Legal Services
Slow to take advantage of Open Innovation

The Sopra Steria Next's Open Innovation Report 2025 reveals that Legal Services are just beginning to adopt Open Innovation but still have a long way to go. Only 57% of surveyed corporates engaged in such projects over the past two years, ranking third lowest among all examined industries. Moreover, only 58% consider Open Innovation strategically important, the lowest score across all industries, and 58% of projects met their original objectives, the third lowest score across sectors.

Legal Service organisations struggle with key success factors: only 25% place responsibility at top management, they rank second lowest for having a dedicated department (50%), and for having KPIs (29%). This is likely attributed to the fact that 92% of companies have only in the past two years started engaging in Open Innovation projects, meaning they lack the necessary structures for success.

57%
of Legal Services corporates have collaborated with startups, the third lowest industry score

58%
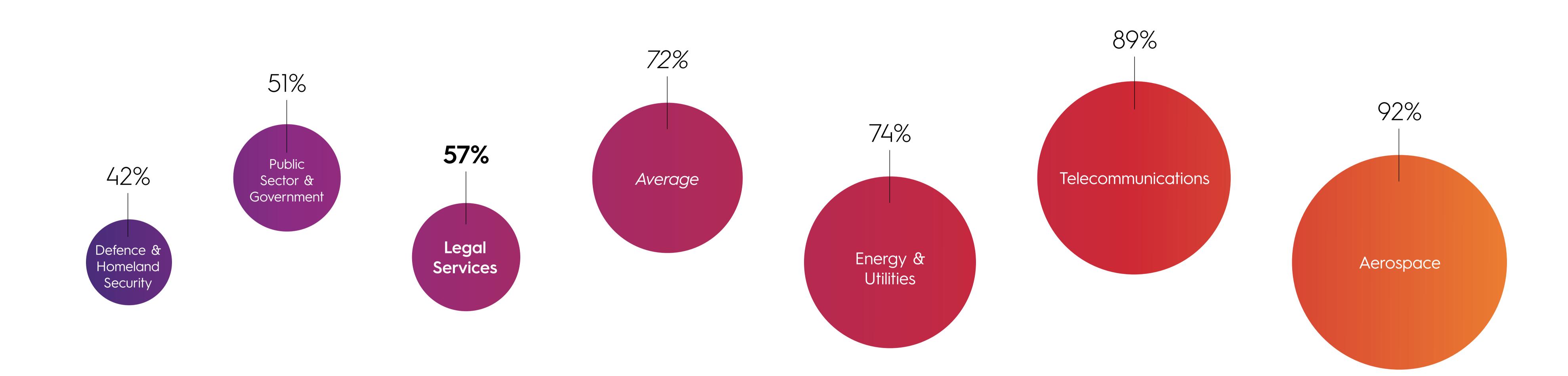judge Open Innovation important to strategy the lowest proportion across sectors

58%
of Legal Services corporates reach their objectives always or most of the time, below the average score across all sectors

01. Third lowest number of corporates
to have collaborated with startups

Q: Has your organisation ever collaborated with a startup?
Companies selecting Yes, both Domestic and Foreign Startups, Yes, Domestic Startups and Yes, Foreign Startups.

- 42% Defence & Homeland Security
- 51% Public Sector & Government
- **57%** Legal Services
- 72% Average
- 74% Energy & Utilities
- 89% Telecommunications
- 92% Aerospace

02. Lowest level of corporates
who judge Open Innovation to be strategically important

88% TELECOMMUNICATIONS	**86%** RETAIL	**73%** AEROSPACE
60% DEFENCE & HOMELAND SECURITY	**78%** INSURANCE	**80%** AVERAGE

58% LEGAL SERVICES

Q: How important is startup collaboration for your organisation's strategy?
Companies answering Very Important (Mission Critical) and Slightly Important, but not Mission Critical

03. Thirds lowest level of
successful collaborations

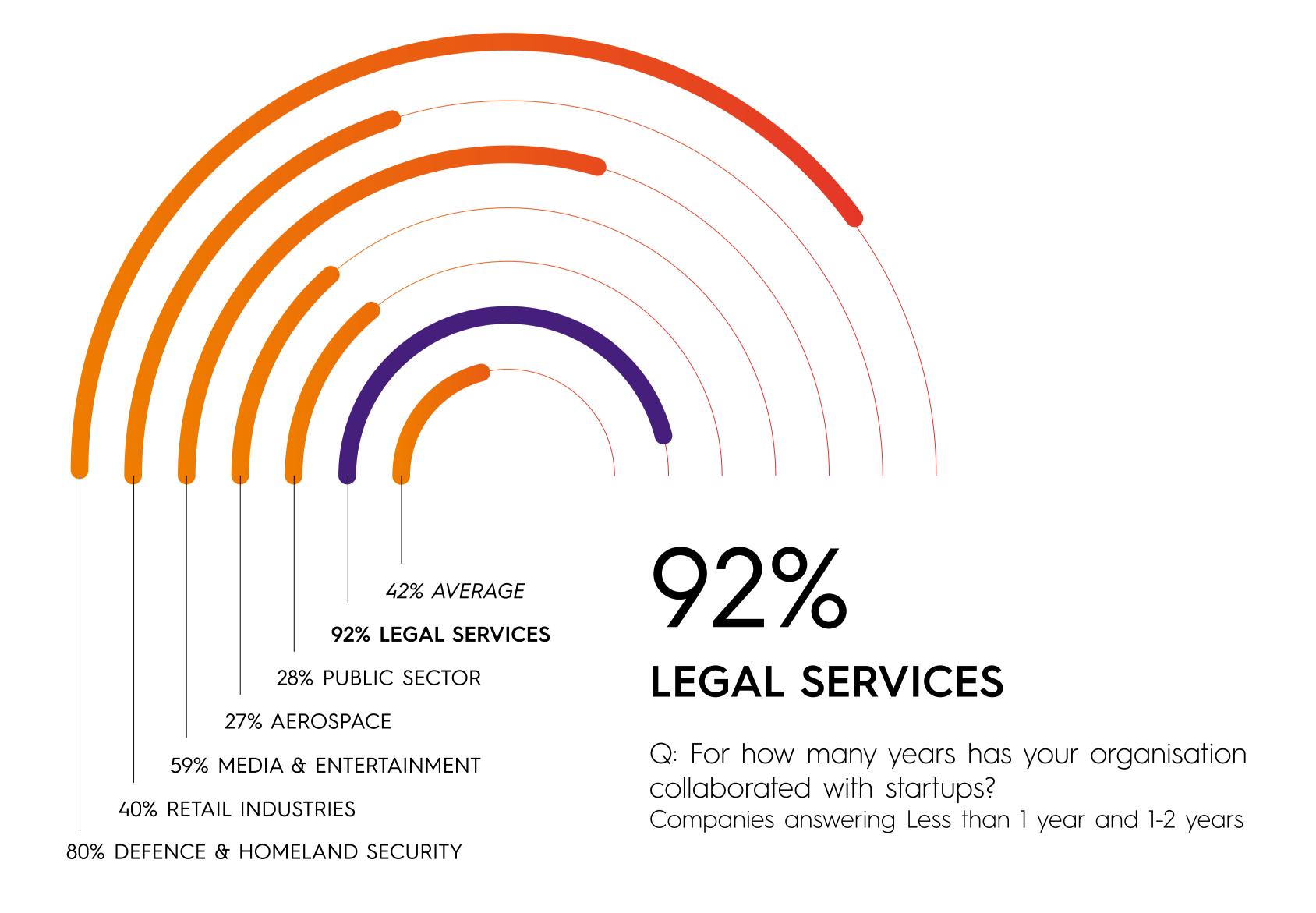|		
75% TELECOMMUNICATIONS	**52%** ENERGY & UTILITIES	**73%** AEROSPACE
20% DEFENCE & HOMELAND SECURITY	**59%** INSURANCE	**65%** AVERAGE

58% LEGAL SERVICES

Q: Overall, how often in your collaborations with startups did you achieve your objectives?
Companies answering Always and Most of the Time.

04. Industry with the highest level
of companies new to Open Innovation

- 42% AVERAGE
- **92% LEGAL SERVICES**
- 28% PUBLIC SECTOR
- 27% AEROSPACE
- 59% MEDIA & ENTERTAINMENT
- 40% RETAIL INDUSTRIES
- 80% DEFENCE & HOMELAND SECURITY

92% LEGAL SERVICES

Q: For how many years has your organisation collaborated with startups?
Companies answering Less than 1 year and 1-2 years

05. Lowest industry to place responsibility
at top management

- 42% AVERAGE
- **25% LEGAL SERVICES**
- 50% FINANCIAL SERVICES
- 30% TRANSPORT
- 44% INSURANCE
- 55% AEROSPACE
- 41% ENERGY & UTILITIES

25% LEGAL SERVICES

Q: Where in your organisation is the responsibility for the startup collaboration placed?
Companies answering at Top management

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