

Indian legal AI targets global reach as adoption deepens

JYOTSNA BHATNAGAR
Ahmedabad, December 10

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The achievement highlights how deeply domestic legal-AI tools are being used within India's legal system. The milestone comes amid rapid expansion of legal tech, with rising investments and experimentation in AI models built for Indian legal requirements.

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What do legal experts say

Legal experts say AI tools are increasingly relevant to India's legal context, with local firms building products closely aligned with Indian jurisprudence.

They note a surge in legal-tech startups — particularly AI-focused ones — and rising adoption within law firms.

Professor Ashish Bharadwaj, founding dean, BITS Law School, points to India's structural constraints as a major catalyst for innovation.

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the official language for the Supreme Court, 25 High Courts and authoritative legal texts enables Indian tech companies to scale globally," he says.

What do lawyers say

A key differentiator is affordability. "Because Indian legal-AI firms are typically developed in India and tuned to Indian law, they may offer cost efficiencies and legal-system alignment that foreign players can struggle with, especially if foreign tools are oriented towards the US, UK or European jurisdictions," a top lawyer said.

He noted that Indian offerings are often economical. For example, top foreign providers can reportedly charge up to ₹1.4 crore for 100 annual subscriptions, while Matrixpatra, among the most widely used domestic platforms, offers annual access at about ₹18,000.

Domestic firms are placing

strong emphasis on hands-on adoption support. Shreshth Singh Tomar, founding member of Jurisphere, which works with firms such as Veritas and CMS Indus Law, says: "Customers are directly being handheld and trained by us. Usage of our platform is reducing litigation and even in-house AI teams of top-listed companies have adopted Jurisphere."

He adds that several firms have migrated from Western tools to Jurisphere, with pilots running across more than 300 organisations globally. Tomar believes Jurisphere holds a majority market share in its segment, driven by affordability, customisation and real-time support.

"We are going global in a big way... currently working across nine jurisdictions already by going really deep into output and real time testing. We are proud to be a Made in India solution built by lawyers for lawyers."

Another high-growth startup, Lucio, serves more than 200 clients across 11 jurisdictions and positions itself as a competitor to global leaders. Co-founder Vasu Aggarwal says: "We are not competing directly with Indian AI players. As leading legal AI company, our competition is the major global players, Harvey and Legor... Our advantage lies in staying closer to users, solving real problems and encouraging rapid adoption."

A mix of global and domestic tools

Top-tier law firms are adopting a multi-tool strategy. Trilegal uses Lucio alongside other legal-specific solutions. Nikhil Narendran, partner (TMT), says: "The kind of sector-specific service level AI talent available in India is as good as anywhere in the world... tools are tailor made to our requirements apart from the very obvious cost advantage."

At LexConsult, founding partner Majid Afasir Siddiqi underscores the strength of India's ecosystem:

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Law can brag about, its customisation still needs to be tested given its work on a global template."

Still, global platforms remain attractive to some. Shardul Amarchand Mangaldas has reportedly deployed Harvey across the firm. Parikh Naval Chopra, whored the evaluation, says: "Our selection of Harvey is not a coincidence. Indian AI talent, which is very good, has on Harvey's stability for SAM. It has been tested globally across top law firms and has the architecture we need for accuracy, privacy and integration."

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being on pace to 110 million passengers in 2025.

He also spearheaded IndiGo's expansion into international long-haul markets with temporary leasing agreements, including those with Turkish Airlines and Norwegian Air.

Then turbulence hit in December 2025. Shakti Lumba, who was IndiGo's head of operations when it first began operating in 2006, alleged in an open letter last week that IndiGo was harbouring a "toxic culture", and that the airline's management fostered fear, overwork and arrogance long before the December 2025 crisis.

Born in 1970 in Schiedam, Netherlands, Elbers studied Logistics Management at Fontys University of Applied Sciences and later earned a Master's degree in Business Economics. In 1992, he started his aviation career as a supervisor for aircraft loading at KLM's Schiphol hub in Amsterdam. In a span of 22 years, he entered the corner

office of KLM.

During his time as KLM's CEO, he hit record passenger numbers in 2019, serving more than 35 million travellers through KLM and its subsidiary Transavia. Operational performance improved, with customer satisfaction ratings and operating margins rising from 2% to 10%.

However, in 2020, the Covid-19 pandemic brought significant challenges, leading to a sharp decline in demand and requiring government support for survival. Starting late 2021, Elbers focused on recovery efforts, and by early 2022, KLM reported profitability for three consecutive quarters. After eight years at the helm of KLM, Elbers announced he would not seek a third term.

At IndiGo, Elbers has focused on what he calls "evolution, not revolution". He has streamlined management structures, enhanced efficiency across the airline's broad operations, and pushed for digital transformation.

His management style stood out for his focus on maintaining operational discipline and cost awareness. Rather than just managing from an office, he made it a point to understand operational bottlenecks firsthand, senior executives from IndiGo told FE.

As senior officials told FE that in January 2024, when IndiGo was clocking its worst on-time performance as dense fog restricted visibility and delayed flights, Elbers visited almost every airport IndiGo operated from "to directly assess infrastructure and identify ground-level issues".

However, during his tenure at IndiGo, the airline made headlines for some wrong reasons as well. In August 2023, a 40-year-old pilot of IndiGo passed away from a cardiac arrest at the Nagpur airport just before he was to operate a flight to Pune. In January 2024, the DGCA and Bureau of Civil Aviation Security (BCAS) slapped a fine of ₹1.2 crore on IndiGo for five offences, including an incident in which passengers of its delayed flight were seen eating on the tarmac.

While Elbers' track record at KLM highlights great expertise in managing complex global networks and navigating both growth and crisis periods with aplomb, his tenure at IndiGo has certainly got a rude jolt. In a LinkedIn post last year, Elbers wrote in Hindi: "Bharat ab ghar jaisa lagta hai" (India feels like home). It will surely be some time before he starts feeling at home again.

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