



“The legal market is hugely competitive and the Legal Library on LexisNexis Butterworths and the KnowHow services have made us a better company.”

SAS Daniels LLP and their requirements

Boasting five offices across Cheshire and Greater Manchester, SAS Daniels is one of the North West’s most dynamic and rapidly expanding law firms.

A merger two years ago and the launch of a new base in Chester brought the total workforce to almost 150, specialising in six different areas of law.

Inevitably, that sudden growth resulted in a much larger client base, and forced the firm to review its approach to information provision and knowledge management.

With solicitors spread across such a wide area, SAS Daniels’ reliance on a traditional library, comprising hundreds of textbooks and periodicals, was no longer practical. Senior partners were also aware that improvements in technology offered new opportunities to keep better pace with legal developments, and in turn arm fee earners with the latest insights at any time.

What did LexisNexis offer?

Having understood the three-fold need to increase efficiency, reduce costs and increase profitability, LexisNexis proposed that SAS Daniels adopt:

- The Legal Library on the award-winning LexisNexis Butterworths online service, the most comprehensive online research library for legal professionals. This service would ensure access to a comprehensive set of cases, legislation, commentary and current awareness across all the firm’s practice areas.
- The LexisNexis KnowHow modules on Dispute Resolution and Employment which provide lawyers with the expert knowledge they need on a daily basis in key practice areas. These modules include more than 200 online practice notes in each practice area which are continually updated with the very latest legal developments.

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“The Legal Library on LexisNexis Butterworths has freed up people’s time because it is instantaneous. We are getting work out of the door quicker and turning over more work. Our lock up – the period of time from the customer walking through the door to billing – has improved. That is our measure of profitability.”

Helen Thompson, Head of Dispute Resolution – SAS Daniels



What were the benefits to SAS Daniels?

The decision made by SAS Daniels to use these two online services resulted in immediate cost savings and a wide range of other benefits for both its own staff and clients.

The amount of time previously spent getting hold of the print titles has been dramatically cut by the move to comprehensive online services accessible at any time over the internet.

“For us, speed and accessibility are crucial,” explains Helen Thompson, Head of Dispute Resolution at SAS Daniels. “I estimate that we are now spending at least 25 per cent less time on research.

“The greater speed is a major benefit. When I have a client in front of me I can often find relevant information almost immediately. The huge advantage is that all the information we need is available from one site. Constantly leaving your desk to find books was hugely frustrating and time consuming.”

“In an era when we are chasing clients we have to be a dynamic business, not an archaic organisation. We simply cannot risk offering advice on the basis of law that is even a few days out of date.”

“Solicitors and their assistants can now tap electronically into a huge wealth of information round the clock, from any location, including the courtroom and home.”

Why did SAS Daniels select LexisNexis?

SAS Daniels selected LexisNexis because it's solicitors practice so many areas of law - matrimonial, employment, probate, dispute resolution, property and private injury, and only LNB could provide that breadth and depth.

While evaluating the LexisNexis service it became clear that the LexisNexis Legal Library and KnowHow modules could provide the firm with access to a team of virtual lawyers, at a fraction of the cost of employing staff with the same levels of expertise. The regular legal alerts would provide up-to-date information on key developments and today are proving popular with the firm's lawyers.

Importantly for such a busy firm, the introduction of the online services was seamless, leaving staff comfortable after a single afternoon's training.

At a time when costs are under increasing scrutiny, SAS Daniels has saved money and increased profitability by moving online with LexisNexis, and now plans to reconfigure the old library so the space can be used by fee earners.

“We can tell clients that we have the LexisNexis online service and they are impressed.”

Helen Thompson, Head of Dispute Resolution – SAS Daniels

For further information visit: www.lexisnexis.co.uk/lnb
or call: **020 7400 2984**