Growing against the grain.
How we helped Andrew & Co save enough time and money to keep expanding in challenging times (and was named Supplier of the Year at the British Legal Award).

Two years ago, Andrew & Co were facing a familiar challenge: to cut costs and improve productivity and profitability – without compromising on quality or doing anything to dent or damage their reputation.

They’d already made the switch from a paper-based library to a digital one, including LexisLibrary (among several others). But working with so many different suppliers and systems was cumbersome. And with a big change in the Solicitors Regulation Authority regulations looming on the horizon, they were keen to simplify matters by choosing a single supplier.

“Library services are a big spend for any legal firm,” says Julie Bailey, Andrew & Co Managing Partner. “By consolidating all our information services with LexisNexis, we immediately trimmed 10% off our annual spend.”

But that was just the beginning.

Test drive
We sent our experts to sit down with Andrew & Co and work out exactly what they needed. Then we set them up with a six week trial of LexisPSL, including our Corporate, Commercial and Practice Compliance modules.

“We could see immediately that it was excellent. In fact, during the trial our staff liked LexisPSL so much that they were asking us not to take it away.”

With LexisPSL, they only have one place to look, whatever they’re looking for. With one search, they can get a succinct, top-level summary of a particular area – with direct links to the relevant cases, legislation, precedents, forms, practical guidance and expert commentary at their fingertips.

“You can dip in for an overview, or go much deeper,” Julie explains. “There is a massive amount of information available and we can be confident it’s completely up-to-date.”

“By consolidating all our information services with LexisNexis, we immediately trimmed 10% off our annual spend... Across the board, I’d say we’re saving around 15% on research time, which converts directly to fee-earning.”
Julie Bailey, Managing Partner, Andrew & Co.

Time is money
Thanks to our daily legal updates, drafting notes and handy time-saving tools and calculators, Andrew & Co’s 27 fee-earners don’t have to hunt around for the critical information they need. Which means they have more time to actually earn those all-important fees.

“Across the board, I’d say we’re saving around 15% on research time, which converts directly to fee-earning. We’re also saving on admin, because we don’t have to update loose-leaf books manually.”

Julie also estimates that the Practice Compliance module has freed up 40 to 50% of their Compliance Officer’s time. This alone works out to roughly £20,000 of savings a year.

“This tool allows our compliance officer to concentrate more on fee-earning work, while also developing a robust compliance manual that will stand up to SRA scrutiny.”

There’s no guesswork. The tool maps out the entire compliance process in easy-to-digest steps. With forms, documents and lists of dos and don’ts.

And LexisPSL has also helped Andrew & Co save in less obvious ways, too. Thanks to our professional development webinars, their lawyers can train without leaving their desks. So they’re spending around 25% less time out of the office on training courses, and up to 25% less on travel.

Branching out
With more time and money to work with, and more information at their fingertips, Andrew & Co have been able to expand into new areas like pre-nuptial agreements.

“We’re not only leaner, we now have access to much more information and support than ever before. So we’re in a much stronger position both to look after our clients and make better profits.”

And it’s not just Julie and her team who’ve been impressed. Our work with Andrew & Co led to us being named Supplier of the Year at the British Legal Awards 2012.

For more information, call us on 0845 5201166
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