

# How to make AI work for your business and not waste money

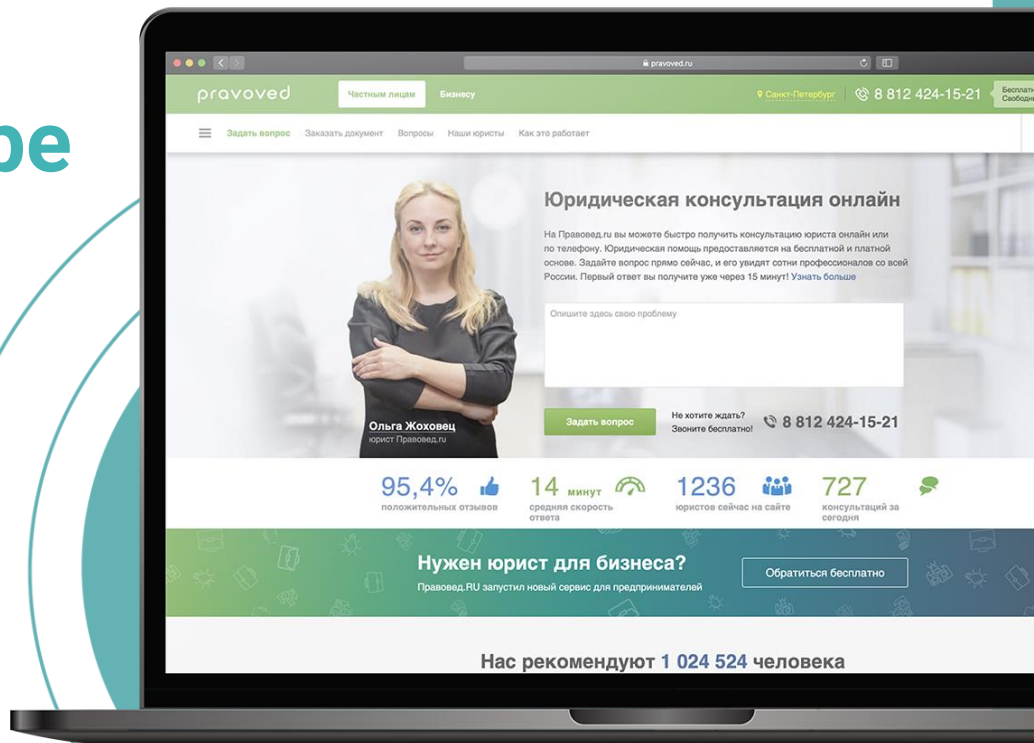
pravoved  
Russian Legal Tech  
Company

# Pravoved.ru — the largest legal marketplace in Europe

**6 500 000**  
MUA

**2000**  
questions per day

**3 000 000**  
consultations provided





**80% of  
consultations  
provided by lawyers  
daily are typical**

**People ask about the same things**

## The idea

# The robot-lawyer instead of the thousands of human-lawyers

### What do we have?

- ✓✓ Big Data – 2 000 000 questions in 30 branches of law

### What should we do?

- ❗ train the neural network to classify the questions
- ❗ create Data Knowledge for answers



# Not any Big Data is a valuable asset

The neural network needs data labeled by a human in order to understand what people ask it

*Labeled data are needed for training any algorithm*



# The lawyers criticize the robot

But they didn't find obvious differences between the robot's and the lawyers' answers

*Would you recommend this lawyer to your friends?*



**66%** The real lawyers



**80,5%** The robot

# Every sixth robot answer converts clients to paid services



speed of  
answer



work  
schedule



CR to paid  
services



3 min

24/7



18%



3 hours

5 days,  
9:00-18:00



0.04%

# People bless Fedor

20 000

pieces of advice

5000

positive reviews



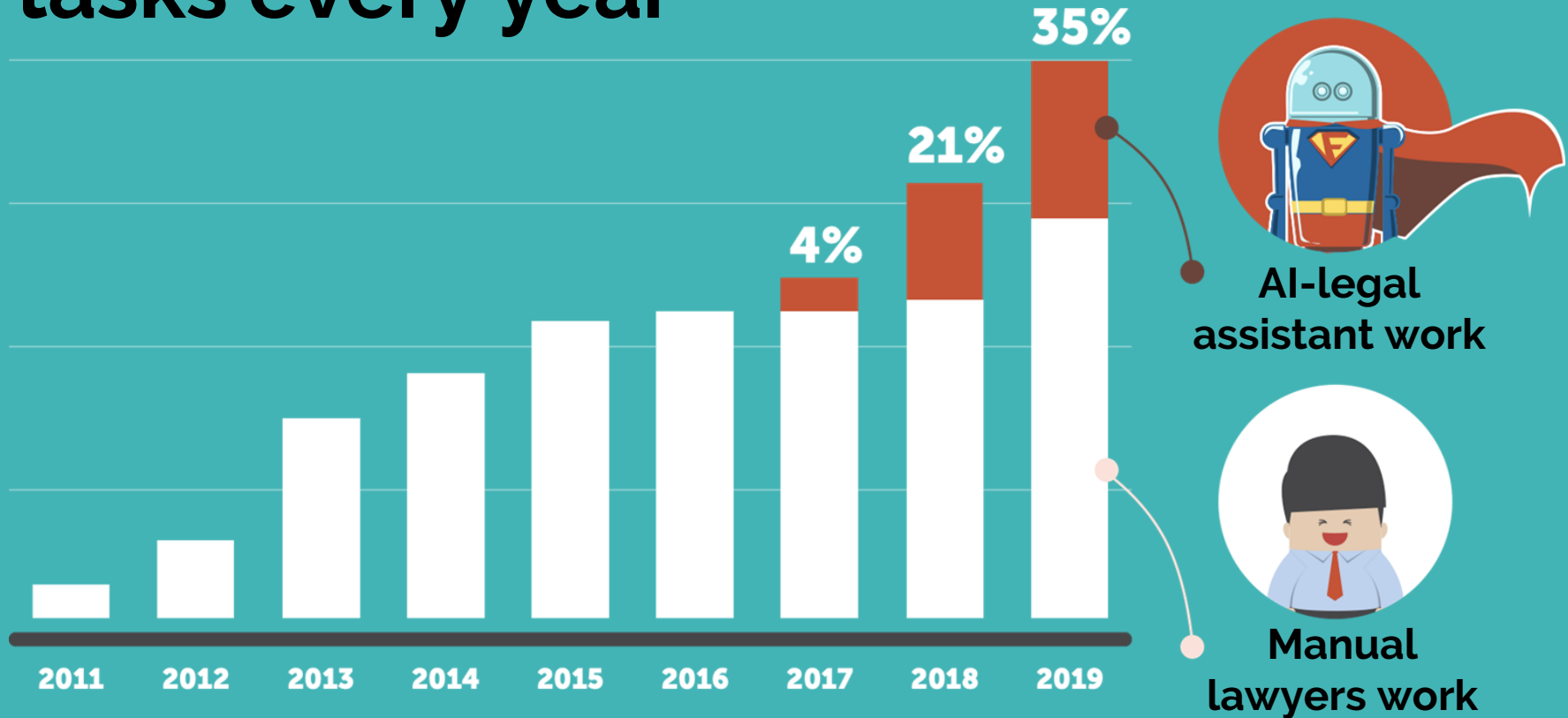
**OMG THANKS  
FEDOR  
FOR YOUR HELP!**

I didn't expect such a quick  
response, and FOR FREE ))  
May your shadow never  
grow less!

Babushka



# Fedor takes over more tasks every year







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