

## ROWLANDS

**“I’m delighted with Lexis Legal Intelligence; by consolidating our legal research under one roof we’ve saved 30 per cent. In real terms that amounts to about £20,000 per year.”**

**Tony Broadley, Joint Managing Partner, Rowlands**

### Rowlands’ Requirements

Rowlands has its origins in the late 19th century when its founder, Theophilus Rowland, opened an office in Manchester’s legal quarter. Since then a series of mergers and acquisitions has seen the firm grow, and today the business boasts more than 100 staff, specialising in many areas of the law including Personal Injury, Probate, Family, Civil Litigation and Commercial.

In Manchester and the North West, Rowlands is a well-known, trusted name and some of the traditions established by Theophilus and his colleagues in 1885 still hold strong. At the same time, the firm is progressive and determined to keep pace with changes in the profession. The original library, for example, is housed in a beautiful domed room where the walls are lined with shelves of legal texts. Now, although the books remain, the space is mainly used for IT training. Tony Broadley, the firm’s Joint Managing Partner, who has helped oversee the transition from a print based library to an online based one explained: “For any modern law firm, an electronic library is essential. We were seeking a cost-effective solution which also provided the depth and coverage we demand.”

### The LexisNexis Solution

To meet Rowlands’ needs, LexisNexis recommended a combination of Lexis® Legal Intelligence services:

- Lexis®PSL – Just like having your own team of professional support lawyers on hand, LexisPSL provides up-to-date online guidance from specialist lawyers so you can work more efficiently and provide advice with confidence.
- Lexis®Library – The industry’s most extensive and authoritative source of essential legal information online. Offering you a single point of access to thousands of trusted sources including Butterworths, Tolley’s and Halsbury’s.
- Lexis®Learning – To ensure time-pressed lawyers maintain their legal edge; LexisLearning offers conferences, seminars and online training ensuring fee-earners meet CPD requirements in a way that fits their schedule, budget and learning preferences.

### How Rowlands Benefitted

Tony Broadley, the firm’s Joint Managing Partner explained: “The move to an electronic library has been a gradual transition, which was accelerated when we decided to subscribe solely to products from LexisNexis. Previously we used a mix of electronic sources but it was not efficient, or user-friendly.”

“The package of LexisLibrary and LexisPSL is comprehensive and easy to use. There are good links and it makes research much quicker. There is an excellent search engine and, starting with minimum information, I’m impressed by how it turns up the relevant cases. **The time savings are tremendous, in the region of 20 per cent across the company.**”

For Rowlands, the opportunity to also subscribe to LexisLearning Webinars and BPP Professional Courses has enabled the company to streamline training, ensuring impressive savings and freeing up more time for fee earning.

“Webinars are fantastic” says Mr Broadley, “the fact that we are receiving online training is a Godsend to us because we can fit in the sessions at convenient times, including lunchtimes and evenings. The savings on travel costs and time wasted out of the office attending old-style training have been enormous.”

“In the past we’d be sending people to Leeds or London and the train bill alone could easily be £350. I estimate that we’ve cut our training costs by 50 per cent by using the Webinars. For those times when full day courses are required we have LexisLearning provided by BPP Professional Courses. There are great cost advantages to LexisLearning.”

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