



Client facing products

How to harness opportunities and use the law firm machinery to support you

TaylorWessing

Private and Confidential

Ruth Ling



From internal efficiencies to revenue generation – a case study

TechSet
TW:detect 

Background to the opportunity

Commercialisation

Lessons learnt



The Opportunity

Technology

MGM hack exposes personal data of 10.6 million guests

🕒 20 February 2020

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New Year Honours: Publication of addresses a 'complete disaster'

🕒 29 December 2019

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Macy's Suffers Data Breach by Magecart Cybercriminals

Business

[Your Money](#) | [Market Data](#) | [Companies](#) | [Economy](#)

OXO International discloses data breach, customer data over two years impacted

A Magecart attack is suspected.



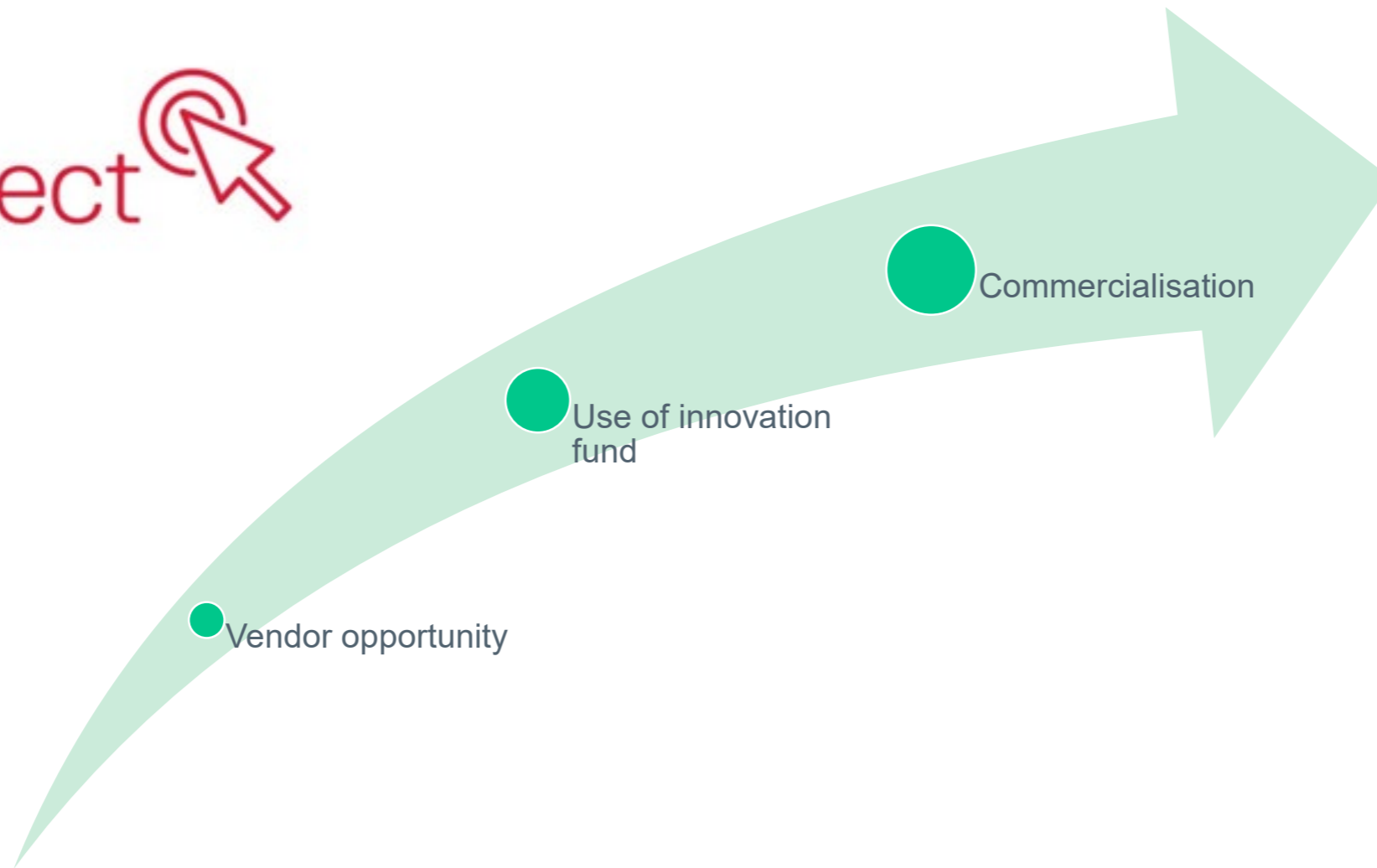
By [Charlie Osborne](#) for [Zero Day](#) | January 10, 2019 -- 11:38 GMT (11:38 GMT) | Topic: [Security](#)

British Airways faces record £183m fine for data breach

🕒 8 July 2019

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TechSet
TW:detect



Commercialisation

Risk



Resourcing



Infrastructure



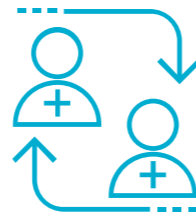
Finance/Pricing



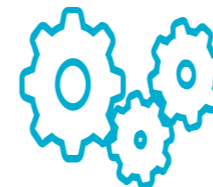
Business Development/Marketing



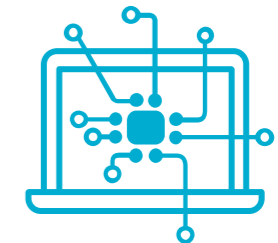
Vendor management



Project Management



Product ownership



Commercialisation

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Infrastructure



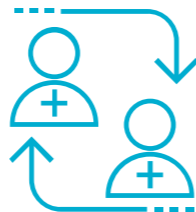
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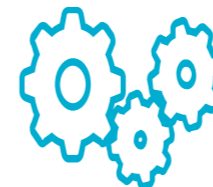
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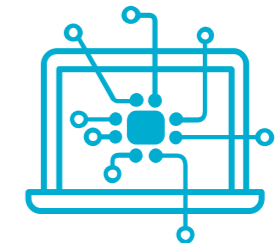
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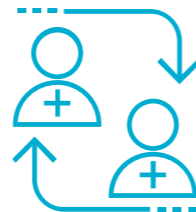
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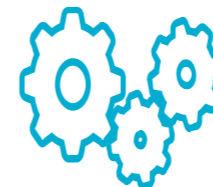
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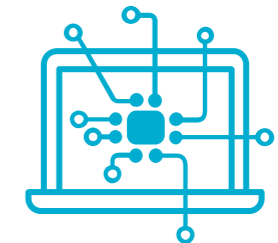
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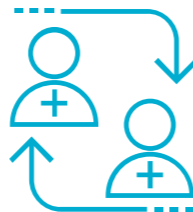
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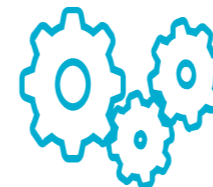
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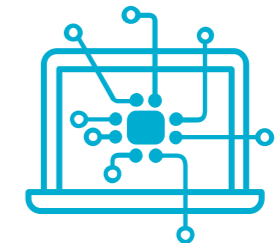
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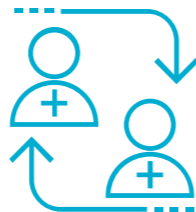
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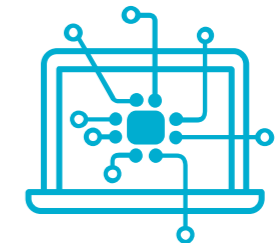
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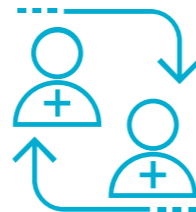
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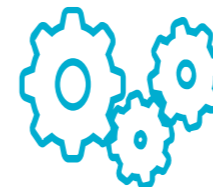
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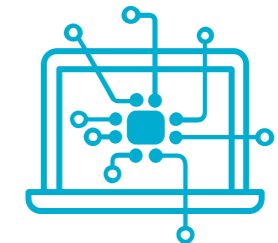
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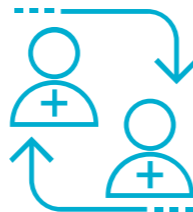
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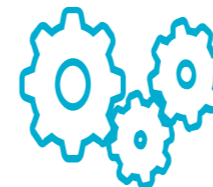
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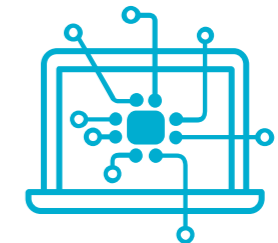
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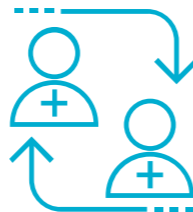
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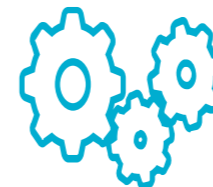
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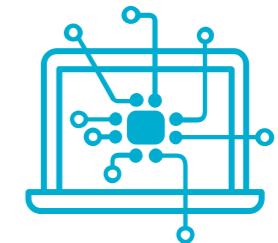
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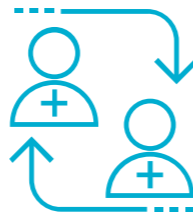
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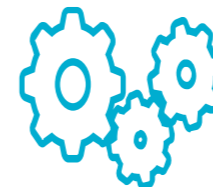
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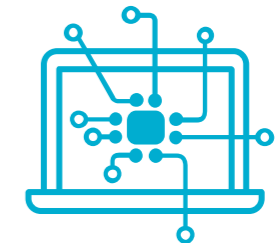
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Lessons learnt

1

Use your experts

2

Ensure you have strong sponsorship

3

Be transparent around the process

4

Don't underestimate the power of project management!



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