

Case study:

Nunchi Marine builds a scalable legal function with CoCounsel and Practical Law



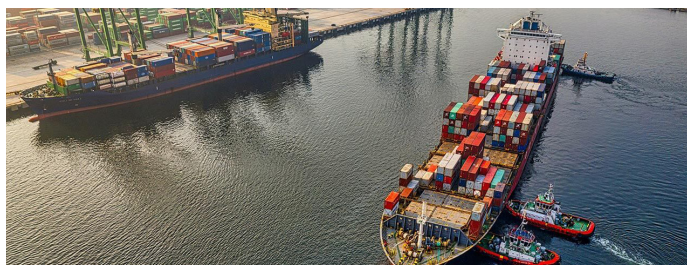
Overview

Nunchi Marine is a homegrown, independent energy and commodities company headquartered in Singapore, with operations across Singapore, Malaysia, and the Middle East. In a sector where commercial velocity and regulatory complexity intersect daily, legal precision is foundational to sustainable growth.

The company's legal function is led by Clint Tan, Senior Legal Counsel, who oversees all legal matters for the organisation. With more than 40 employees supported by a single in-house legal counsel, the team operates with a deliberately lean structure designed to scale alongside the business.

As the company expands its regional footprint, the legal function must scale its oversight and responsiveness. To deliver that capability, Nunchi Marine implemented a blend of trusted legal content and practical AI assistance — **Practical Law** for jurisdiction-aware research and **CoCounsel** for workflow acceleration, both provided by Thomson Reuters.

“We are constantly looking to leverage technology to boost productivity, control costs and stay ahead of the curve,” says Clint Tan.



The Challenge: Scaling legal capacity within an already lean team

In the competitive energy and commodities market, legal work spans contract negotiation, regulatory interpretation, claims review, and cross-border considerations. A single legal counsel must navigate both specialist matters and day-to-day commercial demands.

At the same time, cost discipline remains essential. Any investment must demonstrate practical value at a sensible price point.

“We are a growing player in a highly competitive and fast-moving industry,” explains Clint, “Any solutions we adopt must deliver real value at a sensible price point.”

The goal was straightforward: increase speed, consistency, accuracy and confidence – without increasing headcount.

The Decision: Pairing trusted legal content with AI

After a deliberate evaluation, Nunchi Marine selected Thomson Reuters as the provider whose legal depth and platform maturity best matched the legal function's demands. With Practical Law and CoCounsel, Nunchi Marine was able to reinforce its legal capability.

Practical Law is widely recognised as a gold standard for legal research, providing authoritative, well-curated legal content; CoCounsel provides AI-powered functionality to make research and document work faster and more accessible. The integration between the two was deliberate.

The dual adoption aims to help the legal function obtain reliable answers quickly while supporting drafting, document analysis, and legal document management.

“Practical Law is the gold standard for legal research, and having firsthand experience with it made adopting CoCounsel the next logical step. CoCounsel provides an easy and effective way to access Practical Law's massive knowledge base, while offering innovative features such as drafting, translation, playbooks, and management of our company's legal literature.”

– Clint Tan, Senior Legal Counsel,
Nunchi Marine

Implementation: Seamless adoption in three weeks

The rollout process was straightforward and well-supported. Access was granted almost immediately, and Thomson Reuters' team provided structured onboarding, including guidance on advanced prompting. While CoCounsel's interface is intuitive, this targeted support accelerated adoption and confidence.

“The Thomson Reuters support team understands the legal context very well. When we need help refining prompts or identifying the right function, they are quick to guide us to the right resource.”

– Clint Tan, Senior Legal Counsel,
Nunchi Marine

Within three weeks, CoCounsel was fully embedded into daily workflows. Upskilling followed a practical path, combining hands-on use with continued guidance from Thomson Reuters' experts.

As the team continues to refine prompts or explore new features, it receives timely, practical guidance grounded in legal expertise. This ongoing support has enabled confident adoption and sustained long-term value. Meanwhile, regular enhancements ensure the platform continues to evolve alongside Nunchi Marine's needs.

Nunchi Marine has now been using the platform for approximately one year.

How the legal function uses CoCounsel

At Nunchi Marine, CoCounsel has become less a novelty and more a practical colleague: it accelerates routine work while leaving judgment and strategy to the legal lead.

Rather than starting each matter from scratch, the team now begins with context-aware first drafts aligned to the company's commercial position. As contracts evolve, automated comparison tools identify material changes instantly, allowing lawyers to focus on key negotiation points and commercial risk assessment rather than manual line-by-line reviews. The result is faster drafting cycles, greater consistency across contracts, and less time spent on repetitive edits.

For cross-border matters, built-in translation and jurisdictional cues cut through language and regulatory friction, enabling faster, more confident responses across Singapore, Malaysia and the Middle East.

Complex claims are triaged faster, with the system surfacing the issues that matter most. Research outputs are anchored in Practical Law's curated content — so speed does not have to come at the expense of reliability.

These practical changes free up the legal team's time so that they can focus on higher value tasks.

Impact: Greater leverage for a lean legal team

Ultimately, the payoff is best measured in operational outcomes rather than abstract metrics: routine matters close faster, first drafts arrive more aligned with company requirements, and negotiations proceed with clearer risk-based priorities. That combination — shorter turnaround, more consistent drafting, and earlier surfacing of material risks — translates into real day-to-day capacity for a one-person legal function supporting a growing regional business.

Rather than hiring to keep pace with demand, technology has enabled Nunchi Marine's legal department to handle

a broader caseload, respond more quickly to commercial teams, and preserve budget discipline while maintaining control and consistency across jurisdictions.

For a lean legal team, these incremental gains compound. The result has been expanded capacity without expanding headcount.

Key takeaways (One year in)

After a year of use, three lessons stand out for other lean legal teams looking to scale in a similar path.

1. Trusted content is the foundation. AI delivers the greatest value when it is grounded in authoritative, jurisdiction-aware sources, giving lawyers the confidence to act quickly without compromising accuracy.

2. Adoption improves over time. Short, focused trainings work better than just one-day onboarding programme. At Nunchi Marine, capabilities such as playbooks and advanced contract comparison only became part of the regular workflow after targeted sessions with the Thomson Reuters support team.

3. Better prompts drive better outcomes. The more context, constraints and commercial objectives users provide, the more relevant and actionable the outputs become. As Clint puts it simply: "Be as specific as possible. CoCounsel handles nuance better than you think."

Put simply, the right combination of trusted content, deliberate training, and careful prompting enable lean legal teams to scale their impact with AI and legal tech tools.

"Be as specific as possible. CoCounsel handles nuance better than you think."

— Clint Tan, Senior Legal Counsel,
Nunchi Marine

Looking Forward

As Nunchi Marine continues expanding across the region, its legal capability must scale in parallel. CoCounsel and Practical Law provide a foundation that strengthens productivity while maintaining lean operations.

The outcome is not transformation for its own sake. It is sustained leverage. A single legal counsel is now supported by a system that accelerates research, structures drafting, and enhances contract review.

For a growth-oriented company operating across jurisdictions, that leverage is strategic.

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