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CASE STUDY · MARLUC SYNOPSIS

Lawhive and Woodstock Legal Services

IMPLEMENTED 2025 ONWARDS · PROFESSIONAL SERVICES · UK · BAND B · CLAIMED ONLY

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Lawhive, a UK legal technology company, runs regulated law firms where lawyers work alongside its AI assistant. In September 2025 it bought the conveyancing firm Woodstock Legal Services, reported as the first takeover of a UK law firm by an AI platform.

ABOUT THIS SYNOPSIS

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Facts and figures are as reported by the sources listed below, which may be incomplete, self-reported or out of date. Check the original source before relying on any figure.

The impact band, proof marker and SEAM view are MarLuc's opinion. The organisation is not a MarLuc client and has not reviewed or endorsed this synopsis. Names and trademarks belong to their owners.

NOTICE WORDING LAST UPDATED 16 NOVEMBER 2026

AT A GLANCE

AI-native company: built around AI from the start and attempting transformational change. It claims band A; MarLuc grades it on what is evidenced.

AI used: AI legal assistant (Lawrence) and an AI operating system used by lawyers.

Implemented: 2025 onwards. Grade: band B, Operating model redesign, Claimed only.

Headline result, as reported: First acquisition of a UK law firm by an AI platform, September 2025; $60 million raised in February 2026

1 · The case

The facts, as reported by the 5 sources listed at the end. Where a source is silent, the field says "Not reported".

Organisation

Lawhive. Legal technology company that runs regulated law firms in the UK and the US. Its UK firms, Lawhive Legal Ltd and Woodstock Legal Services Limited, are Alternative Business Structure law firms licensed in England and Wales, by its own account. Canvas block: 1. Strategy and business model. Also 4. Operations and process, 5. People and skills.

Business challenge

The challenge. Lawhive says the consumer legal market has a large gap between demand and supply; its co-founder told Fortune there is "a trillion dollars of unmet need" in the US. It aims to bring legal services within reach of every household and small business.

Who implemented it

In-house (In-house): Lawhive builds its own AI assistant and operating system.

Technology (SEAM pillar E)

SEAM types: T7 AI agents. Deployment: Not reported. Vendors and products: Lawrence, Lawhive AI Operating System.

Where it was built in: Inside Lawhive's own law firms and Woodstock: drafting, research, client intake and case management for consumer legal work.

What changed

Before: Woodstock was a traditional consultancy-model firm. After: its lawyers work with Lawhive's AI assistant on paperwork in conveyancing and litigation, by Lawhive's account, and Lawhive says Woodstock's revenue tripled in the first year. Measured effects on cost, speed or quality: Not reported. [1] [2] [3] [4] [5]

What it cost

Not reported. Acquisition price not disclosed in the sources.

What it saved

Not reported. Lawhive says its AI lets lawyers spend less time on administration and more time advising clients. [1] [2] [3] [4] [5]

Governance and control

The practice of law is conducted only by licensed lawyers at its law firms, by Lawhive's account, and its UK firms are licensed Alternative Business Structures. Supervision of the AI's work, error rates and complaints: Not reported.

S2 · Accountable owner · Claimed
Legal work is conducted by licensed lawyers at Lawhive's law firms, by Lawhive's account; a named owner for the AI is not reported. [4]

A1 · Safe use · Not reported
Not reported.

A2 · Human in the loop · Claimed
Lawyers work alongside the AI, which handles routine tasks, by Lawhive's account. [1] [4]

A3 · Monitoring and assurance · Not reported
Not reported.

A4 · Vendor AI · Not reported
Not reported.

A5 · Agent controls · Not reported
The CTO leads an agentic platform, by Lawhive's account; controls on agents are not reported. [4]

A6 · Standards and regulation · Evidenced
Non-Billable describes Lawhive as an SRA-regulated firm in the UK; Lawhive says its UK firms are licensed Alternative Business Structures. No regulator action is reported. [3] [4]

What worked, what did not, what is unproven

WORKED

– Growth and funding: $60 million raised in February 2026 and operations in the UK and 35 or more US states, per Non-Billable and Lawhive.

– Woodstock's revenue tripled in its first year as part of Lawhive, with the same team of more than 50 lawyers and the same brand, by Lawhive's own case study. Lawhive credits "the capital to invest in the talent they needed, and the infrastructure" as well as its technology.

DID NOT

– Not reported

UNPROVEN

– Client outcomes, accuracy and complaint rates compared with traditional firms.

– Whether the model is profitable; revenue figures come from the company.

– How much of Woodstock's growth is due to AI rather than Lawhive's capital, hiring and infrastructure; no Woodstock revenue figures are published.

– How lawyers check the AI's work: Lawhive says only licensed lawyers practise law, but the checking itself is not described.

Timeline

Sept 2025 Lawhive acquires Woodstock Legal Services, a consultancy-model conveyancing firm [1]

Feb 2026 Lawhive raises $60 million to expand in the US [3]

Nov 2026 Company website reports 500 or more lawyers across the UK and 35 or more US states [4]

2 · Grade and SEAM assessment

MarLuc's opinion, made on the evidence above. How cases are graded: marluc.co.uk/case-studies/how-we-rate

Level of change and impact

Claimed: A. Grade: B, Operating model redesign. Proof: Claimed only. Level of change: Operating model.

Operating model change (Level 3, band B), claimed as business model change (band A). Routine legal work is done by an AI assistant inside regulated firms that Lawhive owns; results are not yet published.

Graded B, claimed A. The firm is organised so that an AI assistant does routine paralegal and junior lawyer work under regulated lawyers, and it now owns law firms. Lawhive reports that Woodstock's revenue tripled in its first year, but credits capital, hiring and infrastructure as well

The SEAM view and lessons learnt

Lawhive runs its AI inside law firms it owns, so regulated lawyers remain answerable for the work. Buying an existing firm brings clients, lawyers and a licence at once. The transferable question for larger firms is how supervision of AI-drafted work is evidenced, which the sources do not describe.

1. Keep regulated professionals accountable for AI-assisted work.
2. Publish client outcome and complaint measures, not only growth.
3. Plan integration of an acquired firm's lawyers before deploying AI there.

Evidence

Score 1 of 4. Self-reported: company statements and Lawhive's own Woodstock case study, reported by the Law Gazette, Legal Cheek and Non-Billable.

Evaluation method. Self-reported company figures: revenue growth, lawyer numbers and funding; no outcome data.

Sources disagree. Legal Cheek reported in 2023 that Lawrence passed the SQE with 74%; the Law Gazette reports the company's figure of 81%. Non-Billable gives about 750 lawyers and a founding year of 2019; Lawhive's website gives 500 or more lawyers and 2021. Legal Cheek reports nearly £40 million raised in 2024; the Law Gazette reports £43 million.

Status. Ongoing: operating in the UK and the US, with a US acquisition plan, by Lawhive's account in November 2026.

3 · Original sources

Read these in full. To challenge a fact or a grade, use the contact form at marluc.co.uk or the link on https://marluc.co.uk/case-studies/lawhive-woodstock-ai-native-law-firm

[1] Law Gazette: AI platform buys existing firm as law embraces new tech (15 September 2025)
https://www.lawgazette.co.uk/news/ai-platform-buys-existing-firm-as-law-embraces-new-tech/5124460.article

[2] Legal Cheek: Google-backed AI platform buys law firm in UK legal industry first (11 September 2025)
https://www.legalcheek.com/2025/09/google-backed-ai-platform-buys-law-firm-in-uk-legal-industry-first/

[3] Non-Billable: AI-powered law firm Lawhive raises $60m for US expansion (8 February 2026)
https://www.nonbillable.co.uk/news/lawhive-series-b-fundraise

[4] Lawhive: About (company website, November 2026)
https://partners.lawhive.com/press

[5] Lawhive: How Woodstock unlocked a new growth trajectory with Lawhive (company case study, November 2026)
https://partners.lawhive.com/case-studies

Lawhive website: https://lawhive.co.uk

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VERSION HISTORY

v1.1 17 November 2026 Added Lawhive's reported tripling of Woodstock revenue (company account, cause not separated) and made clear that how the AI's work is checked is not described.
v1.0 16 November 2026 First published