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Now, legal process outsourcing

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Citibank NRI Offer

HYDERABAD: Will cases in the US courts now be fought on briefs provided by lawyers sitting in India? It is several law firms in the US think they could well tap the expertise of Indian solicitors to get drafting work done

Work that is sought to be offloaded include paralegal and research support, contract drafting, patent and trad

In fact, some work has started flowing in, though nobody is willing to hazard a guess about the total volumes volumes will pick up, but there are certain issues that have to be dealt with first. That includes confidentiality are rightfully very touchy," says lawyer Challa Kodandaram.

Other issues in contention would be the differences between the US and Indian laws. "Though there are so systems find common ground in the English common law. Thus, both systems are not that far," says Sanjay and CEO of Pangea3, a legal services outfit in Mumbai. Pangea3 has some major clients in the US.

"Though we are handling backend work at this point of time, the market looks very optimistic. The volume also on the rise," says Sundari R Pisupati of Quislex. After working as a licensed lawyer in New York for over a decade, she relocated to Hyderabad to set up a legal services outsourcing facility called Quislex. The firm, which was previously in New York, has a team of 22 advocates now.

Several US firms are willing to replace their internal legal departments with the outsourced services from India. According to Nasscom estimates, legal outsourcing from the US could be worth \$ 3-4 billion per annum.

Legal spends in the US top \$200 billion annually. "To begin with, Indian lawyers will be used for doing back office work flowing in only for cost advantages and time-zone benefits," says advocate P Balaji. He adds: "Once big corporations decide to set up captive facilities the business will start booming."

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