



LSCM Logistics Summit 2022

Building Agility and Resilience with LawTech

Dr Thomas So JP

Chairman

eBRAM International Online Dispute Resolution Centre

30 September 2022

What is LawTech?

Utilising advanced technologies to support and supplement traditional legal services, which makes legal functions more accessible and makes performing them easier and faster. It enables businesses to access new and different legal services in more ways.

**Traditional
legal
Services**



**Advanced
technologies**

Rise of LawTech

- COVID-19 led phenomenal growth in LawTech, such as virtual hearings and expedited digital transformation by **5.3 years***
- LawTech is expected to enhance the growth of productivity of the legal sector from 1.3% per year to **2.7% per year.^**
- In 2021, the global LawTech market generated revenues of US\$27.6 billion. It is anticipated to reach **US\$35.6 billion in 2027.#**

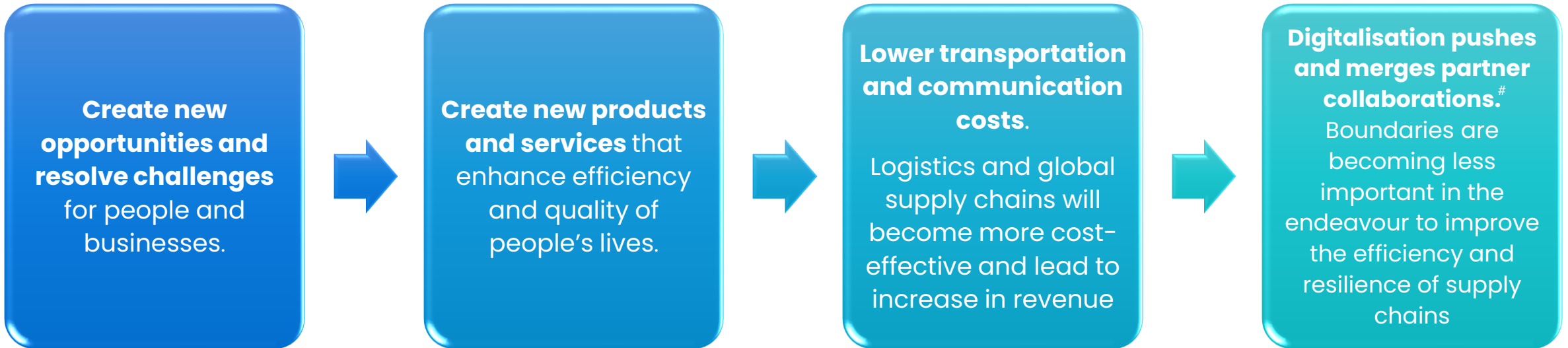




Why LawTech matters in Industry 4.0 & Logistics 4.0?

Industry 4.0 – The New World Order

Advance technologies redefined societal patterns, work behaviour and processes and create opportunities for industrial development in the last two decades.



Logistics industry in the New Tech Era

Agility and resilience are the keys to success in the New Tech Era, especially during and after the COVID-19 pandemic.

Over the past two decades, increasing the utilisation of technology under Industry 4.0 has benefited the logistics sector by:

Reducing the cost incurred by
logistics services by

34.2%*

Boosting revenue by

33.6%*

The future of logistics industry

By 2025, digitalisation in logistics is expected to generate **US\$2.4 trillion** worth of societal benefits.

Logistics companies could earn **US\$50 billion** in additional profits, through increased trade flows due to the simplified import-export processes.

Use of LawTech in the logistics sector

LawTech tools can streamline the legal process, simplify contract management and reduce the time and risk associated with manual tasks and disparate processes.



**Secure platforms for business
or dispute resolution**



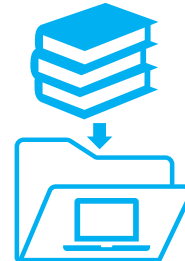
E-signature



Smart Contracts



AI Machine Translation



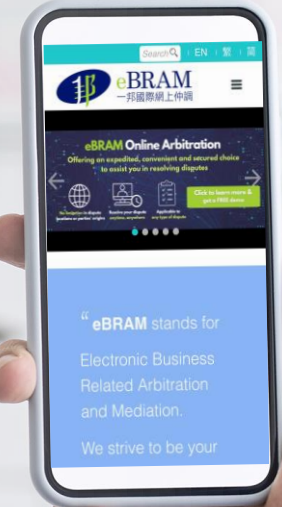
E-bundling



Cloud storage



Think LawTech, Think eBRAM



eBRAM – Electronic Business-Related Arbitration and Mediation

Our Vision

- To provide a one-stop shop for facilitating online deal-making, dispute avoidance and dispute resolution, with state-of-the-art technology
- To promote access to justice

Our Role

LawTech company, Online Dispute Resolution (ODR) platform and white-label service provider, and ODR Institution



Incorporated as a not-for-profit organisation in Hong Kong



Named as one of the six qualified institutions under the Arrangement on interim measures between the PRC and Hong Kong



Launched the first ODR platform under the COVID-19 ODR Scheme in Hong Kong



Launched the Legal Cloud Portal and eBRAM APEC Platform



Listed as the first and only ODR provider from Hong Kong, China by APEC under the APEC ODR Framework



Launched the eBRAM Online Arbitration Platform

eBRAM's LawTech Services

LawTech Services



**AI Machine
Translation
Service**



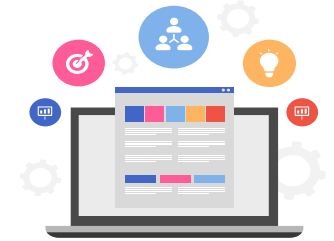
**e-Signature
Service using e-
KYC Technology**



**Video
Conferencing**



**Hong Kong
Legal Cloud
Portal***



**Deal making
Platform
(Q4 2022)**

ODR Platforms



**eBRAM APEC ODR
Platform**



**COVID-19 ODR
Scheme**



**Online Arbitration
Platform**



**Online Mediation
Platform (Q3 2022)**

*For local legal and dispute resolution practitioners

AI Machine Translation

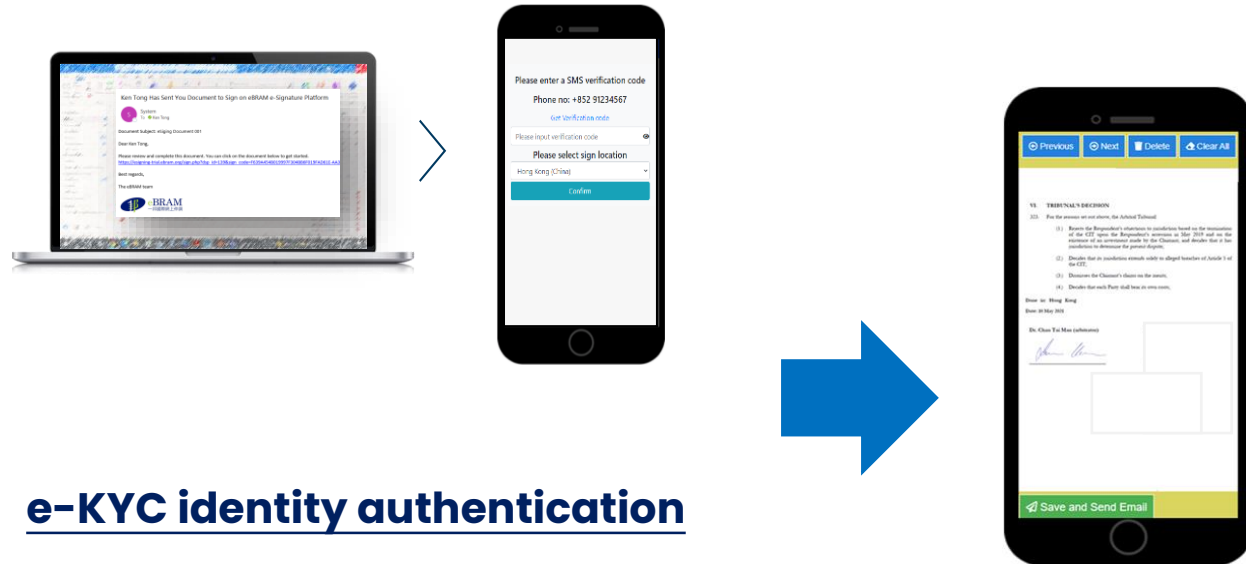
- The AI machine Translation is a document translation engine equipped with AI technology developed by eBRAM in 2019. Specialised in translating legal documents, the system has been trained with case laws, legal documents, legal terminology, court judgments, etc.
- This service aims to help enterprises translate documents and enhance their work efficiency.
- Our AI Machine Translation is currently available in English, Chinese (in traditional and simplified forms), Russian, Arabic & Spanish, with an option of a professional human translator to edit and refine the translation.
- More languages will be rolled out.



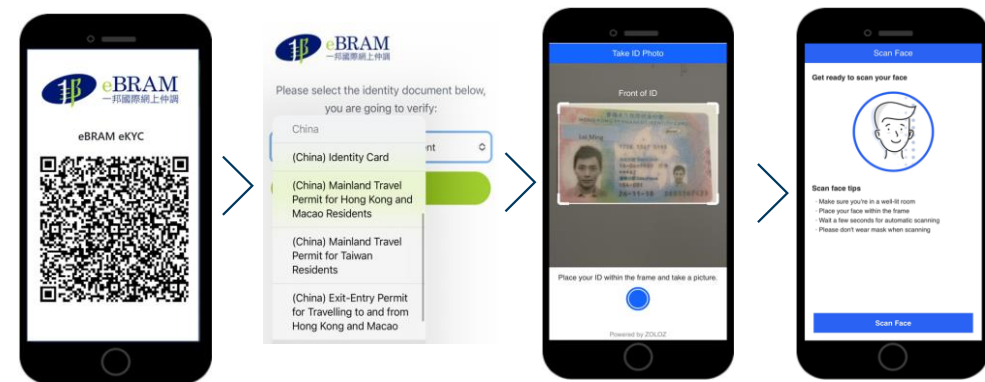
eBRAM e-signature service

- Break geographical boundaries by allowing enterprises to sign contracts or agreements online with the aid of advanced and highly secured technologies. Signed copies will be sent to parties immediately, saving time for business transaction and enhancing efficiency.
- Sign documents anytime, anywhere with any smart devices (mobile phone, tablet or computer).
- Integrate **Two-factor authentication technology** and **e-KYC identity authentication** to verify parties' identities. Our e-KYC system supports identity verification with various types of ID documents from different regions including passports, IDs, driving license and TIN, to name a few.
- Documents signed via eBRAM platform will be encrypted and stored on blockchain.

Two-factor authentication technology



e-KYC identity authentication



eBRAM Video Conferencing System

▪ Features of eBRAM's video-conferencing system:

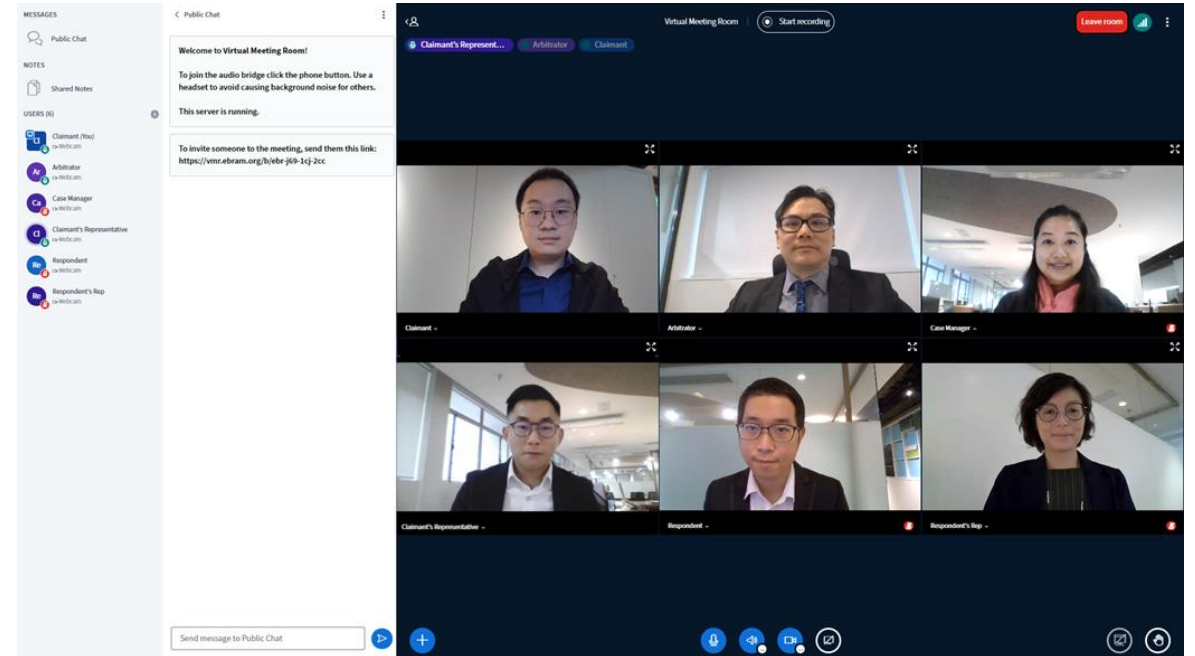
- ✓ Break-out rooms
- ✓ **Real time e-transcription**
- ✓ **AI Translation services**
- ✓ **Notes sharing and editing**
- ✓ Group or private chat
- ✓ Screen sharing & document sharing
- ✓ Recording function

▪ High security:

- ✓ Identity authentication and passcode
- ✓ **Highly secured cloud storage**

▪ Technical Support:

- ✓ Technical support will be provided by administrator

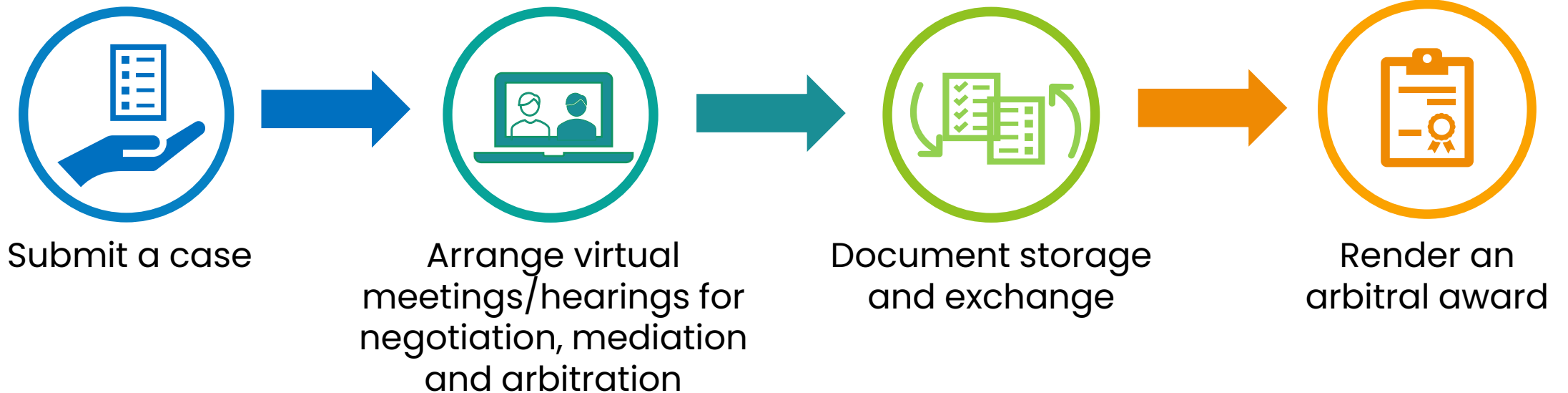


Overview of eBRAM's ODR Platforms

APEC ODR Platform	COVID-19 ODR Scheme	Online Arbitration platform
<ul style="list-style-type: none"> • eBRAM's platform was Listed as the first and only ODR provider from Hong Kong, China under the APEC ODR Framework. • Conditions of Application: <ul style="list-style-type: none"> ○ All businesses in APEC and worldwide facing any kind of cross-border disputes with any claim amount. ○ Agree to refer the dispute to ODR under the eBRAM APEC Rules. • ODR process and enforcement <ul style="list-style-type: none"> ○ 3-stage proceedings: negotiation, mediation and arbitration. ○ Governed by the eBRAM APEC ODR Rules. ○ Arbitral awards issued by eBRAM are enforceable in 170 jurisdictions under the New York Convention. • https://odr-apec.ebram.org/ 	<ul style="list-style-type: none"> • To support the general public, especially MSMEs in Hong Kong, to resolve COVID-19 related disputes, within 6 weeks at a fee of HK\$200 per party. • Eligibility: <ul style="list-style-type: none"> ○ COVID-19 related with a claim amount for each case capped at HK\$500,000 ○ Either one of the parties must be a Hong Kong resident or company. • ODR process and enforcement <ul style="list-style-type: none"> ○ 3-stage proceedings: negotiation, mediation and arbitration. ○ Governed by the eBRAM COVID-19 ODR Rules. ○ Arbitral awards issued by eBRAM are enforceable in 170 jurisdictions under the New York Convention. • https://www.ebram.org/covid_19_odr.html 	<ul style="list-style-type: none"> • Conditions of Application: <ul style="list-style-type: none"> ○ By agreeing to the eBRAM Arbitration Rules, parties may use the platform to resolve the dispute for any amount by arbitration. ○ Parties may include the eBRAM Arbitration Model Clause in their agreement to protect the rights before the deal. • ODR process and enforcement <ul style="list-style-type: none"> ○ Claimants are only required to register an account with the platform and pay a registration fee of HK\$5,000. ○ Parties may nominate up to three arbitrators. If the parties do not nominate an arbitrator, eBRAM will appoint an arbitrator with relevant experience on their panel to handle the case. ○ Arbitral awards issued by eBRAM are enforceable in 170 jurisdictions under the New York Convention. • https://www.ebram.org/ebam_online_arbitration_model_clause.html

Holistic ODR services

While ODR platforms available in the market can only offer partial ODR services to disputing parties, eBRAM platform offers a full-fledged service:



eBRAM's ODR Platforms can be used to resolve all types of disputes.

Interim Measures Arrangements

As **one of the six recognised institutions** under the Hong Kong, China-PRC Interim Measures Arrangement, parties to arbitral proceedings administered by eBRAM would be able to apply to the PRC courts for interim measures.



Parties to an
online arbitration



Arbitration conducted
under **eBRAM's** Rules



Arbitral proceedings
seated in
Hong Kong, China



Application for **interim relief** before the
Mainland Courts: preservation of **assets,**
evidence, conduct under PRC Law.

Benefits of resolving dispute with eBRAM

Flexible dispute resolution proceeding assisted by well-versed neutrals

- 3-stage ODR proceeding, each stage complying with the time limits provided under the APEC Framework
- eBRAM has a panel of neutrals, comprising international, experienced commercial dispute resolution professionals
- One of the six recognised institutions would be able to apply to the PRC courts for interim measures.

Expedited and Cost-effective option for businesses

- Aiming to help parties to resolve disputes online within 30 days (or such extended timeframe as is agreed)
- All the proceedings are held online, from submitting a case to rendering an award.
- User-friendly, fair, affordable, confidential, and innovative online proceedings

Highly secured platform

- Protected by the highest level of Cloud Security
- All data are encrypted during the transmission and when stored in data centers.
- Data and information are protected under Hong Kong law
- eBRAM's network complies with international cyber security standards
- Users' accounts are protected using multi-factor authentication

Arbitral awards issued by eBRAM are enforceable in 170 jurisdictions under the New York Convention.

eBRAM Model Clauses

eBRAM Online Arbitration Model Clause

Any dispute, controversy or claim arising out of or relating to this contract, or the breach, termination or invalidity thereof, shall be settled by arbitration in accordance with the eBRAM Arbitration Rules.



eBRAM Online Mediation Model Clause

Any dispute or difference arising out of or relating to this contract shall be referred to the eBRAM International Online Dispute Resolution Centre Limited and resolved in accordance with its current Mediation Rules.

Parties may consider adding:

- The number of arbitrators
- The place of arbitration
- The applicable law of the arbitration agreement and of the procedure
- The language used in the arbitration



Deal-making Platform (expected in Q4 2022)

Unlike other online deal source platforms, our deal-making portal is tailor-made to address the challenges of launching a cross-border transaction and, at the same time, promote dispute avoidance.

We offer a one-stop marketplace equipped with

Phase One (around end of December 2022):

- e-Due Diligence
- Virtual meeting with real-time transcription
- Yellow Page
- e-Signature service
- Deal flow management
- Secure storage
- Contract templates

Phase Two (June 2023):

- Marketplace
- Smart Contract
- Personalised Content



Scan the QR code to learn more about eBRAM

LawTech services



ODR services



info@ebram.org



+852 3792 0707



Chinese (Mandarin,
Cantonese) English,
French

Thank You!
