

ILTACON 2026 Field Guide

23-27 August 2026 · Gaylord Opryland · Nashville, TN

01 · The Event & The Play

23–27 August 2026 · Gaylord Opryland · Nashville, TN *Keynotes: Jim Abbott (Monday) · Dr. Kevin Fong OBE (Wednesday)*

ILTACON is the highest-density room of legal-technology buyers in North America: **1,600+ technology decision-makers** from law firms and legal departments (4,000+ total attendees including vendors). The week is stratified by seniority — **G100 Day** (CIOs of the 100 largest firms, Monday), **G200 Day** (Tuesday), **Corporate Legal Day & CINO** (Wednesday) — which means the exact people who sign seven-figure technology decisions are segmented into rooms you can plan around.

The play: the corridor conversation this year is agentic AI moving from pilot to production ("From Tools to Teammates"), while every firm in the room watched Morgan & Morgan hire a Chief AI Officer after its own lawyers were sanctioned for hallucinated citations. Governance is no longer a policy PDF — it is the buying criterion. RIG sells exactly that: governed production, not pilots.

02 · Who's in the Room

Tier	Companies
ILTAMAX (top)	Clio, Filevine, Fulcrum GT, Harvey, iManage, Intapp, Legora, LexisNexis, Litera, NetDocuments, Thomson Reuters, TitanFile
Titanium	Aderant, Bloomberg Law, Box, Elite, Opus 2
Platinum	Actionstep, Airia, Benchly, iCompli (LegalRM), Traveling Coaches
Gold (partial)	Affinity Consulting, ActiveNav, BEC Legal, DeepJudge, eDiscovery AI, eSentio, Frontline Managed Services

Every sponsor pays five figures for a booth — their senior product and sales leadership walks the floor. The full 84-session speaker roster was not yet public at print time; recheck iltacon.org/agenda the week before.

03 · People Worth Your Time

- **Jim Abbott** — Monday keynote (Aug 24). Former MLB pitcher; the room will be packed. Not a buyer — a crowd. Be seen, don't pitch.
- **Dr. Kevin Fong OBE** — Wednesday keynote (Aug 26). Ex-NASA physician; expect a risk-and-systems frame that plays directly into the governance message.
- **G100 / G200 CIO cohort** — the actual buyer list. Work the session edges and evening events; a CIO of a 400-lawyer firm is a governed-AI deployment waiting for a name.
- **iManage, Intapp, NetDocuments product VPs** — platform vendors with AI roadmaps; the white-label intelligence co-pilot conversation ("your platform, our governed layer") starts here.
- **Startup Hub founders** — tomorrow's intake/conflicts tooling; partnership and integration surface.

04 · Must-Attend Sessions

- **Agentic AI / orchestration track** ("From Tools to Teammates" theme) — where the buyers' heads are.
- **AI/data governance, security & vendor vetting sessions** (zero trust, IGIM 2.1) — quote these back in every pitch.
- **eDiscovery master classes** — the billable-hour-eating workflow where governed AI either proves out or gets sanctioned.
- **G100/G200 recap panel (Thursday keynote)** — the CIOs' own summary of what mattered; your follow-up email writes itself from this.

05 · The RIG Angle (30 seconds per persona)

- **For the CIO/managing partner:** "Morgan & Morgan hired a Chief AI Officer because its lawyers got sanctioned. You don't need that headcount — you need written rules about what AI touches, who checks it, and what happens when it's wrong. We install that in 90 days."
- **For the platform vendor:** "Your customers are asking what your AI governance story is. We are the white-label governed layer that makes your platform the safe answer — and the sticky one."
- **For the innovation director:** "Pilots die in committee. We take one workflow — intake, conflicts, review — to governed production in 90 days, with the audit trail your GC will actually sign."

06 · Discovery Questions & Objection Handlers

1. Which AI tools are fee-earners using today that IT didn't approve?
2. If a judge asked tomorrow how a filing was drafted, could you show the workflow?
3. What did your last AI pilot die from — tech, or governance?
4. Who owns the output when the model is wrong?
5. What would your GC need to see to say yes to production?

"We have an AI policy." — A policy is a document; the question is whether it binds at runtime. Ask what happens today if a model returns a wrong output on a client matter: who is notified, what stops the filing, and where is that recorded? If the answer lives in a PDF rather than in the workflow, you have a policy, not governance. **"We're evaluating vendors."** — Evaluation is the trap. Ask your own team how many AI pilots you have run and how many are in production today; the gap is usually the whole answer. Pick one workflow and ship it governed — the rest of the stack gets easier from evidence you own. **"No budget this year."** — The two-week operating audit is \$3,500 — three ranked bottlenecks with the numbers behind them, ROI per fix, a 90-day plan, and a live readout. Priced against the sanction you avoided. Reserve with a \$1,750 deposit (credited in full toward the build): <https://buy.stripe.com/4gM5kC3Vi5UkeWn0jTgfu0i>

07 · The Strike Plan

- **Sun Aug 23:** Badge + floor walk. Map the ILTAMAX booths; note who brought C-level.
- **Mon Aug 24 (G100):** Abbott keynote crowd. Two platform-vendor meetings (iManage, Intapp). Evening: the CIO-adjacent receptions.
- **Tue Aug 25 (G200):** Agentic AI track. Three discovery conversations with mid-size firm innovation directors.
- **Wed Aug 26 (Corporate Legal Day):** Fong keynote. Corporate legal ops targets — in-house teams buy faster than firms.

- **Thu Aug 27:** Recap panel. Same-day follow-ups with every card — reference the exact session you met at. Home by Friday with five qualified threads, not fifty business cards.