

Cassels



Tilly Gray

Partner, Practice Innovation

Contact Information

416 869 5408
tilly.gray@fourlines.com

Office

Toronto

Expertise

- Business
- FourLines

Biography

Tilly Gray is a partner at Cassels and co-founder and lead of its FourLines business division. Tilly's multi-disciplinary team focuses on continually seeking to improve both the quality and timeliness of the legal advice and related services provided by all of the firm's practice and industry groups. Acting as the firm's process improvement incubator and change agent, FourLines is responsible for identifying opportunities to gain efficiency, including through the assessment, pilot, and implementation of specialized staffing models, streamlined workflows, and technology. FourLines team members are currently responsible for due diligence/contract analysis, document automation/preparation, and transaction/case management. In addition, Tilly consults directly with clients of the firm regarding innovative approaches to legal service delivery and the implementation and adoption of new technologies.

Tilly was formerly the firm's Director of Practice Excellence – Practice Support, where she was responsible for enhancing the culture of knowledge sharing and collaboration among the firm's members (including through training and mentoring, developing policies and procedures, developing and enhancing precedents and other practice resources, and facilitating the design and implementation of organizational and technical structures to create efficiencies and capture and disseminate the intellectual capital of the firm's members). Tilly remains active in the legal knowledge management community in Toronto and is a member of the Toronto Legal KM Group.

Prior to that, Tilly was a senior associate in the Financial Services Group. Her practice focused on general corporate, reorganization, and finance matters, representing both borrowers and lenders in a variety of domestic and cross-border secured and unsecured lending transactions.

Wanting to provide the same support and mentoring that she received early in her career, Tilly was an inaugural member of the Women's Practice Development Committee, is an award-winning mentor for her work with the Student Committee, acts as a mentor for many young legal professionals, and is actively involved in mental health initiatives

both within the firm and her community.

Tilly frequently presents on topics such as process improvement, legal service delivery, knowledge and change management, innovation, and legal technology and has taught as a sessional professor at Queen's University, Faculty of Law.

Achievements

- *Canadian Law Awards*, Excellence Award Recipient, Best Use of Technology in a Law Firm (2020 & 2021)
- *Changing Lawyers Awards*, Finalist, Outstanding Lawyer of the Year (2018)

Insights

- Cassels Academy 2020 (Cassels Webinar)

Education / Bar Admissions

- Certified Yellow Belt in Legal Lean Sigma and Project Management
- Business Essentials for Lawyers (Cont. Ed.), University of Toronto, 2008
- LL.B., Queen's University, 2003
- B.A., Laurentian University, 1997

- Ontario, 2004

Associations

- Canadian Bar Association
- Corporate Legal Operations Consortium (CLOC)
- International Legal Technology Association (ILTA)
- Ontario Bar Association
- Women in Sports and Events (WISE)