

Law Practice Type: Corporate – business & financial services, litigation, and commercial collections

Number of Users: 32

Problem

The successful strategy of organic growth for the firm of Kohner Mann & Kailas relies on exceptional service delivery to existing clients, then attracting new clients through referrals. This is achieved in part by equipping attorneys and support staff with the tools necessary to provide clients attentive, top-notch representation. With the legal industry increasingly reliant on more and better technology, KMK recognizes that staying ahead of the curve is a competitive advantage and determined a cloud-based matter management system would be a smart long-term investment.



The firm needed to replace its aging timekeeping system and multiple practice-specific case management systems requiring support and posing challenges when case files were transferred from one department to another. KMK sought a unified solution to improve efficiency and update its data security to meet the needs of its banking and other clients whose security requirements exceed those of most off-the-shelf solutions.

Solution

KMK selected AdvoLogix over dozens of other options for its overall functionality, ease of use, security and ability to be customized to address the firm's unique needs. Confident in its decision to move to the cloud, the firm found other solutions that claimed to be in the cloud were still running desktop apps and connecting to virtual servers. AdvoLogix runs on the Salesforce platform, a truly cloud-based solution that enables easy integration with other programs on the AppExchange. The ability to customize the platform to address the complexities of the firm's collections practice was a bonus, making AdvoLogix an easy choice for KMK. The firm began integrating and installing AdvoLogix in a single department and then proceeded with system implementation firmwide.

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Result

By replacing multiple disconnected systems with AdvoLogix, the firm was able to improve workflows and save money by downsizing its support staff. Moving to one cloud-based matter management platform that easily integrates with other tools has not only increased efficiency, but improved reliability, security and accessibility – all of which has proved invaluable during the COVID-19 pandemic. The firm was able to comply with statemandated shutdown parameters quickly and easily, moving its entire staff to a remote work environment literally overnight, with no disruption in client service.

System & Data Integrations:

- Accounting Seed
- NetDocumenta
- Nintex DocGen for Salesforce
- Practice Packs for Salesforce

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.



“During the coronavirus pandemic, our clients’ needs have been met with minimal disruption, further validating our decision to adopt AdvoLogix.”

Matthew P. Gerdisch
President
Kohner, Mann & Kailas, S.C

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