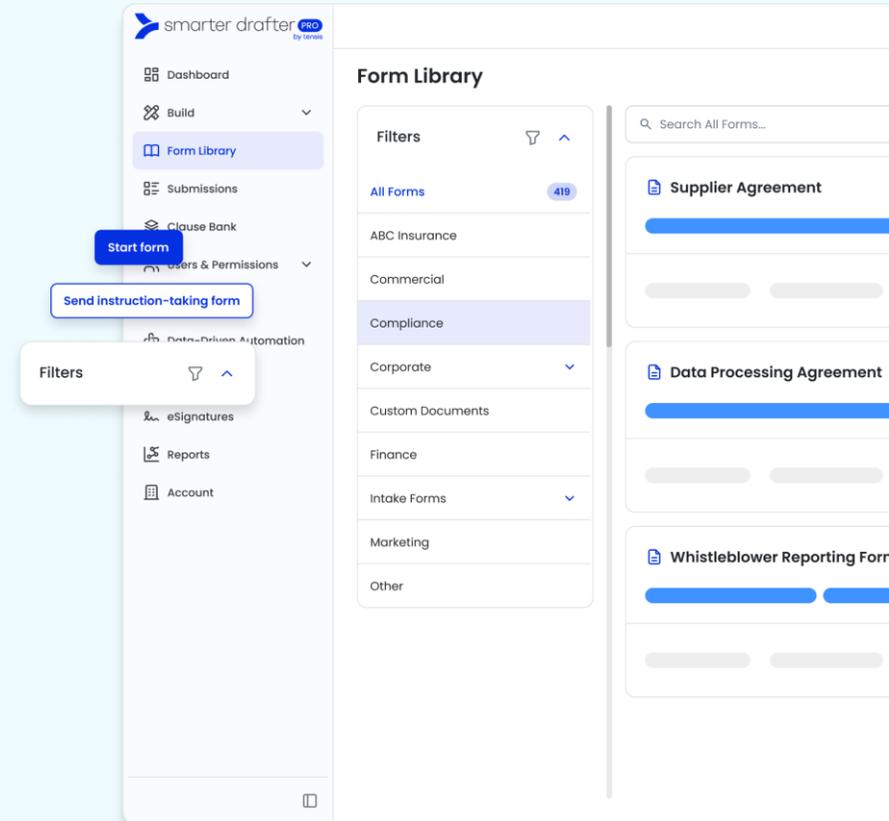
Smarter Drafter Pro integrates effortlessly with tools you already use, such as Microsoft Word, iManage and DocuSign, providing a streamlined workflow that eliminates rekeying, reduces friction and boosts productivity without disrupting existing processes.

1,500+
Lawyers

With more than 250 law firms using Smarter Drafter Pro across the country, you're in safe hands.

160,000+
Documents and counting

Lawyers are using Smarter Drafter Pro daily to create automated and accurate documents for their clients.



What is no-code automation, and why should In-House Counsel care?

Hint: The law is more complex than “if this, then that”

No-code automation allows legal teams to automate document creation without needing developers or writing a single line of code. It's a visual, intuitive way to build and maintain your own legal templates using rules, logic, and structured inputs; all driven by the expertise already inside your team.

But let's be clear: legal work is rarely simple. **The law is far more complex than “if this, then that.”**

No-Code Automation allows legal teams need to:

- ✓ Move faster without compromising quality
- ✓ Maintain control over document standards
- ✓ Reduce the burden on senior counsel
- ✓ Empower junior lawyers (+ stakeholders, with guard rails)
- ✓ Free up time for strategic, high-impact legal work

Why Smarter Drafter Pro stands apart

Smarter Drafter Pro understands the complexities of the law, having helped law firms produce hundreds of thousands of documents over the past 5 years. That's why the platform goes far beyond basic mail merges or fill-in-the-blanks templates. Its **powerful conditional logic** can handle real-world legal nuance:

- “If this AND this, OR that — BUT NOT that.”
- Dynamic inclusion or exclusion of clauses
- Intelligent pluralisation and pronoun handling
- Integrated calculations and data validation

When the data already exists in your systems, there's no need to rekey it; Smarter Drafter Pro pulls it straight into the document.

And because it's no-code, **your legal team stays in control**. Knowledge stays in-house. Updates are fast. You're not reliant on IT or outsourcing to develop templates, new documents or to keep things moving.

For the organisation, this means higher throughput, stronger compliance, and the ability to scale capability — not workload.

CHAPTER 1

Unclog the Pipeline of Routine Work



Enable self-service across the business for simple documents - without losing control

For many in-house legal teams, the real bottleneck isn't in the big-ticket contracts; it's in the repetitive, low-complexity work that keeps piling up. NDAs. Employment contracts. Leases. Photo release forms. Simple supplier agreements. Intern offer letters. Freelance terms.

The business wants speed; Legal wants assurance.

That's why more General Counsel are turning to trusted self-service models, where the wider business can generate their own routine legal documents, without bypassing legal or compromising compliance.

Smarter Drafter Pro makes this possible.

1 in 4* of in-house legal departments see operational efficiency as a top priority

* The ACC 2024 In-House Trends Report. [Download here.](#)



Move routine documents to fully self-service, and trust the outcome

Because all templates and clause variations are centrally managed by legal, **you control the content**. You set the logic, structure, and approved outputs.

What the business sees is a clean, guided experience, but behind the scenes is **your team's expertise**.

With Smarter Drafter Pro, you can safely automate:

- ✓ Non-Disclosure Agreements (NDAs)
- ✓ Employment contracts
- ✓ Commercial leases
- ✓ Photo or media release forms
- ✓ Short-form supplier agreements
- ✓ Internship or casual engagement letters
- ✓ Event or venue hire T&Cs

...and much more.

Governed self-service removes the bottleneck without losing accuracy, compliance or control.



Reshape how the business engages with legal

Let go of the slow back-and-forth.

With online instruction-taking, anyone in your organisation can kick off a request through a guided Q+A, right from their laptop, mobile, intranet, or SharePoint. Every required detail is captured up front, so nothing is lost, unclear or missing later.

- **Embed forms into your internal portals** - like Microsoft Teams, Sharepoint or your intranet.
- **Capture all the context you need up front** - no lengthy back and forth hunting for details, everything you need is in the form and must be provided before submission.
- **Reduce email chains** and vague instructions.



The lawyer is always in the loop

You stay informed, with notifications when a form is completed and access to the full instruction history. That means visibility without micromangement.



Automatically populated, instantly usable

All responses flow straight into Smarter Drafter Pro. The output document is instantly generated, perfectly formatted and ready for review (or even direct distribution, depending on the form).

Any information entered once becomes available to every subsequent document for the same client, case, project or claim - captured once, reused everywhere. And when the process doesn't require a human at all, documents can assemble themselves.

Using Power Automate, webhooks or deeplinks, Smarter Drafter Pro can be triggered automatically when a workflow reaches a specific step, a form is approved, or data changes in another system.

No rekeying. No guesswork. No bottlenecks.

This is how you do **even more with even less**; without compromising quality or compliance.

CHAPTER 2

Scale Expertise Across the Team



So, the right work is done by the right people, at the right time

Not every document needs to be drafted by a senior lawyer, but every document should reflect their expertise and experience.

Smarter Drafter Pro allows legal teams to capture the logic and judgement of senior counsel and embed it into automated workflows, so junior team members, including paralegals and graduates, can be insourced to produce accurate, compliant drafts with confidence.

This approach is perfect for complex documents like:

- ✓ Master Services Agreements (MSAs)
- ✓ Procurement contracts
- ✓ IP licences
- ✓ Regulatory filings
- ✓ M&A transaction documents



Let the business provide the inputs

Stakeholders complete a guided online intake form, providing the background and commercial context up front, directly from their laptop or mobile device.

- No more scattered details arriving by email.
- No more meetings to clarify basic facts.
- No more chasing down missing information.

Everything required to start the work is captured at the beginning — clean, complete and structured.

The War on Rekeying:

- **Data Pooling:** Enter once, use everywhere. Information captured in an intake form or document is automatically shared across all relevant fields in related documents.
- **Matter Record:** Every matter has a central datasheet that stores all key details. Populated via online forms, practice management integrations, or manual entry, the Matter Record becomes the single source of truth.



Let junior lawyers handle the drafting

Smarter Drafter Pro's logic engine adapts to the inputs and applies senior lawyer-approved precedent content. With centrally managed clauses, complex conditionality, and matter-linked data, it can produce hundreds, even thousands, of possible document variants, tailored to the situation, and all encompassing the expertise and experience of your senior legal team.

This means drafting can be confidently insourced to junior lawyers, paralegals, HR advisors, procurement officers, or anyone responsible for producing routine or mid-complexity documents.



Let senior lawyers focus on review

Senior lawyers are still involved where it matters most: final review and judgement.

But instead of correcting formatting or chasing down missing context, they receive a first draft that is:

- ✓ Consistently formatted and written within firm standards
- ✓ Populated with verified data
- ✓ Structured correctly and logically sound

That means less time red-lining and more time adding value to the business.



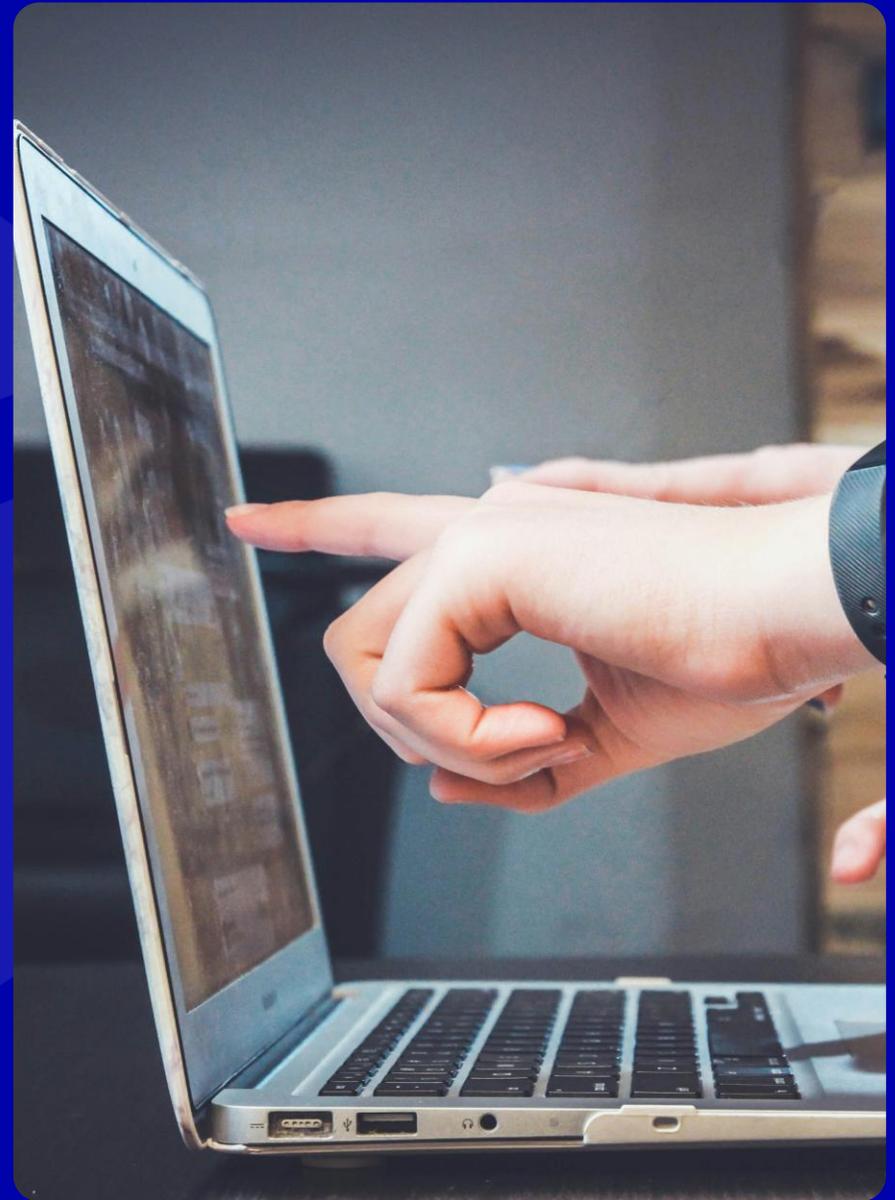
"It's **really educational**, particularly for junior lawyers that might not be as confident with legal questions or making judgement calls"



Sophie Cohen
Director Aintree Group Legal

CHAPTER 3

Avoid Becoming a Pocket of Innovation



Choose a platform that scales across your legal team — and earns the trust of IT

A lot of document automation pilots start with good intent — a quick win for Legal.

But without the right foundation, they never scale or integrate across the team or business. They stall out in one corner of the department, disconnected from broader workflows and unsupported by IT.

Smarter Drafter Pro is built to be different. It's designed not just for one team or one matter type, but for in-house legal departments ready to scale and create more consistent document automation across the entire organisation.



Australian Government
Australian Business Register



A platform the whole business can trust

Legal teams love the no-code builder and Microsoft Word integration, making it easy for knowledge teams to build and maintain even the most complex automations.

IT teams love that it's secure, auditable, and plays nicely with the tools they already support:

- **Certified iManage Technology Partner:** Smarter Drafter Pro integrates deeply into the iManage document ecosystem, respecting matter, version, and permission structures.
- **Integrated eSignatures:** Send documents for signing without exporting or re-uploading. Already using DocuSign? Smarter Drafter Pro plugs right in.
- **Security-first architecture:** Smarter Drafter Pro is ISO 27001 certified and hosted on Microsoft Azure with full Australian data residency. Data is encrypted in transit and at rest, with single sign-on (SSO), audit trails, and strict role-based access controls built in.

You get a system that fits the needs of the legal team, without being a risk to compliance or IT.



Built to scale, built to last

Smarter Drafter Pro isn't just a tool for today; it's an automation platform your legal team can run and grow from within.

Whether you're automating NDAs or managing complex multi-step workflows, Smarter Drafter Pro delivers a consistent experience for end users, and a controlled, scalable framework for administrators.

And it's not limited to tech specialists. With Smarter Drafter's Pro no-code builder, **'citizen developers' within your legal or knowledge team**, not IT, can take ownership of automation.

In short: your legal team gains the ability to scale automation safely, sustainably and on its own terms.

45%*

of legal departments
are investing in legal tech

* The ACC 2024 In-House Trends Report.
[Download here.](#)

That means:

- **Logic and rules are centralised and controlled.** No duplication, no drift.
- **Document quality** is standardised across all matter types
- **Reusable components** such as organisation-wide branding, office details, disclaimers and regulated text blocks - make updates effortless. Change once, and the correct version flows everywhere.
- **Your automation program** can grow without sprawl or vendor dependency

The result?

A legal automation platform that scales confidently, without compromising governance, and without becoming another IT project.

CONCLUSION

The Shift has
Already
Happened



Outsourcing isn't dead (yet), but it's no longer the default.

For years, outsourcing was the release valve for legal teams under pressure. When things got busy, you sent it out.

Now? That model is showing its cracks. It's too slow, too expensive, and too disconnected.

Modern legal teams are moving in the other direction. No longer outsourcing, but insourcing.

They're building scalable systems in-house. They're automating the repeatable. They're reducing the strain on the budget. They're putting legal logic into workflows, not just people's heads.

And they're doing it with platforms like Smarter Drafter Pro, where knowledge stays in-house, but the output still flies out the door, faster and smarter than ever before. This is how in-house legal teams take control again. Not by throwing bodies at the problem. Not by flooding outsource counsel with tasks. But by owning the process, from intake to eSignature.

This isn't about doing more work. It's about building a better, more scalable way to run your legal teams.

**It's not just a better way to create documents.
It's a better way to lead.**



Increase

Operational efficiency, compliance, and process throughput



Decrease

Legal workload by reducing manual drafting, rekeying, and bottlenecks



Continue

To enable businesses and legal departments



NOW IT'S TIME TO DO EVEN MORE, WITH EVEN LESS.

Streamline your in-house Legal Team

Book a personalised demo of Smarter Drafter Pro.

With Smarter Drafter Pro's state-of-the-art document automation and knowledge management platform, you can now transform your legal department's workflow with precision, speed, and certainty.



[BOOK YOUR DEMO](#)