

## Offshoring Legal Services to India - An Update

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The India revenues from legal services offshoring are slated to grow from \$146 million for the calendar year 2006 to reach \$640 million by end 2010. The industry employed around 7,500 people in the legal offshoring space in India as of end 2006. The number of employees is expected to reach 32,000 by end 2010.

According to Arun Jethmalani, CEO, ValueNotes, "While most vendors start by offering lower value services and gradually move up the value chain by demonstrating domain skills and gaining client confidence, there are others who focus on specific high-end services or niches." Adds Neeraja Kandala, analyst and co-author of the report, "High volume services like **Document review**, eDiscovery, Legal publishing as well as niche areas in Intellectual Property and Contract services will drive future growth in legal services offshoring."

We have identified "Emerging players" that have potential to emerge as winners within their chosen niches. These include players like **Tusker Group**.