

# Punching Above Their Weight

## Gordon & Barry Lawyers



## The Client

### David Barry

*Legal Practitioner Director,  
Gordon & Barry Lawyers*

Gordon & Barry Lawyers provides a range of specialist family law solutions, including parenting arrangements, divorce, child support, property settlement, dispute resolution and collaborative law situations.

## The Challenge

Gordon & Barry Lawyers, Merridy Gordon and David Barry, knew that to achieve their goals of sustainable growth, they needed to invest in a solution that would not only give them a competitive advantage over their peers but also deliver outcomes for clients in a style consistent with larger firms.

“As a smaller firm, we are always looking to punch above our weight and measure ourselves against the larger firms,” explains David Barry. “We want to stand out and have absolute confidence in our document filing and accounting systems, so that we could be assured of absolute accuracy when working with our clients.”

“In order to achieve this, we needed to greatly improve efficiency across all areas. We had a vision to work within a paperless environment and to be able to easily manage huge volumes of data. The Family Court has recently announced further changes directed towards a paperless court file. Embracing leading technology and software would not only make us smarter in the way we complete administration tasks, but would enable us to lead practitioners in addressing the court’s paperless direction, as well as, keep us relevant and attractive to a younger generation of employees.”

“Confidence in accuracy is imperative to our business. However, the time being spent on templates and pre-produced data was unsustainable. We knew there must be a smarter way of working instead of increasing headcount to compensate.”

Lexis Affinity™ enabled the firm to achieve its vision by providing a platform that met industry and court expectations as well as delivering the most current technology solutions.

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## The Solution

The LexisNexis® Practice Management team saw that the application of Lexis Affinity would easily address and resolve the challenges faced by Gordon & Barry, which includes automation of new document workflows, pre-produced data templates and robust accounting functionalities.

LexisAffinity™ is a flexible practice management system that streamlines everyday work processes into one system to provide a secure working environment and transparency of business performance. The integrated legal software system provides accounting, matter and client management, document management, precedent automation, workflow, client extranet and customisable reporting. The associated cost savings are significant, minimising or even eliminating expenses and overhead costs. The scalable solution allows firms to build their existing process into the system, freeing up time for staff to work on matters and provide superior service that adds value to clients.

The seamless integration of LexisNexis with firms’ existing systems and processes is often a deciding factor when it comes to selecting the right technology partner.

“For a firm of our size, the integration of functions like documents and accounting is critical to efficiency and costs,” says David Barry.

## The Result

Since moving on to Lexis Affinity, Gordon & Barry Lawyers has reported time, cost and space savings and gained significant new capabilities and efficiencies, enabling the firm to increase productivity and deliver more responsive services to clients and employees.

“Lexis Affinity is an extremely useful game changer. With a click of a button, forms are produced with sophistication, precision and ease,” comments Barry.

“For example, we can easily access a schedule that details all the cost information required by clients at Family Court hearings, where previously it took significant time and, dare I say, stress to ensure absolute accuracy. I can even create this report as I am talking to clients to discuss their running legal costs. This is an example of a solution that gives us a very competitive edge over larger firms.”

“It is clear that Lexis Affinity is the right choice for our firm. It allows us to save time and money. The value of the product is reflected in the way everyday tasks have been transformed.”

In addition, the robust accounting functionalities of Lexis Affinity™, which include receipting, cheque creation, trust to office transfer and bills payment, allow the firm to reduce bookkeeping costs and meet all trust accounting obligations effortlessly, even when the bookkeeper is not in.

“The way in which Lexis Affinity works means we no longer print any client emails. Sounds simple but this translates to huge time and space savings in collating, printing, filing and storing lawyer and client communication. The results speak for themselves,” says David Barry.

He also cites the consultative approach taken by LexisNexis as vital to the solution’s success: “It was only through the synthesis of the legal and the technological that we could optimise the platform to address clients’ needs.”

“The high quality training gave us a clearer understanding of the features of Lexis Affinity and we are able to tailor the product to our bespoke business needs. This really sold me on the solution as I could relate it to everyday needs and see how it saved time and money.”

David Barry goes on to conclude, “It is clear that Lexis Affinity is the right choice for our firm. It allows us to save time and money. The value of the product is reflected in the way everyday tasks have been transformed.”

### About LexisNexis Legal and Professional

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### About Gordon & Barry Lawyers

Gordon & Barry Lawyers is a specialist family law firm offering tailored solutions for large or small matters in a cost-conscious manner. With their professional skills that include negotiation, collaboration and litigation, they aim to develop solution-focused strategies for their clients.

### About Lexis Affinity™

Lexis Affinity™ is a flexible practice management system that streamlines everyday work processes into one system to provide a secure working environment and transparency of business performance. Transform your organisation with an integrated legal software system that provides accounting, matter and client management, document management, precedent automation, workflow, client extranet and customisable reporting.

For more information, visit [www.lexisnexis.com.au/affinity](http://www.lexisnexis.com.au/affinity) or call 1800 772 772.