



**FILIFE
MAYER**

FIRMS MUST PREPARE TO TAKE ON ULTRA-SPECIALISED LAWYERS AS DEVELOPMENTS IN TMT CREATE NEW OPPORTUNITIES

Lawyers must keep up-to-date with new changes and advances in the TMT field in order to provide a reliable, specialised service to clients.

The TMT sector is creating, faster than any other sector, a constant emergence of new realities and new opportunities for law firms, according to **Filipe Mayer**, Partner at CCA. "Apart from these new phenomena, such as IoT, Fintech, Insurtech, and AI, revolution is also constant within more traditional areas of TMT," he explains. With the introduction and expansion of 5G and the boost in personal data by national legislation, complex new issues are arising, justifying an enhanced need for ultra-specialised

lawyers. "It is precisely in the area of TMT & IT that we are assisting more and more in the ultra-specialisation of lawyers; it is a huge opportunity for legal professionals in this field," Mayer states.

Particularly in Portugal, the growing Online Gaming field requires ultra-specialisation, to which CCA has now exclusively dedicated a team of lawyers. Similarly, the world of eSports also calls for a heightened level of expertise. "The discovery of new areas, with new issues where specialisation is essential, is the greatest opportunity for legal professionals in these sectors," Mayer explains.

However, these developments bring inevitable challenges; the main difficulty for firms will be ensuring that they are kept up-to-date. "When I say updated, I mean not only the legal framework that is applicable, but also the market in which it operates," Mayer expands. This market in particular is changing rapidly, unparalleled by any other sector; "in fact, the very concept of keeping up-to-date has changed because it is becoming more crucial to keep up with technological developments than with the relevant legal regime – often, there is still no applicable law." Lawyers must also be prepared to integrate multidisciplinary teams, composed of technicians from varying sectors. "We have to take into account the technological solutions that are emerging every day on the legal market, as they will be also part of the TMT teams of the future," Mayer concludes.



**FRANCISCO
MAYOR**

COMPANIES' GROWING USE OF BLOCKCHAIN, 5G AND AI DRIVING DEMAND FOR TMT-RELATED LEGAL SERVICES

TMT lawyers have major role to play helping clients to face technology development

Technology is currently a priority for every company and the demand for technology-related legal services is increasing. "Blockchain, Artificial Intelligent (AI), machine learning, IoT, collaborative platforms and data analysis are all very powerful tools for companies, but at the same time they present new legal problems, some of them of complex solution", explains **Francisco Mayor**, Partner at Deloitte Legal.

According to Mayor, "the new scenario shows there are huge opportunities for those law firms that can offer the expertise and deliver the experienced and specialized advice".

The implementation of 5G technology will also generate a great deal of work for lawyers. The rollout of 5G over the next few years will inevitably prompt a cascade of legal challenges and legislative actions and "5G technology will become a driving factor in wireless technology growth".

Meanwhile, there are also challenges for legal advisors, as **Dulce Miranda**, Partner at Deloitte Legal, says. "One of the main challenges is the need to understand new technologies. TMT lawyers will need the technical background necessary to be able to respond to the new legal problems facing companies. To ensure a thorough understanding of the issues involved, we are increasingly creating interdisciplinary teams that enable lawyers to look for advice from other professionals with a more technical profile in different areas such as cybersecurity, risks, etc.". However, "legal services with low added value will gradually be digitized."

Miranda believes that most of these technologies will continue their maturation process in the coming year, specially AI, machine learning, IoT and blockchain. "For instance, analytics tools utilizing AI and machine learning will be needed to make sense of the data, identify issues, and even recommend action", she adds.



**DULCE
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