

Nelson Keane and Hemingway Select Lexis Affinity Library as their Preferred Practice Management Solution



Integration between research, matter management and precedents streamlines the firm's operations

Nelson Keane and Hemingway is a regional practice located in Dubbo, NSW with a second office situated close by in Narromine. The firm consists of approximately 16 staff including five solicitors. The firm practices in all areas of law, but the areas of focus include conveyancing, family law and commercial law. Clients range from large corporations such as financial institutions, to the general public.

Nelson Keane and Hemingway made the switch to Lexis Affinity Library in September 2009 to ensure efficiency and enhance productivity. Prior to this the firm managed the practice with the Locus Practice Management System. This legacy system was first implemented in 1987 and has served the firm well for the past 22 years, but the upgrade to Lexis Affinity Library has taken the firm one step further due to its unique integration capabilities.

The integration with LexisNexis research means that tracking the time the firm spends on research is easier, faster and more accurate.

All-in-one solution allows greater firm management

Lexis Affinity Library was selected due to the systems integration ability and it being “one port of call for everything” says Andrew Butcherine, Practice Manager at Nelson Keane & Hemingway. As the firm was already familiar with the Locus Practice Management System it was a natural progression to upgrade to Lexis Affinity. Andrew says “the biggest thing for us was the fact that the accounting system was already with LexisNexis. This meant it was an easier transition for staff and it also allowed everything to be contained in a single database”.

In a very competitive market Nelson Keane and Hemingway realised that they needed to be efficient to differentiate themselves from the competition. By integrating research and precedents with the client database, accounting and matter management the firm now has an absolute 180 degree view of what is happening at the practice. Reports generated by date or solicitor detail what activity is taking place, by whom and when allowing firm management to become much more transparent.

Andrew goes on to describe the solution as “a very valuable tool and it will enable us to do anything we want to do...if we want to time record for every minute we can, it allows us to send marketing letters to prospective clients. We may not utilise all of the functionality now, but we know that it is there and ready to be used as the firm grows”.

About LexisNexis

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User friendly interface enhances staff productivity

Since implementing Lexis Affinity Library, staff at Nelson Keane and Hemingway have a happier outlook and are constantly impressed with the solutions capabilities. The ability to easily search across the system for files, matters or documents is a big time saver, and the user friendly interface is another enhancement that is streamlining the way they work. Other tasks such as cheque requisitions are cross-checked to ensure peace of mind and maintain data integrity. The firm’s 11 support staff now only use one system, compared with three in the past, making the creation of tasks, finalising invoices, searching for client contact details and keeping them up-to-date a much smoother process.

Andrew describes the phone book function as one of the top features of the system due to its ability to look at different groups of people at once. Another benefit to the firm is the easy-to-use accounting capability, followed by the ability to customise Lexis Affinity Library to meet the individual needs of the firm.

“The main benefit of the system is its ability to streamline everything. It offers one port of call for everything we need. There are other accounting and client relationship management systems available, but it makes such a big difference when they are rolled into one.”

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