



AI Counsel: Integrating AI into Daily Legal Workflows

Information Governance

Law Department Management

Technology, Privacy, and eCommerce



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Welcome to part two of my joint column with GC AI's CEO and co-founder, Cecilia Ziniti, who has allowed us to take a sneak peek at the inner workings of their platform and look at real use cases from GC AI's user base.

In our first column, we focused on [the current state of AI adoption](#) and the first phase that many lawyers struggle to overcome: Evaluating AI tools for in-house legal work, and answering the most frequent questions that stymie AI adoption.

Once the evaluation phase is done, the next step is to integrate AI tools into the actual legal work your team does every day by equipping the team with use cases, inspiration, and examples.

? What it should look like:

- Start with the repeatable tasks: NDA reviews, redlines, board minutes, and policy drafts.
- Use tools inside existing systems: Wherever possible, find built-in AI tools that augment existing workflows for faster adoption. Example: GC AI's Word add-in means lawyers don't need to jump between tabs or reformat outputs. It fits inside where work is already happening. For research tools, do they directly pull in web results, your own documents, or other sources?
- Create playbooks for AI use: Establish how/when to use AI and how to check its work. Example: "Use GC AI for first-pass redlines; final pass still goes through senior counsel."

? What to avoid:

- Lawyers using unverified outputs from general purposes generative AI tools like ChatGPT. This practice risks including inaccurate information.
- Everyone using generic AI tools with no consistency or oversight
- Legal losing visibility into what's being sent out or stored
- Having to rewrite or reformat every AI output because it doesn't match company tone, policy, or formatting

New! The [ACC AI Center of Excellence for In-house Counsel](#) is a brand new resource, designed specifically for in-house counsel, to help legal departments navigate AI with clarity and confidence. The AI Center of Excellence will offer:

- Curated tools and insights
- Peer learning from real-world use cases
- Ethics, risk and governance frameworks, and guidance tailored for Legal
- Leadership strategies for the AI era

10 real AI use cases for in-house teams

To get you started, we've collected some proven AI use cases from in-house legal teams across industries. These examples demonstrate practical applications you can adapt for your own workflows:

? Learning new regulatory areas on the fly

When lawyers need to quickly develop expertise in unfamiliar areas, AI tools can accelerate the learning process. AI can break down complex regulations, provide summaries of key requirements, and help lawyers rapidly understand new subject matters to deliver timely business guidance.



[Sanjana Parikh](#) – Legal Counsel, Vercel

Industry: Software Development

? Fast answers to legal questions

Sanjana Parikh, legal counsel at Vercel, uses GC AI to answer questions that fall outside her areas of expertise, especially in Vercel's help-legal Slack channel.

"People ask the legal team all sorts of things, including stuff I've never seen before. With GC AI, I can get a quick summary of a regulation, figure out if it applies to us, and know what to do next," Sanjana said.

?? Sharper legal communication

Legal professionals use AI to refine written communications, improving clarity and tone while maintaining their personal voice and landing their message. In-house, this can mean you land your message better with a general audience, like your sales or marketing team, in an email and guidance from you on new FTC rules. AI can also help polish draft emails and documents, reducing time spent on revisions while ensuring professional presentation. *"Make this sound better [paste your draft]"* or *"shorten it [once you have a draft]"* can be highly effective prompts to refine your communications.

??? Automated board meeting minute drafts

Legal teams create custom prompts for recurring documents like board minutes, using past examples to establish consistent style and formatting. This approach can reduce drafting time from hours to minutes while maintaining organizational standards.



[Brad Owens](#) – Director, Contract Administration,

Interface

Industry: Commercial Flooring / Textiles

?? Smarter redlines, less back-and-forth

Brad Owens, director of contract administration at Interface, uses GC AI to review contract clauses, suggest redlines, and simplify negotiation responses.

“I run tricky clauses through GC AI and get back solid redline suggestions. It helps me respond faster, and I can make my comments clear for business folks, not just lawyers,” Brad shared.

? Real-time tracking of environmental law

In-house counsel use AI to monitor evolving regulations across multiple jurisdictions. AI tools can provide practical updates on regulatory changes, helping legal teams stay current with compliance requirements.

? Quick breakdown of new tariffs

When new regulations are announced, AI can rapidly analyze policy documents and summarize key changes, affected parties, and business implications, delivering actionable insights within seconds.

? Contract reviews on tight deadlines

During busy periods with limited staffing, legal teams use AI-powered document review tools to maintain deal velocity. AI can quickly scan standard agreements like NDAs, flag potential issues, and allow lawyers to expedite routine approvals while ensuring nothing critical is missed.



[Alexis Palmer](#) – Managing Counsel, Snyk

Industry: Computer and Network Security

?? Risk analysis on “take-it-or-leave-it” contracts

Alexis Palmer, managing counsel at Snyk, reviews “take-it-or-leave-it” partner agreements with GC AI, quickly surfacing risks for the business.

“Even if we can’t negotiate, I use GC AI to spot the big risks and document them. That way, everyone knows what we’re signing up for,” Alexis said.

? Building legal institutional knowledge

Alexis documents risk assessments and decisions in GC AI, helping the team retain knowledge through turnover.

“We are building institutional knowledge as our team changes. By saving these risk assessments, the next person can see what we agreed to and why. It’s not just a checkbox, it’s how we keep our history straight,” Alexis shared.

Leading team-wide AI adoption

While individual use cases are a helpful starting place, many in-house counsel are on the front lines of guiding their teams and organizations through the adoption of AI. In part three of this series, we’ll look at some [strategies for driving team-wide AI adoption](#).

[Join ACC for the latest AI guidance and insights!](#)

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[Spiwe L. Jefferson](#)



Chief Legal Officer

Moyana Music, LLC

[Spiwe Jefferson](#) is a board and executive advisor with over 20 years of experience leading in-house teams and designing legal infrastructure that drove more than US\$1 billion in revenue and eliminated inefficiencies across more than 50 countries. A sought-after speaker and thought leader on AI enterprise adoption, she has achieved over 710 hours (18 weeks) of AI-driven efficiency gains on one platform alone. Spiwe authors the [Mindful in 5](#) book series and podcast, providing leaders with actionable strategies for resilience and growth.

[Cecilia Ziniti](#)



Founder & CEO

GC AI

Cecilia Ziniti is the founder and CEO of a legal AI company, GC AI, built based on her experience as a 3-time General Counsel and AI expert. For two decades, Ziniti has driven product and company success across major tech shifts and turned early technologies into iconic products that millions of people use every day.

As a three-time executive team member for venture-backed tech companies including software

unicorn Replit, Ziniti has led all aspects of operations for hypergrowth. She has architected and closed partnerships with blue-chip companies like Google and Amazon and quarterbacked \$300M+ in venture capital rounds from top-tier investors like Andreessen Horowitz, Coatue, Index, and JP Morgan.

As the founding lawyer on Amazon Alexa and an early team member at Cruise, Ziniti understands tech adoption and how to earn public and regulator trust. Ziniti's strategic insights make her sought-after by founders and have earned her global media appearances including on CNN and NPR.

Before Amazon, Ziniti was an intellectual property litigator and technology transactions attorney and represented Apple at Morrison & Foerster, an Am Law 20 firm. Ziniti is an inventor on four US patents. She has invested in and advises dozens of breakout and unicorn companies, including Replit, Instrumental AI, and Seek AI. Her first tech job was as an online community moderator in London.