

Aprovechando la Tecnología para una mejor Eficiencia y Productividad

Amélie de Marsily (ademarsi@cisco.com)

Sr. Director, Legal Services, EMEAR

Agenda

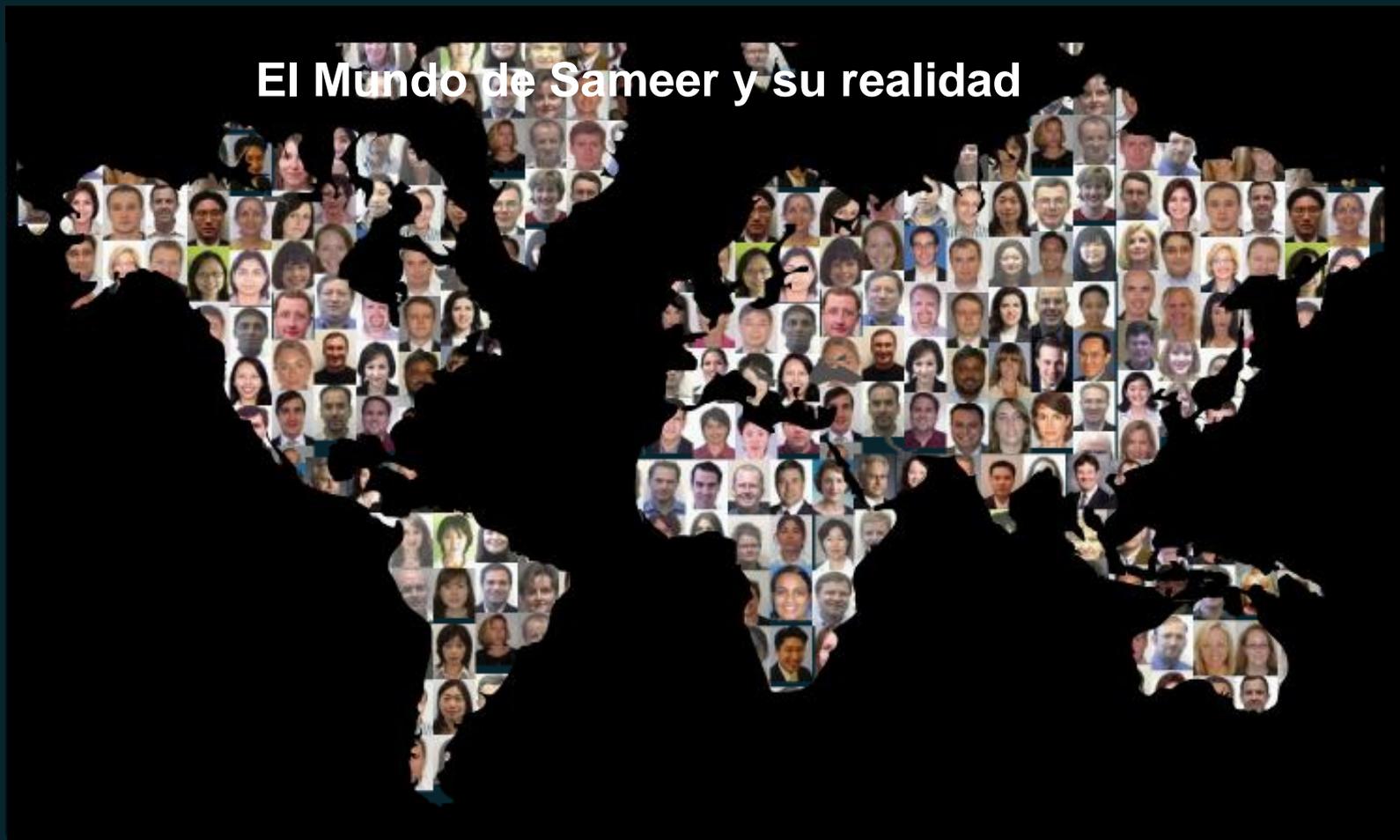


El Mundo de Sameer y su realidad

Estrategia en materia de negociación de contratos

Mirando hacia el futuro

Agenda



Calendar - Microsoft Outlook

File Edit View Go Tools Actions Help

Type a question for help

Back Day/Week/Month

New X Today Day Work Week Week Month Find Type a contact to find

Type search here Email Inbox Sent Items Attachments Files Documents Pictures Music Calendar Tasks Contacts All

Spam Not Spam Other

Calendar

My Calendars

- Calendar
- Calendar in Archive - Imported (eurdora) Mail
- Calendar in Archive - Sent Folders
- Calendar in Personal Folders

Other Calendars

- Brett Pauly (bpauly)

Open a Shared Calendar...
Share My Calendar...

Mail

Calendar

Contacts

Tasks

Look for: Search In Calendar Find Now Clear Options

Calendar June 28, 2008

Saturday, June 28

8 am

9:00 Meeting with ABC Company - their offices

10:00

11:00

12 pm

1:00

2:00 VAP Contract

3:00 Video Conference re IPTV opportunity

4:00 Research IP Issues

NDA Call

5:00

6:00

TaskPad

Click here to ad...

Don't forget to...





Atlanta



Bangalore



Johannesburgo











Agenda



Asesoría jurídica de Cisco

165 Abogados en todo el mundo
56 profesionales no abogados
7 Administrativos
17 Trainees
206 Despachos externos



“Changing the Way We Live, Work, Play and Learn”

Legal de Cisco, motivado por la misión

Valores duraderos

- Garantizar la transparencia y la integridad
- Ser agentes de cambio
- Departamento legal de alta calidad y bajo coste, aprovechando a las personas y la tecnología
- En partenariatado con nuestros clientes

Estrategia Core/Context

Context

Actividades que son necesarias pero no ligadas a ventajas competitivas

Core

Actividades que contribuyen a alcanzar ventajas competitivas

Misión Crítica

Actividades que, si son realizadas mal suponen un riesgo inmediato

Out-task

- Litigios de alto riesgo
- Reputación
- Política de RR.HH

In-task

- Diseñar, construir y vender
- Desarrollo de negocio
- Derechos de Propiedad Intelectual e Industrial

Misión no crítica

Actividades que si son realizadas mal no conllevan riesgo

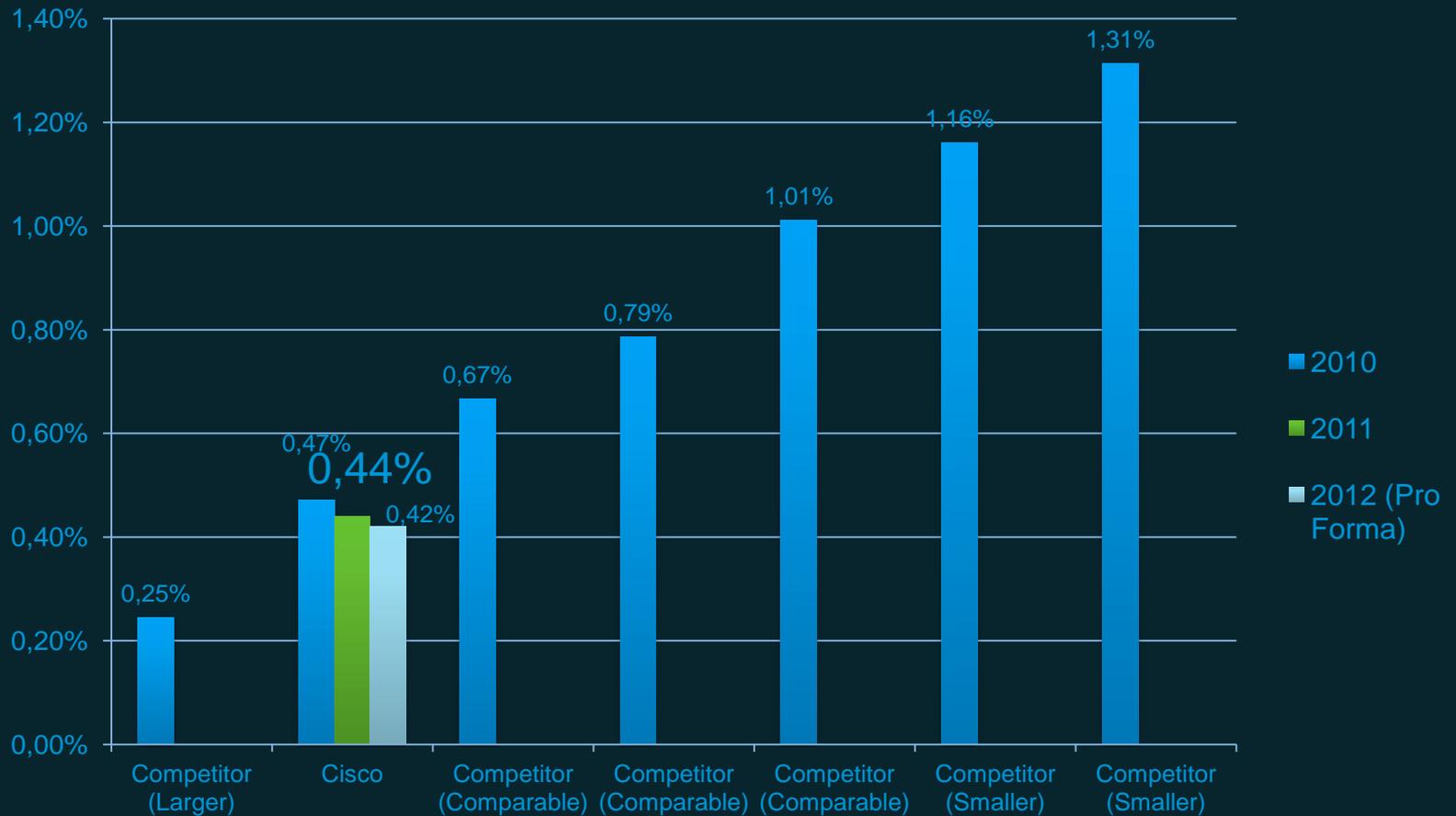
Outsource

- Casos de RR.HH.
- Litigios pequeños
- Inmobiliario

Auto-Servicio

- Procedimiento de transacciones rutinarias

Benchmarking Total Legal Expense as % of Revenue

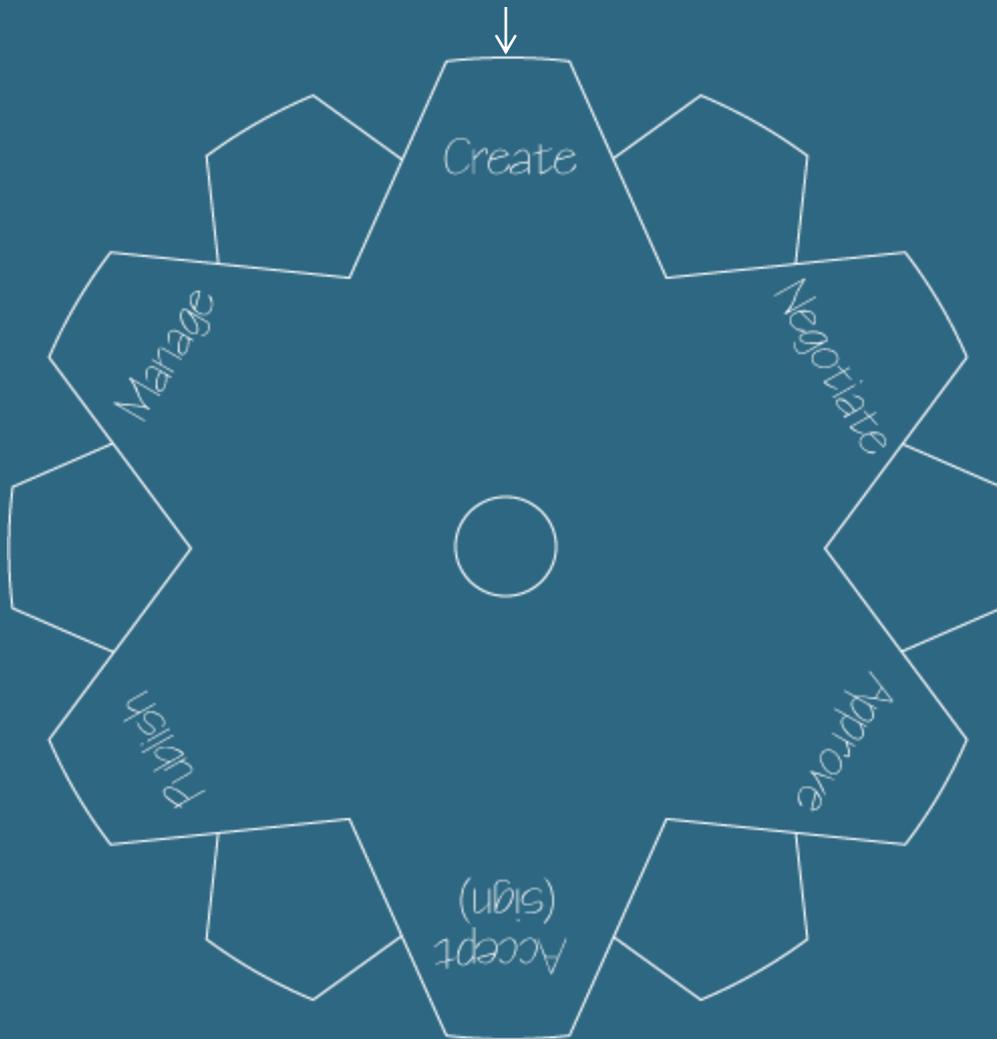


Asunciones para el año fiscal 2012:

Aumento de los Ingresos de Cisco hasta \$45.7B

Gasto de legal \$193M

Herramientas y Capacidades de Alto nivel



Auto-servicio
Auto-plantillas
Auto-cartas

TelePresencia
Manuales
OnRamp Exchange
WebEx

VAP
Flujo de trabajo liviano

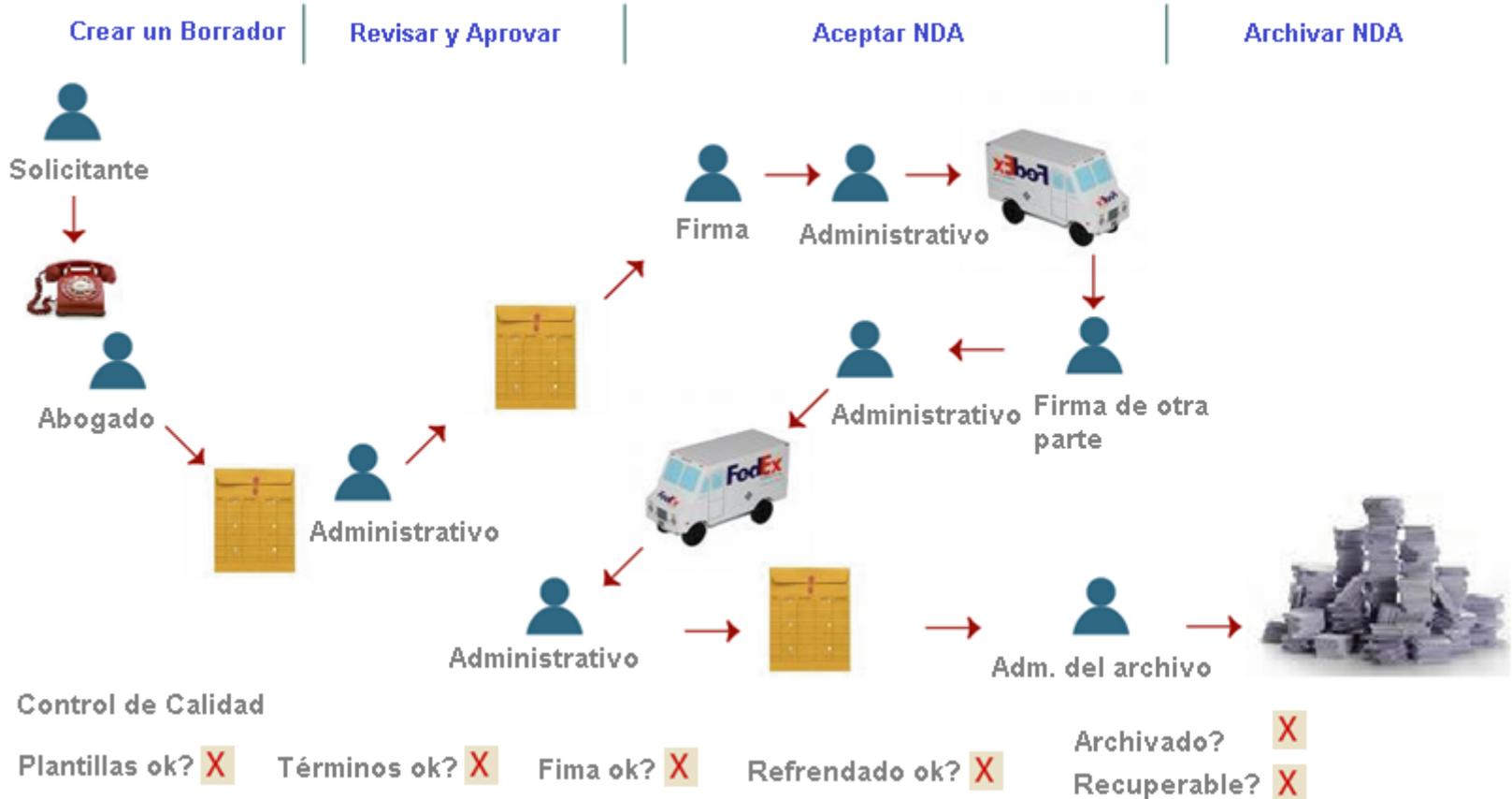
Click Accept

Documentum
Almacén de datos de contrato

Búsqueda
Auto-renovaciones
Auto-notificaciones

NDA Central Process

Papel y Tinta



Proceso NDA Central

NDA Central

Crear Borrador



Solicitante a Cisco



Revisión y Aprobación



NDA Central



Firma de Cisco

Aceptación NDA



Firma de la otra parte



Archivo NDA



NDA Central



Control de calidad

Plantilla ok?



Términos ok?



Firma ok?



Archivado?



Recuperable?



Centro de Excelencia Global

Incremento en
productividad de 20%

- Se abre un caso
- Revision de calidad



- Procedimiento
- Basado en herramientas
- Knowledge Management

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Una red de comunidades: Legal On Ramp



“Clients Driving Change...”

Legal OnRamp is a Collaboration system for in-house counsel and invited outside lawyers and third party service providers. There are lawyers participating from over 40 countries, and a rapidly growing collection of content and technology resources.

Basic services are free, so all members are expected to contribute to the community as a whole. If you are a law firm lawyer wishing to participate, please fill out the application questions in full, and specify what knowledge you would like to share with the Community.



Join Us!



 [Help and Support](#)

<http://legalonramp.com/>

Sameer en 5 años



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- Mail
- Calendar
- Contacts
- Tasks

Calendar

June 28, 2008

Saturday, June 28

8^{am}

9⁰⁰ Meeting with ABC Company - their offices

10⁰⁰

11⁰⁰

12^{pm}

1⁰⁰

2⁰⁰ VAP Contract

3⁰⁰ Video Conference re IPTV opportunity

4⁰⁰ Research IP Issues
NDA Call

5⁰⁰

6⁰⁰

June 2008						
M	T	W	T	F	S	
26	27	28	29	30	31	
	2	3	4	5	6	7
	9	10	11	12	13	14
	16	17	18	19	20	21
	23	24	25	26	27	28
	30	1	2	3	4	5

TaskPad

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Don't forget to...

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Calendar

Saturday, June 28

8 ^{am}	
9 ⁰⁰	Meeting with ABC Company - their offices
10 ⁰⁰	
11 ⁰⁰	
12 ^{pm}	
1 ⁰⁰	
2 ⁰⁰	
3 ⁰⁰	2:30pm-2:35pm VAP Contract 3:00pm-3:20pm Video Conference re IPTV opportunity 3:30pm-3:45pm Research IP Issues 3:45pm-4:00pm NDA Call
4 ⁰⁰	
5 ⁰⁰	
6 ⁰⁰	



June 28

June 20
M T W T
26 27 28 29 30
2 3 4 5
9 10 11 12 13
16 17 18 19 20
23 24 25 26 27
30 1 2 3

TaskPad

[Click here](#)

Don't forget

