

Company Type: National Funding provides small business loans and equipment financing/leasing

Number of Users: 8

Problem

After 18 years of sending legal work to outside firms, National Funding decided to reduce costs by forming an in-house legal team to handle the company's collection and bankruptcy litigation. As a start-up department, the legal team needed effective tools to manage, track and report on their 500+ matters from beginning to end. They also needed a way to show value and cost savings to senior management at the company.



Solution

National Funding evaluated several matter management platforms before choosing AdvoLogix for its deep feature-set and because it is built on the Salesforce platform, which the company uses to track the entire life cycle of its loans to customers. The legal department has achieved the following time and cost efficiencies using AdvoLogix:

- When the legal team opens a matter, all client data is automatically populated from existing Salesforce client records - saving time and reducing errors.
- By tracking stages and status of every matter, the legal department can better manage each phase of a matter and ensure nothing falls through the cracks.
- Approvals to settle cases are now accomplished within hours instead of three to four days, which is the time it took outside counsel to provide settlement approval.
- Easily adaptable workflows enable the team to streamline and automate manual processes.
- A Salesforce Community is used as an external portal to collaborate with outside counsel on certain matters.

AdvoLogix also provides reporting and transparency that is vital to National Funding's legal department. Meaningful reporting and dashboards enable the legal department to demonstrate to management the value it brings to the company through the volume of cases handled, the total amount recovered, improved management of outside counsel, and expense tracking.

Integrations:

- CalendarRules

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About AdvoLogix®

Founded in 2006, AdvoLogix®, is a leading law practice and legal matter management solution that helps law firms and general counsel automate unique business processes and simplify legal matter management. The AdvoLogix cloud-based enterprise solution centralizes matter management, conforms to unique workflows and practice standards, and provides industry leading security and reliability. Built on the leading cloud platform, Salesforce®, AdvoLogix offers comprehensive configuration and integration with thousands of add-on applications to extend the solution to meet specific business needs.

Contact our team to get started with a personalized AdvoLogix experience.