

From 30 to 3,000 Clients: How Davana Law Firm Grew Exponentially With Clio Solutions

Company name: Davana Law Firm

- Year Founded: 2017
- Number of Staff: 11-50
- Started Using Clio: 2018
- Location: Encino, Los Angeles, CA, USA
- Fee Types: Contingency
- Practice Areas: Personal Injury

Impact of using Clio

Expanded from 1 to 25 employees

100X increase in clients

\$52M+ recovered for clients

Founded by former corporate attorney Mariam Kuregyan, Davana Law is a successful mid-sized personal injury firm in Encino, California. From the beginning, Mariam wanted to scale her practice and needed a legal practice management solution that could grow with her.

The software had to be easy to implement, centralize operations in one solution, easily track medical records, and keep track of administrative tasks so that her firm could focus more on delivering the life-changing settlements

her clients deserve.

Since using Clio Manage, the Personal Injury Add-On, and the AI automation tools in Manage AI (formerly Clio Duo), Davana Law has grown from one to 25 people, and from 30 clients to over 3,000. Davana Law's growth is an excellent example of how the right people—and the right technology—deliver amazing results.

The big challenges → and how Clio helped

Limited time to learn new tools → Clio's user-friendly design makes it easy for everyone to adopt and use

"The more I can be freed up from administrative tasks, the more I can focus on my clients."

Personal injury cases demand intense focus and attention. That's why a practice management tool must be easy to use—so more time can be devoted to clients. Mariam says of Clio: "You made it simple enough where people are quick to pick it up."

Because of its ease of use, everyone across the firm has found a way to use Clio in their day-to-day activities. "Anytime we're onboarding anybody new, regardless of their title, be it a senior litigator or a front desk receptionist, we train them on Clio," she says. Staff can access files, whether they're on a desktop, laptop, or mobile device, making it easier to stay in touch with each other and their clients.

[Simplify firm management, streamline operations, and collaborate from anywhere](#)

Davana Law needed a practice management system that could scale → Clio powered its growth from 30 to 3,000

“With the right tools, I think the potential for growth is exponential.”

To build a sustainable practice, case management tools need to grow with the volume and complexity of a firm’s caseload. “Using paper doesn’t work when you need to scale and touch 3,000+ cases,” according to Mariam.

She evaluated several software options to ensure the one she chose could handle a high volume of clients. Her diligence and selection criteria paid off—Davana Law has grown its client base by 100X and Clio has enabled her entire team to work smarter and scale efficiently.

[Automate tasks and minimize paperwork so you can focus on growing your practice](#)

Complex cases require a variety of tools → Clio centralizes all of them

“We’ve essentially adopted every single new Clio tool that’s been released since inception.”

Scale wasn’t the only requirement Mariam considered when choosing Clio as her practice management solution. “We were also looking for a platform with all the essential tools,” including automated intake, document management, and the ability to process confidential medical information.

As a business owner, Mariam knows that success depends on empowering every team member—from paralegals to partners—with the right tools. “Clio is what enables everyone at the firm to do their best work,” she adds.

Among the features that stood out for Mariam were Clio’s ability to document and track the progress of personal injury cases, and its seamless access to

information that allows Davana Law to remain a paperless practice. These features have been instrumental in maintaining an edge in one of the most competitive personal injury markets in the U.S. If you don't have the right technology, "the competition can come in and sweep things away from you," according to Mariam. However, with a centralized technology like Clio, Davana Law is able to deliver the kind of comprehensive service that its "sophisticated clients" expect.

[Discover the legal practice management software purpose-built for law firms like yours](#)

Benefits from using additional Clio solutions

"I think of Clio as a department within my practice."

Personal Injury Add-On

With Clio, Davana Law can instantly access detailed medical record information, and keep cases quickly moving forward—all while maintaining the highest standards of client privacy and confidentiality.

Davana's staff often have to pivot quickly to track details of clients' medical treatments and evolving injuries. Clio's Personal Injury Add-On allows the flexibility and precision it needs "not to lose time" looking for specific information in "large, 300+ page documents." Instant access to critical information keeps cases moving forward and allows Davana Law to reach settlements faster for its clients.

[Manage the complexities of personal injury case management and get settlements faster](#)

Manage AI

In all legal representation, the devil is often in the details—and cases can be

won or lost if small details from complex cases slip through the cracks. When prepping for cases, Mariam will often go over case details in her head and then turn to Manage AI to review her existing documents for accuracy and to catch details she may have overlooked.

Manage AI analyzes documents Mariam and her team have already prepared and has found and corrected errors. Missing these errors would “set a case back weeks if not discovered,” adding that Manage AI acts as “that extra set of eyes that you constantly need” in a busy law firm.

Davana Law’s transformation with Clio is a great example of the power of combining dedicated professionals with new technology, achieving remarkable growth and client success.

[Get instant answers, focus on important tasks, gain insights, and find the right words fast](#)

Clio solutions used

Clio Manage

Cloud-based case management that connects your firm, cases, and clients all in one place. [Learn more.](#)

Personal Injury Add-On

Securely manage confidential medical information, settlements, liens, damages, and more. [Learn more.](#)

Manage AI

An AI-powered partner designed to accelerate your casework, automate tasks, and transform complex information into actionable insights. [Learn](#)

[more.](#)

Interested in learning more about what Clio can do for your firm?

Getting started with Clio is easy

Clio's cloud-based solutions are free to try, and the company offers a large roster of support, training, and practice management experts. The Clio team has helped tens of thousands of law firms get up and running—including migrating data from other software providers.

To see how Clio can help you manage and grow your firm, [schedule a free demo](#) at clio.com, call 1-888-858-2546, or email sales@clio.com.