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**Chris Sayer, Sole Practitioner**

### Chris Sayer's Requirements

Chris Sayer is a sole practitioner who faced many challenges when launching his own commercial law practice after 15 years in the legal profession.

At the time, the financial downturn was just beginning to bite and he was entering a highly competitive market. As a sole practitioner, he lacked the support team that a larger firm has, and therefore a lot of his time was being taken up by non-billable legal research. This meant he faced the prospect of having to refer possible clients due to the lack of support available. Mr Sayer needed a solution to avoid this situation.

Working as a sole practitioner, allows him to choose the cases he enjoys, and enables him to work from his home-office in York. He offers a range of commercial law services for customers in the retail, manufacturing, construction and leisure sectors.

### The LexisNexis Solution

LexisNexis suggested Lexis®Library and Lexis®PSL for his legal guidance and research. These two online services work seamlessly together with LexisPSL providing practical expertise to move a file forward, and LexisLibrary providing access to definitive reference works for his deeper research requirements.

The LexisPSL service is like having your own professional support lawyers and, with eight different modules to choose from, Mr Sayer selected Dispute Resolution.

“LexisNexis has a great reputation and track record. LexisLibrary is a very authoritative system and the service was tailored exactly to my requirements. I was aware that rival systems didn't offer the same depth of coverage.”

### How Chris Sayer Benefitted

The choice of LexisLibrary and LexisPSL was soon paying dividends as Mr Sayer discovered the depth of information and high-level support helped him to generate extra business.

Mr Sayer explained: “The information available is so comprehensive that I am able to offer my clients services that a sole practitioner would not have been able to provide in the past. Using LexisPSL and LexisLibrary together, means I am able to delve into niche areas and quickly find information on all the latest issues.”

“Because I am getting a level of research which you would normally expect from support lawyers at a big firm I feel confident taking on work which I would otherwise have referred. With Lexis Legal Intelligence I am cutting referrals by 20 per cent.”

LexisLibrary and LexisPSL have also helped Mr Sayer significantly reduce research time. LexisPSL provides practical KnowHow, primary law, case law, precedents, forms and excerpts from authoritative Butterworths commentary.

“You can waste a lot of non-billable time conducting background legal research. Lexis Legal Intelligence is 50 per cent quicker than traditional information gathering and is absolutely up-to-date. It gives me a real cutting edge.”

Although his choice of the LexisNexis services was driven primarily by the quality of the system, he also keeps a keen eye on overheads. “I have to balance costs against providing a good service to clients, which is essential. I believe LexisNexis represents very good value for money. Although I have a small practice I have invested in the best information technology. When the financial climate improves that will help put me in a good position to come out fighting and expand my business,” said Mr Sayer.

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