



**Αυτο-
προσαρμοζόμενα
έξυπνα νομικά
έγγραφα στη
Αλυσίδα
Συναλλαγών**

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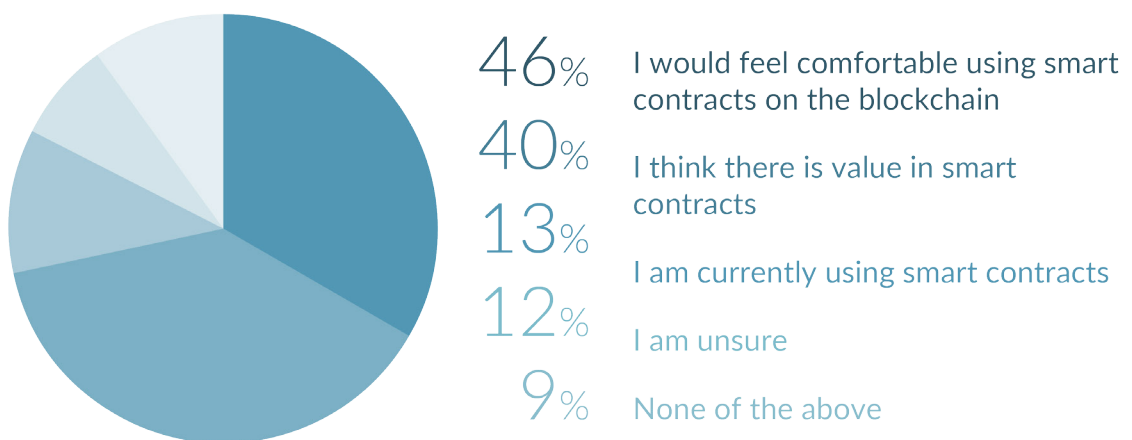
1. Περίληψη

Αυτή η αναφορά έχει δημιουργηθεί για επαγγελματίες νομικούς, οργανισμούς και ιδιώτες, οι οποίοι συζητούν για τη μακροπρόθεσμη βιωσιμότητα των εξειδικευμένων έξυπνων νομικών εγγράφων. Συγκεκριμένα, η αναφορά αυτή θα επικεντρωθεί στην αυτοματοποιημένη πλατφόρμα του DocTailor, λαμβάνοντας υπόψη την ικανότητα της τεχνολογίας να τοποθετηθεί με τέτοιο τρόπο ώστε να ενισχύσει, να καινοτομήσει και να διαταράξει το τρέχον και το υπάρχον προσαρμοσμένο τοπικό νομικό τοπίο.

2. Σχετικά με το DocTailor

Υπάρχει πολύ μεγάλη ζήτηση για έξυπνες συμβάσεις, αν και λίγοι κάνουν χρήση των υπηρεσιών που υπάρχουν ήδη. Στην πραγματικότητα, ενώ σχεδόν τα μισά από τα ανώτερα στελέχη πιστεύουν ότι υπάρχει αξία στις έξυπνες συμβάσεις στην αλυσίδα και θα ήταν ευτυχείς να χρησιμοποιήσουν μια έξυπνη συμβατική υπηρεσία, οι εκθέσεις υποδηλώνουν ότι μόλις το 13% ενσωμάτωσε στην πραγματικότητα την τεχνολογία στο έργο τους. Αυτό υπογραμμίζει το γεγονός ότι λείπουν οι υπάρχουσες υπηρεσίες που εμποδίζουν την ευρεία υιοθέτησή τους.

Χρήση έξυπνων συμβολαίων στην αλυσίδα



Πηγή: [Deloitte](#)

Η δημιουργία έξυπνων νομικών εγγράφων αποτελεί προς το παρόν μια πρόκληση για πολλούς οργανισμούς και ιδιώτες, ιδίως για εκείνους με περιορισμένη εμπειρία. Η ιδέα έχει κριθεί ότι είναι δαπανηρή και χρονοβόρα. Το DocTailor έχει ως στόχο να αντιμετωπίσει αυτά τα θέματα και τις ανησυχίες.

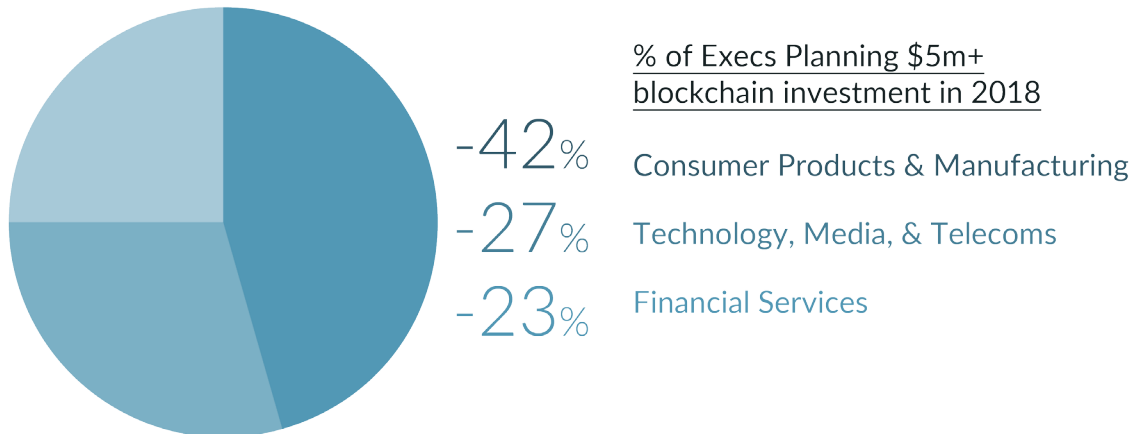
Το DocTailor είναι μια μοναδική αυτοματοποιημένη πλατφόρμα νομικών εγγράφων που διευκολύνει τη δημιουργία και τη διανομή εξειδικευμένων έξυπνων νομικών εγγράφων στην αλυσίδα. Το DocTailor έχει σχεδιαστεί για να απλοποιήσει την εφαρμογή ενός έξυπνου συμβολαίου, μειώνοντας σημαντικά το σχετικό χρόνο και το κόστος για τους χρήστες.

Το DocTailor αναπτύχθηκε από μια έμπειρη ομάδα, προσπαθώντας να αξιοποιήσει την πρωτοποριακή τεχνολογία με νέους και επαναστατικούς τρόπους. Πολλοί από τους προγραμματιστές της ομάδας εντάχθηκαν στο DocTailor με υπόβαθρο τεχνητής νοημοσύνης (AI), που εργάζονται για να αναπτύξουν περαιτέρω την ιδέα μέσω συστημάτων που επικεντρώνονται στην TN.

2.1 Σχετικά με τις προσαρμοσμένες πλατφόρμες

Αυτή η έκθεση έχει δημιουργηθεί για επαγγελματίες νομικούς, οργανισμούς και ιδιώτες, οι οποίοι συζητούν για τη μακροπρόθεσμη βιωσιμότητα των εξειδικευμένων έξυπνων νομικών εγγράφων. Συγκεκριμένα, η έκθεση θα επικεντρωθεί στην αυτοματοποιημένη πλατφόρμα του DocTailor, λαμβάνοντας υπόψη την ικανότητα της τεχνολογίας να χρησιμοποιηθεί με τέτοιο τρόπο ώστε να ενισχύσει, να καινοτομήσει και να διαταράξει το τρέχον και το υπάρχον προσαρμοσμένο τοπικό νομικό έγγραφο.

Blockchain Adoption by Industry, 2017



Source: [Deloitte](#)

There are several challenges which have been cited as primary obstacles hindering widespread blockchain adoption, including integration issues, a lack of expertise within the newly emerged industry, high costs, volatility, and concerns relating to consumer protection which have not yet been addressed.

While specific aspects of these concerns have been addressed, through the launch of suitable multi-currency wallets and crypto debit options with backend liquidity, more needs to be done to tackle the 'last mile' of blockchain adoption. Key to bringing blockchain into day-to-day life is arguably the ability to build and deploy smart contracts alongside payments made using various cryptocurrencies.

This is an aspect which has already been addressed in terms of standard digital payments, with smart contract solutions in place via service providers such as Paypal and Visa. These contracts offer consumer protection against fraud and dispute; something that is notably lacking within the cryptocurrency sector.

The use of smart contracts on the blockchain holds the potential to address not only this issue, but associated concerns directly. The DocTailor platform for smart contract development and deployment for multi-currency payments could be instrumental in increasing blockchain adoption rates on a global scale.

4. Introduction

The cryptocurrency market is anticipated to grow from a current \$730 billion value to \$10 trillion within the next 15 years², solidifying the importance of holders of cryptocurrency as an integral part of a new, decentralised economy. Total cryptocurrency market capitalisation has been steadily growing in recent years.

Cryptocurrency by Market Cap



Source: [Coindesk](#)

This economy will rely heavily upon self automated, tailor made legal agreements and smart contracts. DocTailor's mission is to lay the foundations for this new economy by enabling non-crypto businesses to fully utilise blockchain technology, while simultaneously encouraging the acceleration of crypto-business.

² One stock analyst's \$10 trillion bull case for cryptocurrencies, Cheng, E., CNBC, January 2018, <https://www.cnbc.com/2018/01/03/one-stock-analysts-10-trillion-bull-case-for-cryptocurrencies.html>

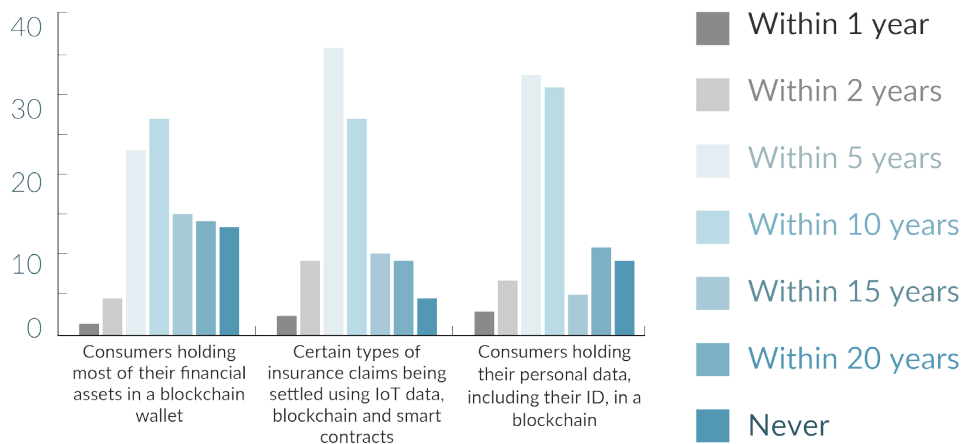
5. The Problem

Blockchain technology remains a relatively new and undiscovered concept; a fact which is, in part, responsible for the current low adoption rates that have been witnessed. Many businesses and consumers are still not fully onboard with the notion, and blockchain has become something of a controversial topic, despite the many clear benefits that this sort of technology promises to deliver.

However, some areas of blockchain are more widely accepted than others. For example, research suggests that the notion of storing personal data on the blockchain is still many years away from widespread adoption, with many believing it will take around 10 years for this to become mainstream practice.

The public are, however, somewhat more open minded about smart contracts on the blockchain, with this utilisation of the technology estimated to become mainstream practice within 5 years.

When Will Blockchain Technology Become Mainstream?



Source: [Which-50](#)

A primary concern is that, in order to derive value from blockchain technology, significant changes or complete overhauls are often required of existing 'tried and tested' systems. For blockchain to become a part of daily life, problems need to be identified and addressed, with suitable solutions implemented.

5.1 Early Limitations

As is clear, the existing range of blockchain applications is severely limited. To date, applications are primarily focused on wallets and online exchanges, although there are a small number of smart contract services and monitoring tools available. However, despite their availability and, indeed, their demand – the value of smart contract deals reached \$116 million during the first three months of 2016; more than twice the value of deals during the last quarter of 2015³ – these services often fail in terms of overall user experience. This is a factor that can be directly attributed to confusion and low adoption rates.

Additionally, as there are limited smart contract applications, there is also limited demand for the necessary skills and experience required to develop such platforms. There is a notable disconnect between what is happening, and what needs to happen, to get blockchain technology off the ground. A solution is urgently required to tie stakeholders and applications together to bring value to the market.

Therefore, it is anticipated that the next wave of advancement for blockchain technology will focus on building this 'bridge', connecting blockchain protocols with mainstream consumers to develop the new decentralised economy. This step is understood to be the key to widespread blockchain adoption.

³ Upgrading Blockchains: Smart Contract Use Cases in Industry, Ream, J., et. al. , Deloitte Insights, June 2016 <https://www2.deloitte.com/insights/us/en/focus/signals-for-strategists/using-blockchain-for-smart-contracts.html>

5.2 Cost & Time

Smart, tailor made legal document creation has been cited as a major concern for businesses operating to tight budgets, as well as to organisations, legal professionals, and individuals with restricted resources or limited income. In addition, the time required to develop such documentation must be considered, with complex contracts often needing significantly more time and funding than their basic counterparts.

Costs and time considerations are both major obstacles standing in the way of joint ventures and partnerships. This is true for practically any industry or sector. In human resources, for example, it is reported that it can cost an average business up to \$750 to prepare a basic employment contract⁴.

There is an urgent requirement for a solution such as the DocTailor platform. DocTailor utilises an 'intelligent clause' feature to automatically identify and highlight sections of a document, contract, or any other form of agreement which may need to be amended to suit the purpose. DocTailor users can alter, replace, or remove clauses as necessary to form a unique, customised, tailor made smart contract. Research shows that smart contracts can be deployed on the Ethereum blockchain in as little as 14 seconds⁵.

⁴ Business Law Group <http://www.businesslawgroup.us/fixe-legal-fees/>

⁵ Improving data transparency in clinical trials using blockchain smart contracts, Nugent, t., et. al., F1000 Research, October 2016 <https://www.ncbi.nlm.nih.gov/pmc/articles/PMC5357027/>

6. The Solution

DocTailor has been introduced as a viable long term solution to issues hindering the widespread adoption of blockchain technology. Focusing on a highlighted flaw of existing smart contract applications – user experience – DocTailor enables easy access to blockchain, cryptocurrency, and smart contracts.

The platform will support third party API integration, allowing for any customised smart contracts to be incorporated into third party systems. The notion is simple: to make it easy and straightforward for businesses to create and deploy smart contracts while benefiting from the cryptocurrency economy.

7. The Legal Document Market

The overall value of the digital legal document market is rising rapidly. This would suggest that there is increasing demand for the industry, and that there are already numerous contractual services and solutions in place. However, there is a current and notable gap in the market for a solution that truly capitalises on usability; a crucial element of the business model. DocTailor has been designed to fill this gap and improve smart contract accessibility for users.

7.1 Blockchain & Legal Documents

Utilising blockchain technology, DocTailor aims to focus on user experience by ensuring that while contracts can be amended with ease, documents cannot be updated or changed without the permission of a higher authority. Blockchain technology will be used to maintain consistency in terms of clause accuracy and clarity of wording, to ensure that the legal document structure remains intact throughout.

8. Platform Revenue Streams

DocTailor users will be able to access clauses and other 'pay as you go' (PAYG) features with cryptocurrency. Tokens can be used to purchase tailor made legal documents, as well as additional features that are to be included on the platform. Those using tokens in place of fiat money will be rewarded with additional time added to the account, and access to exclusive documents and templates. Incentives to utilise the platform will come, in part, from user and token holder benefits and income.

8.1 User Income

Users can generate income by creating smart, tailor made agreements and contracts on the platform and sharing these documents with other users seeking documents with similar requirements and clauses.

9. Characteristics & Advantages

DocTailor has been designed to benefit from the following characteristics and advantages:

- Clause Selection: Users can choose from more than 10,000 pre-created legal clauses.
- Merging Clauses: Selected clauses can be merged into existing document structures.
- Document Structuring: New contracts can be built for users quickly and efficiently.
- Formatting: Documents can be downloaded in various formats (eg. Word, HTML, XML, PDF).
- Blockchain: Templates are held on the blockchain, maintaining clarity and transparency.
- Tracking: Users can monitor contract use and recipient participation (eg. authorisation).
- Contract Management: Documents can be stored and managed online as needed.
- Authentication: Alerts are used to signal the signing of documents and contracts.
- Smart Contracts: Secure agreements are used to protect both parties in financial transactions.

10. Platform Use

It is anticipated that the following will form the primary user base for DocTailor:

Lawyers & Legal Professionals

DocTailor will provide lawyers and other legal representatives with an easy-to-use interface, enabling them to create tailor made documents at a faster pace, allowing for better use of valuable resources.

Individuals

DocTailor will enable individual users to create documents to their own specifications, utilising existing templates to maintain the typical structure and language of standardised legal documentation.

Industries

DocTailor will provide a platform allowing businesses to close deals faster and more cheaply. Documents can be created to further grow and develop the business through new service offerings to clients.

11. Next Steps

The next steps for both the legal industry, and for many other sectors, is to begin looking beyond cryptocurrency exclusively, to identify uses and benefits of the underlying blockchain technology. In terms of the legal industry in particular, the creation of self customised smart contracts using the DocTailor platform is simply the first of many steps towards widespread blockchain adoption. For example, DocTailor has the potential to pave the way towards a simpler, more clear cut method for intellectual property rights management, for land registry and deed management, and for public records.

However, more needs to happen if DocTailor is to succeed in its mission to revolutionise the existing smart contract landscape. The issue, it seems, is that prior services have so far failed to achieve these goals. For example, similar, existing services have failed to prove themselves in terms of scalability and, indeed, in terms of flexibility. DocTailor is anticipated to be the first platform to demonstrate success.

The success of blockchain in the legal industry has the potential to expand into alternative industries, with opportunities for value within any area with a need for ledger-based records or data verification. Within education, blockchain can be used to verify academic credentials; within motoring, smart contracts can be created; within healthcare, blockchain can be used to facilitate the rise in smart, wearable health monitoring devices; within voting, the technology can be used to track voter behaviour.

12. Conclusion

Based upon the characteristics and benefits of DocTailor, it is clear that the platform has the necessary features and, most importantly, the necessary unique selling point (USP) to achieve its aim of revolutionising the existing smart contract landscape. The platform's specific focus on user experience and accessibility makes DocTailor the most viable candidate to date to disrupt existing contract systems.

However, DocTailor's success relies heavily upon greater adoption of blockchain, not only from individuals, but also from organisations and legal professionals. As a tailor made platform, there is a reliance upon users to work to create DocTailor's data. However, blockchain adoption is said to soar within the coming years, with more than half of executives claiming that their business would be at a 'significant disadvantage' against competitors in the future should they fail to utilise blockchain.

⁶Blockchain Adoption Varies by Industry, January 2017, <http://deloitte.wsj.com/cio/2017/01/30/blockchain-adoption-varies-by-industry/>

