



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.

smarterdrafter.com.au

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 without more people or more budget, that means changing how work gets done.

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

48%* of legal departments face cost-cutting mandates

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

Introducing Smarter Drafter

Never miss a deadline again.

Smarter Drafter 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 can handle the complexity of automating legal documents, with the lawyer in complete control.

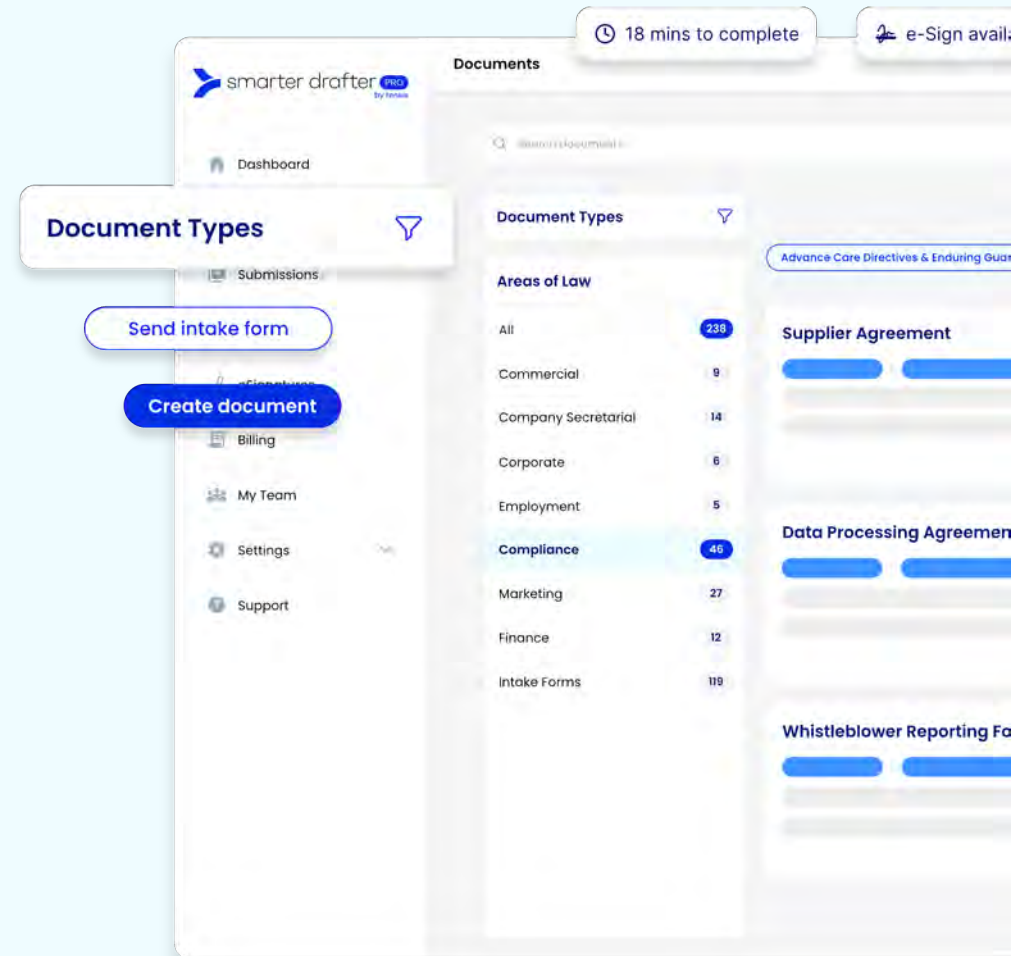
Smarter Drafter integrates effortlessly with tools you already use, such as Microsoft Word and DocuSign, providing a streamlined workflow that boosts productivity without disrupting your existing processes.

1,500+
Lawyers

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

100,000+
Documents and counting

Lawyers are using Smarter Drafter 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

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

- “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
- Precedent logic that adapts to changing inputs in real time

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.

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 makes this possible.

1 in 4* of 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, 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.



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.

- **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 micromanagement.



Automatically populated, instantly usable

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

No rekeying. No guesswork. No bottlenecks.

This is how you do *even more with even less* and let the simple stuff flow — without compromising on 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 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 chasing scattered information by email, no more meetings about a complex document, no more hunting down details over extended periods. All the information required is provided up front by the stakeholders.

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 in the matter. No rekeying. No errors. Just consistent, accurate data — every time.
- **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 — ready to power all future documents in the case.



Let junior lawyers handle the drafting

Smarter Drafter'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.



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.

AintreeGroup 

"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 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 — no developers or IT bottlenecks required.

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

- **Certified iManage Technology Partner** — Smarter Drafter 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 plugs right in.
- **Security-first architecture** — Smarter Drafter 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.



Built to scale, built to last

Smarter Drafter 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 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 no-code builder, **'citizen developers' within your legal or knowledge team** — not IT — can take ownership of automation.

That means:

- **Precedent logic** is centralised and controlled
- **Document quality** is standardised across all matter types
- **Reusable components** like Global Forms and Document Snippets make updates easy — change once, reflect 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.

45%* of legal departments are investing in legal tech

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

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 — 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 — 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.

It's not just a better way to work. It's a better way to lead.



Increase

Operational efficiency



Decrease

Legal workload



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 with Goran Matic, your trusted advisor in legal document automation.

As a legal professional with 5+ years in the legal technology space, Goran understands the intricacies of in-house legal operations—from rigorous compliance and risk management to efficient contract management.

With Smarter Drafter's state-of-the-art document automation and knowledge management platform, Goran is here to show you how to transform your legal department's workflow with precision, speed, and certainty.



[BOOK YOUR DEMO](#)