



Media Alert

20 March 2014

Hugh James Selects Lexis® InterAction® as Preferred Solution for Client Relationship Management

[LexisNexis® Enterprise Solutions](#), a leading provider of content and technology solutions, has announced that [Hugh James](#) has selected [Lexis® InterAction®](#) as the firm's solution of choice for Client Relationship Management (CRM). The solution will be deployed in Hugh James' Cardiff and London offices.

InterAction will enable the firm to enhance levels of client service as well as streamline marketing and business development activities throughout the firm. Accurate client data, identification of key relationships, improved efficiencies and 'ease of use' were primary requirements.

Hugh James chose InterAction over other solutions on the market for its functionality, levels of service and excellent reputation of successful implementations within the UK and European law firms.

The Lexis InterAction customer relationship management solution is designed for professional services organisations to help drive business relationships, accelerate firm growth and increase revenue. By providing powerful relationship intelligence that goes beyond 'who knows whom', the solution uncovers unanticipated risks, facilitates personalised and streamlined communications and enables execution of business development plans that can be measured by client, segment or industry - all enabling firms to deliver value and exceed client expectations. InterAction can be accessed by users from within Microsoft Outlook and also 'on the move' from a range of mobile devices.

###

About LexisNexis Legal & Professional

LexisNexis Legal & Professional (www.lexisnexis.com) is a leading global provider of content and technology solutions that enable professionals in legal, corporate, tax, government, academic and non-profit organisations to make informed decisions and achieve better business outcomes. As a digital pioneer, the company was the first to bring legal and business information online with its Lexis® and Nexis® services. Today, LexisNexis Legal & Professional harnesses leading-edge technology and world-class content, to help professionals work in faster, easier and more effective ways. Through close collaboration with its customers, the company ensures organisations can leverage its solutions to reduce risk, improve productivity, increase profitability and grow their business. Part of Reed Elsevier, LexisNexis Legal & Professional serves customers in more than 100 countries with 10,000 employees worldwide.

As a leading provider of software platforms, LexisNexis® Enterprise Solutions (www.lexisnexis-es.co.uk) works with customers to drive productive, efficient and reliable business decisions. Its solutions include Lexis® Visualfiles®, for case management and workflow; Lexis® Redwood Analytics®, for business intelligence and budgeting software and services; and Lexis® InterAction®, a customer relationship management tool and LexisOne™, an enterprise-grade business management solution powered by Microsoft Dynamics® AX.

###

Media Contacts:

Vidushi Patel
PR Consultant
T : +44 (0)7958 474 632
E : vidushi@taguspr.co.uk

Laura Whitehead
Head of Marketing, LexisNexis Enterprise Solutions
T : +44 (0)7795 801553
E : laura.whitehead@lexisnexis.co.uk