ACROSS THE TABLE

BUSINESS CONSULTING

BUSINESS JOB 18 · EPISODE 18

Spellbook vs Harvey vs CoCounsel

AI help with contracts — what it can do for a small business, and the line it must not cross

Knowledge Article 18

AI Stack Series · acrossthetable.biz

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THE JOB THESE THREE DO

Contracts arrive and you sign them. A supplier agreement, a lease, a customer's terms. Often you skim and hope, because a lawyer costs real money and the job is probably routine.

Sometimes it is routine. Sometimes there is a clause that costs you later, and you would not have spotted it.

These three use AI on legal documents. Two of them are built for law firms and are not for you. One might help.

> **THE LINE THESE TOOLS DO NOT CROSS**
> None of these replaces a lawyer, and nothing in this article is legal advice. What they do is help you understand a document and spot what to ask about. For anything significant — a lease, a large customer contract, anything with your personal guarantee on it — a human lawyer reads it. The tool makes that conversation shorter and cheaper, which is where it earns its money.

WHO EACH ONE IS

Spellbook — the one for businesses

What it is: AI contract drafting and review inside Word.

Best for: Reviewing routine agreements faster.

Watch out for: Assists your attorney — it doesn't replace one.

Spellbook works inside Word and helps review routine agreements faster. Four stars for small business, and the only one of the three aimed anywhere near you. Its own description is honest: it assists your attorney, it does not replace one.

Harvey — the law firm one

What it is: AI built for legal work, aimed at firms and legal teams.

Best for: Legal departments with real volume.

Watch out for: Enterprise product, enterprise process.

Harvey is an enterprise product for legal departments with real volume. Two stars for small business.

CoCounsel — the research one

What it is: Thomson Reuters' AI legal assistant for research and review.

Best for: Firms wanting AI tied to legal research sources.

Watch out for: Priced for legal professionals.

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CoCounsel is for legal professionals and is priced accordingly. Also two stars for small business.

HOW THEY COMPARE

	Spellbook	Harvey	CoCounsel
Best for	Contract workflows	Professional legal work	Legal research and workflows
Ease	Intermediate	Professional	Professional
Small-business fit	★★★★☆	★★☆☆☆	★★☆☆☆
Advanced fit	★★★★☆	★★★★★	★★★★★
Its main job	Contract assistance	Legal AI platform	Legal research and work
Choose this if	Contracts are your focus	You're a sophisticated legal team	Research and legal workflow matter
Price	Per seat/year.	Enterprise pricing.	Per user/month.

This card is unusual: two of the three are plainly not for a small business, and the fit rows say so. Do not let a comparison table imply three real options where there is one.

HOW A BUSINESS ACTUALLY USES EACH ONE

A business signing routine agreements

Spellbook, to review the kind of supplier agreement you see repeatedly and flag what is unusual about this one. Then you ask your lawyer about those specific points rather than paying them to read all twelve pages.

A law firm

Harvey or CoCounsel. If you are reading this as a business owner rather than a lawyer, neither is for you.

Any business facing something significant

A lawyer. Use a free assistant to understand the document and write down your questions first — that shortens the meeting and lowers the bill without pretending to replace it.

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WHAT IT COSTS

Spellbook is per seat per year. Harvey is enterprise pricing. CoCounsel is per user per month, priced for legal professionals.

For most small businesses the better comparison is not between these three. It is between a subscription and simply paying a lawyer for the two hours a year you genuinely need one.

WHERE THIS SITS IN YOUR STACK

This isn't about teaching AI to replace attorneys. It's about what legal AI is becoming capable of. The agreement goes through AI assistance, then a human or attorney reviews it — that step is not optional — then signature, secure storage and record retention.

The pieces around it:

- PandaDoc — contract workflow
- DocuSign — signature
- Google Drive / SharePoint — storage
- HubSpot — customer relationship
- Your attorney — professional judgment

THE CEO DECISION

- How many contracts do you review in a year? Under ten, pay a lawyer for the ones that matter.
- Are they the same shape repeatedly? Repetition is what makes a tool worth having.
- Is anything you are signing personally guaranteed? That always goes to a human.
- Do you have a lawyer you can call? Getting one before you need one is worth more than any of this software.

APPLY IT TO YOUR BUSINESS

Find the last three contracts you signed. For each, write down whether you read it fully, whether you understood it, and whether anyone qualified looked at it.

If you signed things you did not read, that is the risk — and the fix might be a lawyer on call rather than a subscription.

YOUR QUICK REVIEW

- ☐ How many contracts do I sign in a year?
- ☐ Did I read the last three properly?

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- ☐ Is anything personally guaranteed?
- ☐ Do I have a lawyer I can actually ring?
- ☐ Are my contracts the same shape repeatedly?
- ☐ What would two hours of legal advice a year cost me?

ADDITIONAL RESOURCES

Tool	Where to find it	What it is for
Spellbook	www.spellbook.legal	Reviewing routine agreements faster.
Harvey	www.harvey.ai	Legal departments with real volume.
CoCounsel	www.thomsonreuters.com/en/products/cocounsel	Firms wanting AI tied to legal research sources.
Across the Table AI Assessment	acrossthetable.biz/#assessment	Fifteen minutes. Tells you which of the twenty jobs to start with.
The Scaling Edge	acrossthetablebiz.substack.com	Weekly newsletter for owners without a business background.

CONTINUE LEARNING

This is Business Job 18 of twenty. Episode 19 is Protect the Business — and it carries an unusually direct warning.

Explore The Scaling Edge and the Across the Table Business Learning library for the rest of the series.

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