



## Our hosted Solution gives S E Law a head start

Commercial and residential conveyancing specialists, S E Law Limited, needed help to manage their practice whilst keeping overheads under control. We provided them with a comprehensive solution at an affordable price.

### The Client

Established in June 2009 as a start-up firm, S E Law Limited is a small practice based in Davenham, Nr. Northwich, Cheshire. The firm specialises in Commercial and Residential Conveyancing – with the commercial side accounting for 90% of the business.

Additionally, the firm is also undertaking an increasing amount of landlord and tenant work. Conveyancing is showing strong potential growth again and the firm aims to grow in size over the coming months as the housing market continues to improve.

### The Challenge

When setting up a new firm the costs of infrastructure, staff & office overheads and general running expenses can have a big impact on the bottom line and managing all these can take managers away from the essential tasks of getting the business up, running and earning revenue.

Carmen Dowd, former Head of the Special Crime Division at the Crown Prosecution Service and well-known for her work in the cash-for-honours inquiry, is now a consultant at S E Law.

With her extensive knowledge of business and the legal sector in particular, Carmen recognised there were many issues she was going to have to address with the new firm and decided that a hosted software application might be the solution.

*Carmen says, "I have worked in large organisations that tend to spend a lot of time, energy and expense employing IT staff to patch over the cracks in their systems. I knew that with the luxury of starting with a clean slate, I wanted to get the right system for the business and one that will grow with us."*

It is essential for any small firm to be 'ready for business' at all times and the fee-earners at S E Law also required a solution that would allow them to effectively work away from the office if necessary.

### Client >

S E Law

### Sector >

Legal

### Project >

Hosted Services

*"Choosing Advanced hosted services was the best business decision we made, the system is slick and easy to use, our business processes are fast and not at all time-consuming."*

Carmen Dowd >  
Consultant >  
S E Law

# S E Law Case Study

## The Solution

Our hosted services for the Practice Management and the Accounts with a conveyancing module added on was chosen as the preferred solution to solve all the flexible working and staff overhead concerns. With its easy-to-use, intuitive interface and out of the box functionality, our hosted services were the ideal fit for the new firm.

*Carmen admits, "We hadn't heard much about the concept of Hosting until it was brought to our attention by Advanced and by not having to buy, maintain or support expensive IT hardware we have been able to concentrate on building up the business and giving the best possible service to our clients."*

Our hosted software is held on our dedicated powerful servers in a highly secure data centre and accessed through a secure internet link.

The only equipment required is PCs and a broadband connection. A fixed monthly fee per user permits connection to the service; so that a firm is able to manage IT spend accordingly.

Users can be added and subtracted from the system each month as required enabling complete flexibility in staffing and associated IT costs. A bonus is that the monthly payments are 100% tax deductible from profits.

## The Benefits

S E Law has found significant benefits already by using our hosted services:

Having the flexibility to log onto the IT system from outside the office has meant that the fee-earners can work from anywhere, at anytime. This was never demonstrated more acutely than when the bad weather and snowstorms hit the UK recently – little productive time was lost and client service and satisfaction was maintained.

With no requirement for expensive IT servers or infrastructure to look after at the firm's office the financial benefits were obvious.

No IT person is required to look after the system so the cost benefits are significant. All hardware is looked after offsite at our Data Centres and software upgrades are automatic and all part of the service.

Our support and helpdesk teams are readily available for any queries that may arise.

*Carmen concludes, "Choosing Advanced hosted services was the best business decision we made, the system is slick and easy to use, our business processes are fast and not at all time-consuming. Indeed I must recommend the software once or twice a week when speaking to others about their IT problems – it's just excellent!"*

*"The Advanced support team were very responsive and even when we pushed them with tight deadlines we felt they pulled out all the stops and we all worked together to resolve issues - with the best will in the world, no new software is going to be installed without a few!"*

Carmen Dowd >  
Consultant >  
S E Law

## More information

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