

CASE STUDY



Law firm upgrades to LawMaster and achieves scalable growth

Terra Firma Law, a stand-alone law practice on the Sunshine Coast, used a combination of paper files, electronic records, an internal server and desk phones. Principal Solicitor and owner, Bob Condon, wanted to open additional regional branches, but knew that his current technology would make data sharing difficult and inefficient. The lack of integration in their practice restricted his lawyers to spending most of their time in the office - a situation that was affecting flexibility and productivity.

THE OPPORTUNITY

Bob's goals were to increase service delivery to clients, drive firm growth in multiple locations and offer his staff a creative and flexible working environment. To do this, he needed a practice management solution that was proven to be powerful, completely integrated and incredibly functional. He decided to upgrade to LawMaster in the cloud.

Terra Firma now services customers in multiple geographic locations through the implementation of LawMaster in the cloud.

CLOUD HOSTING ENABLES THE TEAM TO WORK FROM ANYWHERE

LawMaster's cloud hosting, enables the Terra Firma team to perform with a heightened level of flexibility and efficiency, no matter the location. They now operate two branches, with a third in the pipeline.

"THANKS TO LAWMASTER, TERRA FIRMA IS A MORE DYNAMIC, CREATIVE AND RESPONSIVE LAW FIRM. THEIR CLOUD-HOSTING SOLUTION ALLOWS US TO WORK REMOTELY WITH INSTANT ACCESS TO ALL THE INFORMATION WE NEED. IT'S REALLY GIVEN US THE FREEDOM TO GROW."

Bob Condon
Principal Solicitor and owner - Terra Firma Law

THE UPGRADE RESULTS

2X

MORE ACCESS TO CLIENT DATA WITH CLOUD HOSTING

150%

GROWTH IN PRACTICE LOCATIONS

"I LOVE HAVING ELECTRONIC FILES; I DON'T HAVE TO CARRY FILES BETWEEN OFFICES OR TO COURT AND I CAN WORK REMOTELY AND ACCESS ALL NECESSARY INFORMATION"

Katie Morrow
Solicitor - Terra Firma Law



REDUCED COSTS: LawMaster negated the need for an internal server, and greatly reduced printing, copying and stationary costs.

BETTER CLIENT SERVICE: Lawyers are spending more time interacting face-to-face with their clients, and the firm now operates a home-call service.

INCREASED JOB SATISFACTION: Unconstrained by an office location, lawyers can securely access real-time data from any device, giving them true flexibility.

ENHANCED ECONOMIES OF SCALE: Staff members in administration and support roles can now perform the work required for all branches.

Upgrade.