



EDITOR'S NOTE

SUCCESSFULLY EMBRACING CHANGE

The Keys Are at Your Fingertips

It is my honor and privilege to serve as the new editor of *AALL Spectrum* for the next three years. I look forward to working with the Editorial Board to not only provide relevant content to help our members further their professional development and education, but also to help them stay one step ahead of the rapidly changing legal landscape. I want to thank our outgoing editor, Kristina Niedringhaus, for all of her contributions in making *AALL Spectrum* a better magazine. Under her leadership, *AALL Spectrum* welcomed new Reference Desk columnists representing all three library types (academic, firm, government), established new Community and Advocacy sections, and introduced a new technology-focused column (Talking Tech).

AALL Spectrum provides an overview of the new normal in legal services to help readers understand the challenges and opportunities that the legal industry, our respective organizations, and the law librarian profession itself, face. Since the Great Recession of 2008, we have slowly been inching our way to a new awakening in the legal industry, one that seemed to be on the distant horizon, but has now clearly arrived. Evan Shenkman's article "The Transformation of the Law Firm" is the first in a series of articles that will cover this transformation. The article on data-driven legal services, written by Ed Walters and Katherine Lowry, focuses on the new roles information professionals are performing to make law firms more competitive. The third feature article in this issue is by David Kamien, and it provides a foundation in the fundamentals of cross-selling and how leading law firms are harnessing technology to share intelligence and gain better insights. And guess who is indispensable to this process? That's right, it's law librarians, as they provide the underlying research that is relied upon to make actionable decisions by firm leadership.

I am also excited to announce the debut of the new "Practical Competitive Intelligence" column, which will appear in each issue under the leadership of Kevin Miles from Norton Rose Fulbright. As reported in the

2018 *American Lawyer's* annual Survey of Law Firm Knowledge Management, Library and Research Professionals, 91 percent of firm law librarians said they are responsible for business research—more commonly known as competitive intelligence (CI)—and almost 75 percent of respondents expected to see requests for business of law research increase in the near future. The new column will explore practical uses of CI that law librarians can offer as a service. Future columns will explore different facets of CI.

In order to encourage new authors to write for *AALL Spectrum*, the Editorial Board now provides mentorship and peer review of articles upon request. We encourage all members to consider submitting an article proposal. With the help of a mentor, we can work with you to outline the article and assist with the drafting and editing process. Use the "Submitting Articles for Spectrum" link to send in your proposal. Additionally, we encourage members to recommend authors outside of AALL who might have insight into the legal industry and its impact on law librarians and information professionals.

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